



Blue Book Services

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PRODUCE REFERENCE LIST

THIS INFORMATION WILL BE KEPT STRICTLY CONFIDENTIAL

Business References of:

(BLUE BOOK I.D. # AND COMPANY NAME)

(CITY, STATE, ZIP)

Produce Vendor References

1. Identify your **Produce Vendors** — those from whom you buy produce.
2. **Last Dealt** — indicate when you last dealt with each vendor.
3. **Rate each Vendor's Trade Practices:**
 [4X = Excellent • 3X = Good • 2X = Unsatisfactory • 1X = Poor]

Blue Book I.D.#	Vendor Name	If not Blue Book listed—complete contact information required.			Last Dealt (see #2)		Rate your Vendor's Trade Practices			
		Mailing Address / City / State / Zip	Phone / Fax / Email		1-6M	7-12M	4X	3X	2X	1X
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Produce Vendor References — continued

Blue Book I.D.#	Vendor Name	If not Blue Book listed—complete contact information required.		Last Dealt (see #2)		Rate your Vendor's Trade Practices			
		Mailing Address / City / State / Zip	Phone / Fax / Email	1-6M	7-12M	4X	3X	2X	1X
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Produce Customer References

1. Identify your **Produce Customers** — those to whom you sell produce (exclude institutional, school, hotel/motel, restaurant accounts).
2. **Last Dealt** — indicate when you last dealt with each customer.

3. **Rate each Customer's** Trade Practices and Pay Performance with you.
[4X = Excellent • 3X = Good • 2X = Unsatisfactory • 1X = Poor]

Blue Book I.D.#	Customer Name	If not Blue Book listed—complete contact information required.		Last Dealt (see #2)		High Credit (in 000's)						Rate your Customer's Trade Practices				Rate your Customer's Pay Performance (# of days to receive check)							
		Mailing Address / City / State / Zip	Phone / Fax / Email	1-6M	7-12M	10	50	75	100	250	250+	4X	3X	2X	1X	14	21	28	35	45	60	60+	
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Produce Customer References – continued

Blue Book I.D.#	Customer Name	If not Blue Book listed—complete contact information required. Mailing Address / City / State / Zip Phone / Fax / Email	Last Dealt (see #2)		High Credit (in 000's)						Rate your Customer's Trade Practices				Rate your Customer's Pay Performance (# of days to receive check)							
			1-6M	7-12M	10	50	75	100	250	250+	4X	3X	2X	1X	14	21	28	35	45	60	60+	
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Carrier/Transportation Broker References

1. Identify your **Carrier/Transportation Brokers** — those that haul or arrange hauls for you.
2. **Last Dealt** — indicate when you last dealt with each Carrier/Transportation Broker.

Blue Book I.D.#	Company Name	If not Blue Book listed—complete contact information required. Mailing Address / City / State / Zip	Phone / Fax / Email	Last Dealt (see #2)		Rate your Carrier/Broker's Trade Practices			
				1-6M	7-12M	4X	3X	2X	1X
				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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Supply Firms

1. Identify manufacturing firms from which you buy operating supplies. For example: Seed, Bags, Boxes, Cartons, Fertilizer, Labels, Machinery.

(If not Blue Book listed—complete contact information required.)

Blue Book I.D.#	Company Name	Mailing Address / City / State / Zip	Phone	Fax	Email