



CLARK Europe GmbH

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Company Master Data

Company Name:

Name:

First Name:

Position:

Street, No:

Postcode, City:

Country:

Telephone:

Fax:

E-mail:

Website:

Legal Form:

XCV/Á[ÈK



1. General Information of the company

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

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

1.1.3. **What's the relevant experience that you can draw on? (short description)**

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

postal code

1.1.4.1. **Where is your designated sales territory?**

postal code

1.1.5. **How many employees does your company have?**

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. **What's the size of your premises?**

Office:	m ²	
Exhibition space:	m ²	
Workshop:	m ²	
Warehouse:	m ²	
Outdoor:	m ²	Leaseholder
Total area:	m ²	Owner

Do you have a parts warehouse and a workshop?

Warehouse

Workshop

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

EUR/Std. Warranty hourly rate

1.1.9. **Do your mechanics attend regular trainings?**

no

yes frequency/ year

1.2.1. **Do you have any branch offices?**

Quantity:

Street, No:

Post code, City:

Country:

Telephone:

Fax:

E-mail:

Street, No:

Postcode, City:

Country:

Telephone:

Fax:

E-mail:

1.2.2.

What are the brands you represent?

contractual: yes no

Brand 1

Brand 2

Brand 3

Brand 4

Brand 5

Brand 6

1.2.2.1.

What are the conditions of the contracts?

Name of manufacturer:

Term of the contract:

Cancellation period:

Name of manufacturer:

Term of the contract:

Cancellation period:

Name of Manufacturer:

Term of the contract:

Cancellation period:

1.2.2.2.

What's your level of satisfaction with the brands?

	highly content	content	less content	not 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 business?

yes

no

Number of rental trucks?

Turnover in rental business?

1.2.5.

What is your average margin?

New equipment:

%

Used trucks:

%

Spare parts:

%

1.2.6. **What are the percentages of the following departments of total turnover?**

Truck sales: %
Parts sales: %
Rental: %
Leasing: %

1.2.7. **Turnover figures (last year):**

	EUR	Qty.
Sales:		
New equipment:		
Used trucks:		
Service:		
Spare parts:		

2. Market information

2.1.1. **Which competitors are in your sales territory?**

2.1.2. **What's your market share in the market (sales territory)?**

%

Or what's the size of your customer base?

New equipment per year (last year):

Service:

2.1.3. **What's the market share of your current partner in your country? (equal to 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 towards CLARK? (short description)**

3.2.1. **May CLARK provide you with informational material?**

yes

no

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

yes

no



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Data security

All information is voluntary and will not be disclosed to anyone.

You do not enter any kind of commitment with CLARK by submitting this form.

THANK YOU, CLARK Europe GmbH