



## CANDIDATE DEALER DYNACO PRODUCTS

Thank you for your interest in our company and our products.  
 To evaluate the potential success rate of your partnership with Entrematic, please complete the following questionnaire.  
 Your answers will only be communicated to the Entrematic board of directors.  
 They hereby commit themselves to strict confidentiality.

Your Company		
<b>Name:</b>		
<b>Full address:</b>		
<b>Telephone:</b>		
<b>Fax:</b>		
<b>E-mail:</b>		
<b>VAT number:</b>		
<b>National Identification number:</b>		
<b>Foundation date:</b>		
<b>Capital:</b>		
<b>Juridical form:</b>		
<b>Number of employees:</b>		
<b>Annual turnover:</b>	Last year:	
	2 years ago:	
	3 years ago:	
<b>Banks and bank references</b>		
<b>Country - area - region of operation:</b>		
<b>Major shareholder:</b>		



Your Products					
Do/did you manufacture automatic high speed doors?	At present:	YES		NO	
	In the past:	YES		NO	
If YES: please send some information					
Do/did you act as distributor for automatic high speed doors?	At present:	YES		NO	
	In the past:	YES		NO	
If YES: which trademarks?					
Why do you consider changing supplier?					
If NO, why are you interested in automatic high-speed doors?					
Products you market today:					
Description	Producer (1) and trade-mark	Estimated market share	% of your turnover		

(1) If you are the manufacturer, fill in “ourselves”



Your Sales Team	
Number of sales representatives visiting customers?	
Number of office sales people?	
Which areas / regions are really covered by your sales force (regions that are regularly visited)	

Your After Sales Service & Installation team		
Number of traveling technicians on the payroll of your company?		
Do you sub-contract the maintenance and repair?	YES, completely	
	YES, partially	
	NO	
Which areas/regions do you really cover		
Do you sell maintenance contracts?	YES	
	NO	
Do you have sales representatives dedicated only to after sales?	YES	
	number:	
	NO	
As far as after sales is concerned, do you have a specific commercial action or do you just follow the demand?	Specific action	
	Follow demand	
Are you prepared to send over your technicians for a product training at DYNACO's premises in Belgium?	YES	
	NO	
Part of the turnover made in after sales compared to the total turnover of your company (in %):		
Number of installers on the payroll of your company:		
Do you sub-contract your installations	YES, completely	
	YES, partially	
	NO	



Your Marketing	
Part of your turnover dedicated to advertising, mailings, trade shows, documentation etc. (in %)	
What type of actions do you prefer?	
Press adverts	
Mailings / E-mailings	
Telemarketing	
Trade shows	
Other (specify):	

The market for automatic high speed doors in your region			
Total number of doors sold per year (estimate):			
Turnover per year:			
What is your market share? (in number of doors)			
What is the market share of the different competitors (in number of doors)			
Competitor 1: name:		% market share:	
Competitor 2: name:		% market share:	
Competitor 3: name:		% market share:	
Competitor 4: name:		% market share:	
Competitor 5: name		% market share:	
What is the average end user price for:			
- an inside door of 3500mm x 3500mm			
- an outside door of 4000mm x 4000mm			

Why are you interested in the DYNACO products?



The part of your sales you would dedicate to DYNACO doors		
Number of sales representatives?		
Do you intend to specialize these sales representatives in the sales of DYNACO doors only?	YES	
	NO	
What advertising budget are you prepared to spend for the promotion of DYNACO doors? Approximate amount for the first year:		
What kind of support do you expect from DYNACO to set up the business in your area?		

Your sales forecast			
<b>YEAR 1:</b>			
Quantity of doors:		Turnover:	
<b>YEAR 2:</b>			
Quantity of doors:		Turnover:	
<b>YEAR 2:</b>			
Quantity of doors:		Turnover:	
What do you expect from the sales of DYNACO doors? (indicate multiplier on the distributor's purchase price)			
Gross margin after purchase, transport, installation?			

Please give us some references (with address and phone number)

THANK YOU FOR COMPLETING THIS FORM