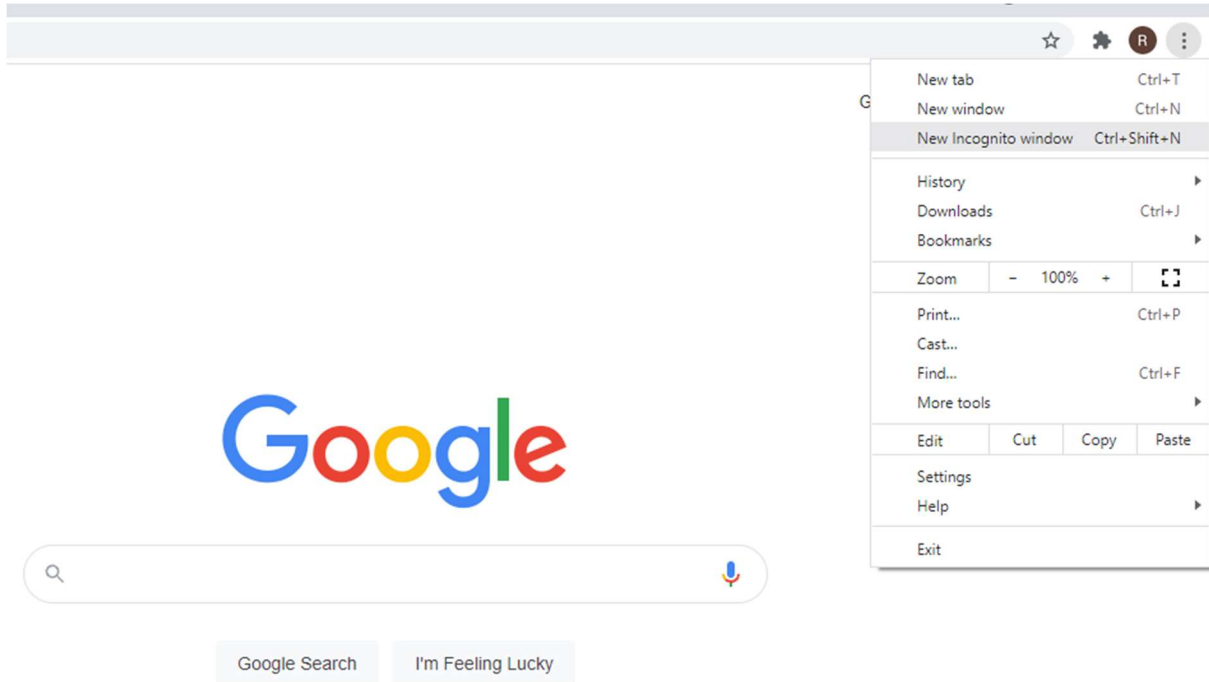


## Using Google to find Distributors

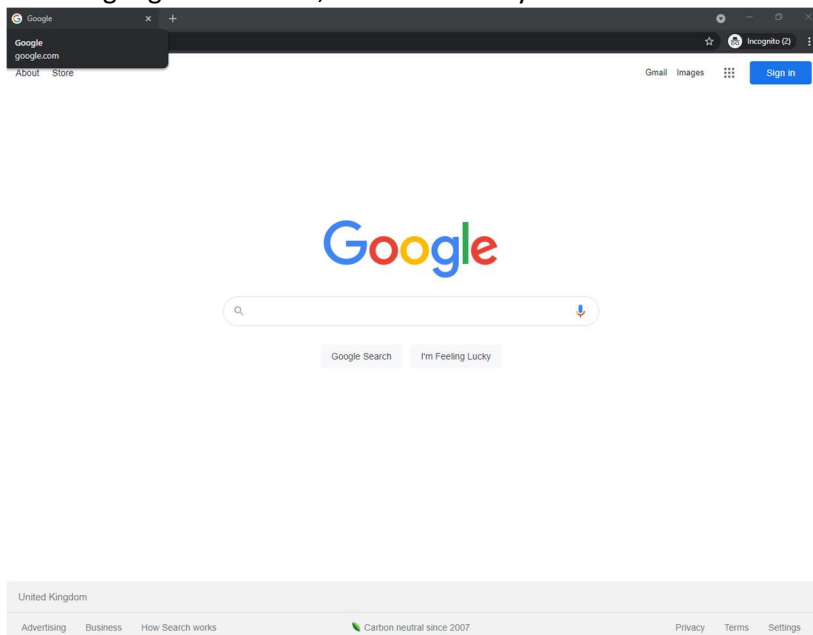
It was possible at one time to use different google search pages from specific countries to help locate distributors from that country, such as [www.google.be](http://www.google.be) for Belgium or [www.google.de](http://www.google.de) for Germany. However, this no longer seems to work as regardless of the google version you choose to use, Google will provide results based on your location.

