



# PROSPECTIVE REPRESENTATIVE QUESTIONNAIRE

**Thank you for expressing interest in working with Eriez Magnetics. For us to carefully consider your request, please will you complete the form below. If you have any questions, please send an email to [john.curwen@eriezeurope.co.uk](mailto:john.curwen@eriezeurope.co.uk). We look forward to hearing from you.**

NOTE: PLEASE WRITE IN CAPITAL LETTERS OR TYPE YOUR ANSWERS SO THAT THEY ARE EASILY READ, ANSWERING AS MANY QUESTIONS AS POSSIBLE.

## 1. Your and your company contact details

Name:	
Company name:	
Full Address (including post code and country):	
Telephone number:	
Fax number:	
Email address:	
Web site:	
Nationality:	

Issue: B

Issue date: 14<sup>th</sup> Feb 2012

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**2. About you and your company**

Why do you want to represent Eriez Magnetics?	
How long has your company been established?	
Do you presently represent any other companies and, if so, please provide: - company names - types of equipment sold - territories	
Are you successful? (Please provide approx sales figures)	
If you are successful, why?	
What industries are you involved in? (e.g. mineral processing, recycling , food, etc)	
Is your background technical or commercial or both?	Technical Commercial Technical & Commercial
Are you familiar with magnetic separation equipment? If so, give brief details:	

## Prospective Representative Questionnaire



Do you commonly operate as a marketing agent (i.e. get paid commission) or distributor (buy and sell)?	Marketing Agent Distributor
What is your usual level of commission (as an agent) or mark up (as a distributor)?	Commission % (as an agent): Mark up % (as a distributor):
How many people presently work in your company and in what capacity (e.g. sales, service, etc)	Sales Administration Service Other
What languages do you speak and write?	Speak - Write -
What do you know about Eriez Magnetics?	
What level of income would you need to generate to justify marketing/selling Eriez products?	
Please list any other details which you feel are relevant:	

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## Prospective Representative Questionnaire



Thank you for taking the time to complete the form. Now please sign (if written) or type your name and return the form by email to [john.curwen@eriezeurope.co.uk](mailto:john.curwen@eriezeurope.co.uk). We will respond within 10 working days.

**Signature:** .....

**Name:** .....

**Date:** .....