



CLARK EUROPE GMBH  
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## Company Name/Address

Company Name:

Name:

First Name:

Position:

Street, No:

Postcode, City:

Country:

Telephone:

Fax:

e-mail:

Website:

Legal Form:

**1. General Information of the Company**

1.1.1. **When has your company founded?**

1.1.2. **Since when is your company in the forklift business?**

1.1.3. **What kind of experience have you made?  
(short description)**

1.1.4. **Where is your current sales territory?**

postal code

1.1.4.1. **Where is your designated sales territory? (Pls. Give postal code)**

postal code

1.1.5. **How many employees belongs to your company?**

Total: Persons

Sales: internal:: Persons

external:: Persons

Service: internal: Persons

external:: Persons

Administration: Persons

1.1.6. **Please attach an organisation chart.**

1.1.7. **Your company plain.**

Office:	m <sup>2</sup>	
Exhibition space:	m <sup>2</sup>	
Garage:	m <sup>2</sup>	
Storage:	m <sup>2</sup>	
Outdoor::	m <sup>2</sup>	Leaseholder
Total area:	m <sup>2</sup>	Owner

**Do you have a parts storage and a garage?**

Storage

Garage

1.1.8. **What is the hourly rate for your assemblers?**

EUR/Std. Warranty hourly rate

1.1.9. **Did your assemblers attend regular training?**

nein

yes frequency/ year

1.2.1. **Do you have any settlements?**

Quty:

Street, No:

Postcode, City:

Country::

Telephone:

Fax:

e-mail:

Street, No:

Postcode, City:

Country::

Telephone:

Fax:

e-mail:

1.2.2. **Brands you represented**

Articled: yes no

Brand 1

Brand 2

Brand 3

Brand 4

Brand 5

Brand 6

1.2.2.1. **Conditions of the contracts**

Name of manufacturer:

Term of the contract:

Cancellation period:

Herstellername:

Term of the contract:

Cancellation period:

Herstellername:

Term of the contract:

Cancellation period:

1.2.2.2.	<b>Are you contented with the brands?</b>	highly content	content	less content	not at content
	Brand 1				
	Brand 2				
	Brand 3				
	Brand 4				
	Brand 5				
	Brand 6				

1.2.3. **What is the reason for changing the brand? (short description)**

1.2.4. **Do you operate in rental?**  
 yes  
 no , number of rental trucks?  
 rental volume?

1.2.5. **Your average margin?**

Newdrive:	%
Used trucks:	%
Spare parts:	%

- 1.2.6. **Percentage from several departments of total volume?**
- |              |   |
|--------------|---|
| Truck sales: | % |
| Parts sales: | % |
| Rental:      | % |
| Leasing:     | % |

- 1.2.7. **Turnover figures (last year):**
- |              | EUR | Qty. |
|--------------|-----|------|
| Sales:       |     |      |
| Newdrive:    |     |      |
| Used trucks: |     |      |
| Service:     |     |      |
| Spare parts: |     |      |

## 2. Market information

- 2.1.1. **Competitors in your sales territory?**

- 2.1.2. **Your share in the market (sales territory)**
- %

**Or size of your client base**

Newdrive per year (last year)

Service

2.1.3. **Market share of your current partner in your country?**  
(equal 1.2.2.2.)

- |    |   |
|----|---|
| 1. | % |
| 2. | % |
| 3. | % |
| 4. | % |
| 5. | % |
| 6. | % |

### **3. Statements for Clark Europe GmbH**

3.1.1. **What expectations or requirements do you have to Clark?(short description)**

3.2.1. **Wherefrom did you get the information of Clark's new activity in Europe?  
(short description)**

Trade journals (title):

From other dealers::

other sources:

3.3.1. **May Clark accord you some more information?**

yes

no

3.4.1. **Would you like to have a personal call?**

yes

no

**Data security**

**Clark keeps your data in confidence.**

**You do not enter into a commitment with Clark by this form.**

**THANK YOU, Clark Europe GmbH**