

FOTEC AGENT / DISTRIBUTOR QUESTIONNAIRE

COMPANY DATA	
Agent / Distributor Name	
Headquarter / Office Location	
Website	
Email	
Founding Year	
Number of Employee	
Language	
Contact Person	
Telephone Number	
Describe Company Major Business	
Activity	
List of Branch Office and	
Representative	
Social Media Platform	<input type="radio"/> LinkedIn <input type="radio"/> Instagram <input type="radio"/> Youtube
Exhibition Participation	<input type="radio"/> Yes <input type="radio"/> No
Attendance Exhibition	

MARKETING INFORMATION

<p>Are you currently a representative, dealer, or distributor of bakery equipment and food processing machineries other company</p>	<input type="radio"/> Yes <input type="radio"/> No
<p>Is this representation / distribution your only business activity?</p>	<input type="radio"/> Yes <input type="radio"/> No
<p>What is the approximate volume of Business</p>	
<p>How is the volume allocated over the companies you represent</p>	
<p>What is your approach to selling FOTEC Equipment throughout to your country</p>	
<p>How many employees do you have in total and how many are devoted to this part of your business</p>	
<p>Can you help us understand the size of the market for FOTEC products? Please provide examples of other products and compare your country to another country, it would be helpful.</p>	
<p>What can you advise about the demand of FOTEC product(s) in your country</p>	
<p>Will you maintain equipment/product for demonstration in your country</p>	<input type="radio"/> Yes <input type="radio"/> No

TECHNICAL SUPPORT

Do you have any technicians within your company that have experience in bakery quipment and food processing machinery business	<input type="radio"/> Yes <input type="radio"/> No
Would you be willing to send someone from your company to attend one of our equipment preparation training of FOTEC Machineries	<input type="radio"/> Yes <input type="radio"/> No
Do you have your own service facility and workshop for repairs and overhaul of your company's equipment	

FINANCIAL INFORMATION

Currency Basis	
Revenue in Mio	
Bakery Equipment & Food Processing Industry Known	<input type="radio"/> Yes <input type="radio"/> No
Packaging Machine Industry Known	<input type="radio"/> Yes <input type="radio"/> No
Insurances	Available
Term of Payment	<input type="radio"/> 100 LC at Sight <input type="radio"/> 50 % Down Payment 50 % Ready for Shipment
Delivery Conditions	<input type="radio"/> FOB <input type="radio"/> EXW

SIGNATURE

_____ (your company name)

promises to keep the contents of this distributor questionnaire confidential and promises that the information contained in this document is true and accurate to the best of your knowledge. Please attach any additional relevant documents or comments that may be helpful to our evaluation. Thank you.

Questionnaire Completed By :

Name : _____ Title : _____

Signature : _____ Date : _____

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