

NEW CUSTOMER

UPDATE CUSTOMER NO. _____

Responsible:	Owner:		Sales Rep:		
Customer type	OEM Importer Used/Parts/Service End-user Other		OEM-Local Reseller Channel partner Competitor		
Payment terms	30 days net (std)		Other:		
Interest rate	10 % (std)		Other:		
Price list	SEK	EUR	Other:		
Discount (%)	Recomendations			Decision:	
Attachments / Spare parts / Bodins		Attachments / Spare parts / Bodins		Attachments Spare parts Bodins	
	OEM	57,56,55	55	20	_____
	OEM-local / Importer	54,52,50	50	20	_____
	Retail	48,45,42	45	15	_____
	Used/Service 35%	40,35,30	40	15	_____
	End-user 15%	25,20,15	20	10	_____
Forecast:	Attachments per year				
Estimated product mix: %	1-5 †	6-8 †	10-18 †	RT I-2,5 †	
Forecast:	Spareparts	Yes	No		
Forecast:	Turnover per year				

Additional information