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# Questionnaire for Potential Importers and Distributors

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| Date of Issue: | 09/11/2022 |  |  |
| Our Reference: | XXX/.../... (country) |  |  |

Please complete this questionnaire giving as much information as possible and return it to The Scotch Whisky Association, Quartermile 2, Two Lister Square, Edinburgh, EH3 9GL or by email. If, for any reason, the questions are not answered on this questionnaire itself, please quote the date of issue and our reference above in your answer.

Please note Scotch Whisky can be exported in bulk from Scotland only to companies which have been verified by Her Majesty’s Revenue and Customs (HMRC). Further information is available at <https://www.gov.uk/spirit-drinks-with-a-protected-geographical-indication>.

Single Malt Scotch Whisky may not be exported in bulk but must be bottled in Scotland.

1. Into which **country** are you interested in importing and/or distributing Scotch Whisky?

[Type an answer here]

1. What are the name, address, telephone number and email address of the company interested in importing Scotch Whisky and/or distributorship? Where applicable please also provide the company’s web address and its registration number.
   1. Name: [Type an answer here]
   2. Address: [Type an answer here]
   3. Telephone: [Type an answer here]
   4. Email: [Type an answer here]
   5. Web address: [Type an answer here]
   6. Registration: [Type an answer here]
2. To whom should correspondence regarding this enquiry be directed (if different from above)?
   1. Name:
   2. Position: [Type an answer here]
   3. Address: [Type an answer here]
3. What is the nature of the company’s business?

[Type an answer here]

1. What is the approximate value of the company’s annual turnover? Please state units of currency clearly.

[Type an answer here]

1. Is the enquiry for Scotch Whisky in **bottle**?
   1. YES  If yes, please answer questions 7, 8, and 15
   2. NO  If no, please proceed to question 9.
2. Which category/categories of **bottled-in-Scotland** Scotch Whisky is/are required?
   1. Single Malt
   2. Blended Malt
   3. Blended (Malt & Grain) Scotch Whisky
   4. Single Grain
   5. Blended Grain
3. How many **cases** (12 bottles) of each category of **bottled-in-Scotland** Scotch Whisky is it estimated will be required annually?
   1. Single Malt [Type an answer here] Choose an item.
   2. Blended Malt [Type an answer here] Choose an item.
   3. Blended (Malt & Grain) Scotch Whisky [Type an answer here] Choose an item.
   4. Single Grain [Type an answer here] Choose an item.
   5. Blended Grain [Type an answer here] Choose an item.
4. Is the enquiry for Scotch Whisky in **bulk** (i.e. in plastic or steel tanks)?
   1. YES  If yes, please answer question 10 onwards
   2. NO  If no, please proceed to question 15
5. Which category/categories of bulk Scotch Whisky is/are required?
   1. Blended Malt
   2. Blended (Malt & Grain)
   3. Blended Grain
   4. Single Grain
6. How much of each category of **bulk** Scotch Whisky is it estimated will be required annually? Please answer in volume terms.
   1. Blended Malt [Type an answer here] Choose an item.
   2. Blended (Malt & Grain) [Type an answer here] Choose an item.
   3. Blended Grain [Type an answer here] Choose an item.
   4. Single Grain [Type an answer here] Choose an item.
7. Is the **bulk** Scotch Whisky required for local bottling as Scotch Whisky (i.e with nothing added to it other than water)?
   1. YES  If yes, please answer question 14
   2. NO  If no, please proceed to question 15
8. If the **bulk** Scotch Whisky is required for local bottling as Scotch Whisky, at what alcoholic strength will it be sold? Please answer in terms of **percent alcohol by volume (% vol).**

[Type an answer here] % vol

1. Is the **bulk** Scotch Whisky required for mixing with locally produced alcohol or spirits?
   1. YES
   2. NO
2. Unless you will be using the producer’s labels, please forward samples of all labels and packaging you intend to use for the final product (i.e. whether **bottled-in-Scotland** or **locally bottled** Scotch Whisky or Scotch Whisky **mixed with locally produced alcohol or spirits**)?