



Dealership Forma

3-Calea Nationala, Botosani 710001 Romania.

PRE-QUALIFYING REQUIREMENTS

Aspirants for Dealership need to meet following Pre-Qualifying requirements:

- a. Aspirants should have been a successful dealer / representative for a period of minimum 1-3 Years in sales and servicing of Engineering equipment like Heavy duty Trucks, Earthmoving, Construction machinery, Industrial Diesel Engines and / OR any other similar products.

- b. Aspirants should have had 5-7 years experience in marketing / servicing, assembly, testing and troubleshooting of Construction Equipments or similar products.

Supporting documents for the above must be submitted along with the application

1	NAME & ADDRESS OF THE FIRM :		Telephone No.	
			E-Mail	
			Mobile No.	
			Fax No :	
			CST/LST/TIN Nos	
2	NAME OF PARTNERS / DIRECTORS	ADDRESS	Educational Qualification	
Managing Partner / Director : Name & Address		Contact No.		
		Telephone No.:		
		Mobile No.:		
		Fax No. :		
		E-mail:		
Have you or any of the partners / Directors been involved as defendant in a criminal or civil suit (Excluding minor traffic violations et.) : YES / NO (Give Details)				

3. TERRITORY APPLIED FOR:

State:	POI proposed to operate from :
Proposed coverage of districts (In order of preference)	

4. Details of current and proposed offices / branches.

1.	Phone:
	E-mail:
	Fax:
2.	Phone:
	E-mail:
	Fax:

5. DETAILS OF PRESENT BUSINESS :

Products handled:		
i. Construction and Earthmoving Equipment	Yes / No	Years
ii. Agricultural Equipment	Yes / No	Years
iii. Heavy / Light Vehicles	Yes / No	Years
iv. Any other allied Products (Pl. specify)	Yes / No	Years
	Yes / No	Years

6. EXISTING SHOWROOM AND WORKSHOP FACILITIES

	SHOWROOM	WORKSHOP	GODOWN
1. Location			
2. Area			
Covered _ _ _ _ _	Sq. Mtrs ____	Sq. Mtrs ____	Sq. Mtrs ____
Open _ _ _ _ _	Sq. Mtrs ____	Sq. Mtrs ____	Sq. Mtrs ____
1. <u>Major Facility (Including Tools & Equipment) for servicing (if available) :</u>			

7. YOUR ANNUAL SALES TURNOVER OF RELEVANT PRODUCTS FOR THE LAST THREE YEARS.

SI No	YEAR	PRODUCT	TURNOVER (Euros)
1			
2			
3			

8. BUSINESS ASSETS :

SI. No.	Total (Present Business)	Sparable from Present Business for Dealership	Proposed additional investment for Dealership
1	Land & Building		
2	Machinery & Equipment		
3	Other fixed assets		
4	Stocks		

9. BUSINESS FINANCING:

Sl. No.	Total (Present Business)	Sparable from Present Business for Dealership	Proposed additional investment for Dealership
1	Own funds		
2	Borrowed funds (source-wise)		
	(a)		
	(b)		
	(c)		

10. BANKERS :

Sl. No.	NAME	ADDRESS
1		
2		

11. Employee Details :

Sl. No.	NAME	Qualification / Experience / Salary	Remarks
1	Administration		
2	Sales		
3	Service		

4	Spares		

12. ARE YOU OR ANY OTHER RELATIONS CURRENTLY ENGAGED IN THE SALE OF ANY OTHER MAKES OF CONSTRUCTION EQUIPMENTS ? IF SO FURNISH DETAILS :

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13. SPECIFIC MARKETING PLAN TO ACHIEVE AGREED TARGETS IF YOU BECOME AN DEALER :

14. IN WHAT WAY YOU EXPECT TO HELP YOU TO ACHIEVE YOUR TARGETS :

15. MARKET INFORMATION : (Equivalent capacity products)

1.Total existing equipment population (with complete break-up) in your proposed territory :

Equipment. Model	No. of Equipment.
BACKHOE LOADERS	
MOBILE CRANES	
FORKLIFTS	

2. Existing Dealers (for different OEM's) in your proposed territory :

SI No.	Equipment Model / Make	Details of Dealer	POI

16. ANY OTHER INFORMATION: (which you would like to specify)