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Questionnaire

for Sales and Service of the MEBW-60 e-beam welder

Please notice: Please tick the valid answer. In case we ask for a ranking the value 1 is the lowest and 5 is the highest level of skills. "Y" means "Yes" and "N" means "No".

1. English speaking skills: 1 2 3 4 5

2. English writing skills: 1 2 3 4 5

3. Experience with e-beam welding: 1 2 3 4 5

4. Would you be prepared to send your technical skilled person(s) for a 3 to 5 days operation and service training session to our premises in Germany ?

Y N

5. Do you represent another e-beam machine supplier already? Y N

If Yes: Company name(s)?

6. Do you operate an e-beam welding job shop already? Y N

7. Can you imagine to install a local e-beam welding job shop with one of our machines? Y N

Amtsgericht Wiesbaden HRB 18884
Ust.-ID-Nr. DE 113844887
Tax-Nr. 040 233 60 460
CEO: Dr.Michael Merkel

8. What other companies/products do you already represent at the market:

.....

9. How many people are working in your company?

10. How many years does your company exist?

11. Do you have a company website?

Y N

12. If Yes: Please enter the web address of your web site:

.....

13. For which regions in your country would you like to be the sales/service agent?

.....

14. What commission on sales do you call for? % of final customers price

Your first name:

Your family name:

Your position:

Your company:

Your full address: Street:.....

Town:

ZIP code:

Your e-mail:

Place for general remarks:

Please notice:

If you have filled in the questionnaire please scan it and send it back to us to the e-mail address: sales@focus-gmbh.com.

Thank you for your co-operation!