There is a way to change the location that Google uses for searches:

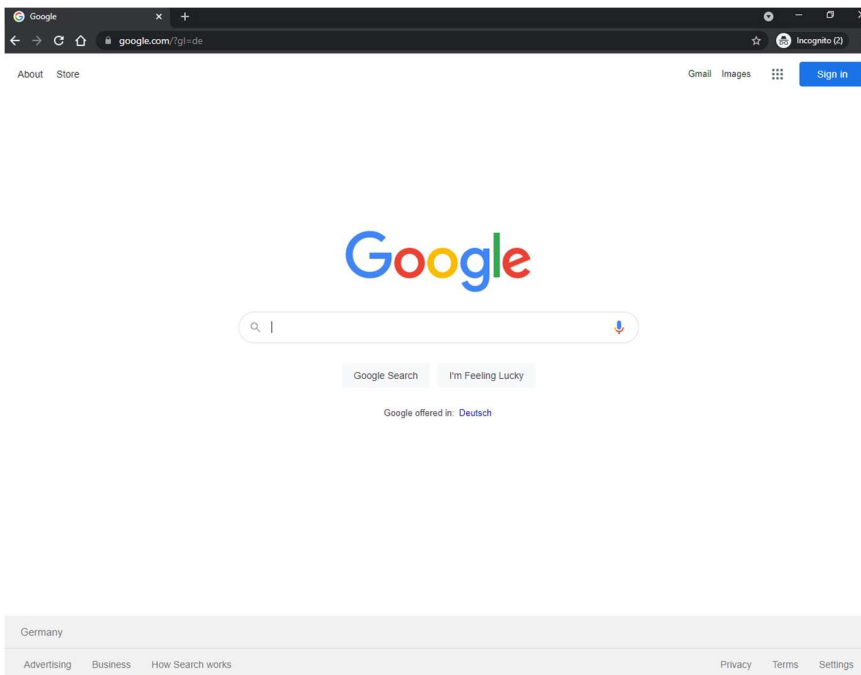
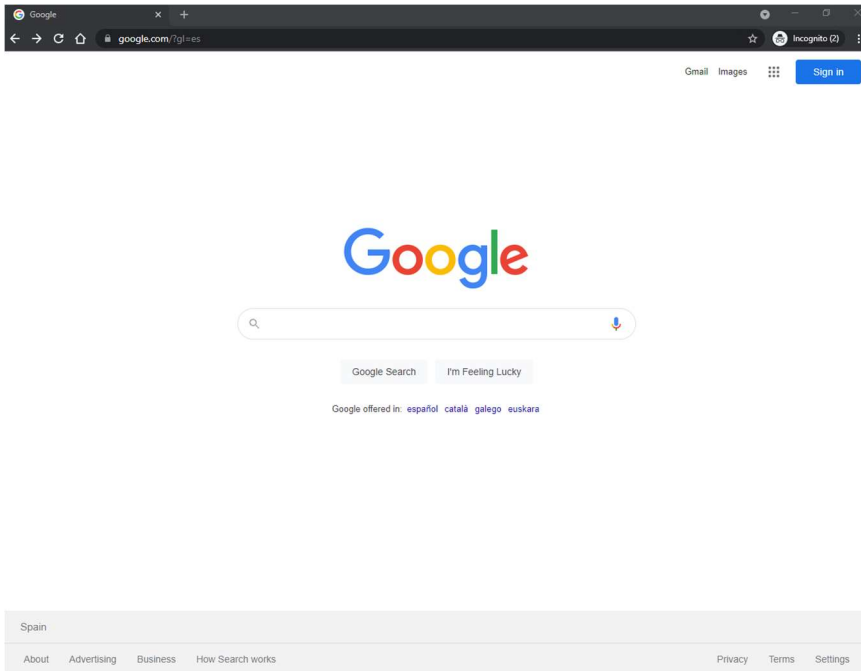
- 1) In Chrome, open a new incognito window. This can be done in the menu page of google:



- 2) Type into the address bar [google.com](http://google.com) and click enter, you will be presented with the standard google search box, but notice that your location is listed at the bottom of the page:



- 3) Now click into the address bar and add the following: **/?gl=** and then add the two-letter code for the country you wish to search, such as **es** for Spain or **de** for Germany and then click enter. You will now see the location you have selected at the bottom of the screen:



## Using Google Translate

It is worth using the language appropriate to your search. It is easy to translate your search words using Google Translate. Open a tab in Chrome and search “Google Translate”. You can then select the languages and enter your search words.

Please see an example used to find potential automotive customers in Spain:

