

TOOLING TRIP/CALL REPORT

Company Visited:	
Date & Time of Visit:	
SALESMAN:	
Date of Report:	

PERSON:	TITLE:
PHONE:	FAX:
E-MAIL:	OTHER PHONE:
OTHER CONTACTS	POSITION
	EMAIL

REASON FOR SALES CALL:

1. **PIPELINE:** Would you like to (OR) Are the correct people receiving?
2. How many **roll formers/tube mills** do they have and what **brand**?
3. How many **feet/tonnage** are they **producing** before **regrinds**?
4. What **material** are they producing?
5. What is the **min/max gage** of material they produce?
6. What are his personal interests?
7. What are their capital equipment priorities for next year?
8. Who is in charge of projects?
9. Who is their **current supplier** for **NEW** and **REGRINDS**?
10. What does he like with his present supplier?
11. What does he **NOT** like about his present supplier?
12. Who does their **scrap? Scrap coils? (ILLINOIS ? ONLY)**
13. What does it take to get order?
14. What do I need to do before next visit?
15. What is game plan for relationship with customer?

NOTES:
