

## DISTRIBUTOR ENQUIRY FORM

Thank you for your interest in CHOPIN Technologies, as you know the company offers tools and service for cereal and wheat milling market; as well as 2<sup>nd</sup> transformation of the wheat (bakery, noodles, biscuit...)

Keeping this in mind, please complete the below as fully as possible. Information in this application will be used as a basis for Distributor selection.

<b>Company Information</b>	
Company Name	
Address	
Company Number	
Territories of Interest	
Contact Name	
Position in Company	
Email Address	
Website	
Date Established	
Sales Turnover	Last year :      €      Last year – 1 :      €      Last year – 2 :      €
Total Number of Staff	
Financial guarantee amount (Coface or other)	

### Sales Activity

Number of Brands the Company Represents:

List the top 5 brands represented and % share of company turnover

Brand	% Turnover
1.	
2.	
3.	
4.	
5.	

### Sales and Support Structure

Number of Direct Sales Staff:

Please outline their details – specifying their product range, location and territory covered:

Number of Technical Support Staff:

Would you be prepared to send sales and technical staff to HQ for specialist product training?

Yes / No

Do you use Sub-Distributors? If yes, please give details

Yes / No

**Market Knowledge**

Matrix of Most knowledge	Independent lab / Silo / Mill / 2 <sup>nd</sup> wheat transformation / institutional
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**% Split between Matrices**

Independent lab	%
Silo	%
Mill	%
2 <sup>nd</sup> wheat transformation	%
Institutional	%

**Number of customer in the market area**

**Please detail Competitors in the area**

**Which products in our portfolio do you feel could be the largest seller in your market?**

NIR / Moisture meters / Cleaners / AlveoLab / MixoLab / SDmatic / LabMill / SRC / Rheo

### Sales and Marketing Activity

Please estimate potential sales for the first three years

Year 1	€
Year 2	€
Year 3	€

Please outline your main sales & marketing strategy

Please list which trade shows/exhibitions are normally held in the market. Please specify whether the company attends and/or exhibits

### Additional Information

Will your company invest in demonstration equipment and for which amount (first year or per year)

Please provide key reasons why the company would be an effective Chopin Technologies Distributor :

Thank you for completing the application for distribution. Please sign and date this document and return to [export@chopin.fr](mailto:export@chopin.fr) ; someone will contact you as soon as possible.

Signature:

Date: