



SUGARBEET DISTRIBUTOR FORECAST QUESTIONNAIRE

Company Information

Distributor Name: _____

Proposed Territory: _____

Company Name: _____

Address: _____

City: _____ State: _____ ZIP: _____

Phone: _____ Fax: _____

Website: _____ E-mail: _____

Sales Personnel

Name	Inside/Outside Sales	Years of Experience	E-mail

Service Information

Do you operate field service trucks from this location? _____ (Y/N)

How many? _____

How many service technicians do you have, not including sales personnel? _____

Do you have multiple locations? If so, please list:

Number of years in business: _____

Lines Currently Representing

Please supply line card if available. Place asterisk by highest volume lines.

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

Who are your competitors in your territory for our type of products?

Whose products do they sell?

Territory Survey

1. Please indicate the number of each type of facility located in your territory.

Farm Type		Number of Farms	Number of Acres
Sugarbeet			
Potato			
Onion			
Corn			
Other (please list)			
TOTALS			

2. Based on your knowledge of this industry, what do you feel the market potential is for each product type?

	Quantity of rubber flails you sell	Potential quantity of Kryptane Systems urethane flail sales
Beet Flails		
	Quantity of ag rollers you sell	Potential quantity of Kryptane Systems ag roller sales
Ag Rollers		

Signature

Please sign and date this questionnaire and fax to Argonics at 906-226-9779. You will receive pricing information once your questionnaire has been reviewed.

Signature: _____ Date: _____