



# Blue Book Services

## PRODUCE BUSINESS OPERATIONS REPORT

Your company listing will appear in the Produce Section.

INFORMATION & SERVICE CENTER

845 E. Geneva Rd.  
Carol Stream, IL U.S.A. 60188-3520  
Phone 630-668-3500  
Fax 630-668-0303  
E-mail: info@bluebookservices.com  
Web site: www.producebluebook.com

This form prepared by: \_\_\_\_\_ Date: \_\_\_\_\_

Company Name \_\_\_\_\_  
P.O. Box \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip Code + 4 \_\_\_\_\_  
Street Address \_\_\_\_\_  
City \_\_\_\_\_ County \_\_\_\_\_ State \_\_\_\_\_ Zip Code + 4 \_\_\_\_\_  
Phone \_\_\_\_\_ Toll Free \_\_\_\_\_ FAX \_\_\_\_\_  
Web Site \_\_\_\_\_ E-Mail \_\_\_\_\_  
Name/Location of your financial institution(s) \_\_\_\_\_  
PACA # \_\_\_\_\_ DRC # \_\_\_\_\_

### PRINCIPALS / OFFICERS (please provide background information on reverse side)

Name & Title	Year Born	Years in Position	Years at Company	% of Ownership
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

### NATURE OF BUSINESS (Indicate % of time operate as:)

_____ % Grower	_____ % Importer	_____ % Repacker	_____ % Cold Storage
_____ % Shipper	_____ % Exporter	_____ % Fresh Cut Processor	_____ % Loading Point
_____ % Packer	_____ % Selling Broker	_____ % Processor	_____ % Produce Warehouse
_____ % Receiver	_____ % Buying Broker	_____ % Retail	_____ % Storage
_____ % Jobber	_____ % Distributor	_____ % Wholesale Grocer	_____ % Load Consolidator
_____ % Foodservice	_____ % Comm. Merchant	_____ % Food Hub	_____ % Precooler

Commodities Handled (in order of volume) \_\_\_\_\_

Annual trucklot volume (Trucklot = 44,000 Lbs.) \_\_\_\_\_ Load/Unload hours/days: \_\_\_\_\_

#### If Buyer, do you

If yes, what %

Buy via brokers/distributors? \_\_\_\_\_%

Buy via local wholesalers? \_\_\_\_\_%

Buy via domestic shippers? \_\_\_\_\_%

Buy via international exporters? \_\_\_\_\_%

From what states/regions? \_\_\_\_\_

From what country/regions? \_\_\_\_\_

Take physical possession of product? \_\_\_\_\_%

Do you salvage distressed produce on behalf of others?  Yes  No

# Warehouses \_\_\_\_\_ sq. ft. \_\_\_\_\_

Own or Lease \_\_\_\_\_

#### If Seller, do you

If yes, what %

Sell via brokers/distributors? \_\_\_\_\_%

Sell locally? \_\_\_\_\_%

Sell to domestic buyers? \_\_\_\_\_%

Sell to international importers? \_\_\_\_\_%

Buy from other shippers or growers? \_\_\_\_\_%

Grow your own product? \_\_\_\_\_%

To what states/regions? \_\_\_\_\_

To what country/regions? \_\_\_\_\_

Domestic account types \_\_\_\_\_

Shipping season \_\_\_\_\_

Brand names \_\_\_\_\_

#### Type Of Entity (Check appropriate box)

Proprietorship       Regular C Corp.

General Partnership       Subchapter S Corp.

Limited Partnership       Co-op.

Limited Liability Company       Other (specify) \_\_\_\_\_

Date business established \_\_\_\_\_

Date incorporated (If applicable) \_\_\_\_\_

If in U.S., which State? \_\_\_\_\_  
(Attach copy of Corporate Charter)

If in Canada, Federal Corporation? Y N  
Or which Province? \_\_\_\_\_

Any affiliated business relationships? Y N  
(If yes, please use back of this form for details)

Number of employees: permanent \_\_\_\_\_ seasonal \_\_\_\_\_

**Background of Officers / Principals** *(Chronologically list the previous 3 employers for each person)*

Name	Company Name	City/State	Title/Role	Previous Employment Dates

Were any of the above formerly financially interested in, or manager of, any business which became bankrupt or otherwise failed to pay indebtedness in full? \_\_\_\_\_ If yes, please give details on separate sheet.

**Enhance your Blue Book Listing with Descriptive Listing Facts**

Provide key business/marketing information including: key personnel, special products/services offered at your company, brands, certifications, what is unique about your operation, etc. to enhance your Blue Book listing. Your Descriptive Listing Facts will appear in the print Blue Book, published semi-annually, and in Blue Book Online, [www.producebluebook.com](http://www.producebluebook.com).

*Note: Descriptive Listing Fact lines in your listing are subject to the current nominal rate.*

<b>Personnel to appear in company listing:</b>			
Name	Title	Cell	Email

**Additional business details:** *(i.e. branches, affiliations, certifications, specialties, areas you serve, etc.)*

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