

## SLITTER TRIP/CALL REPORT

<b>Company Visited:</b>	
<b>Date &amp; Time of Visit:</b>	
<b>SALESMAN:</b>	Joe
<b>Date of Report:</b>	

<b>PERSON:</b>	<b>TITLE:</b>	
<b>PHONE:</b>	<b>FAX:</b>	
<b>E-MAIL:</b>	<b>OTHER PHONE:</b>	
<b>OTHER CONTACTS</b>	<b>POSITION</b>	<b>EMAIL</b>

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### REASON FOR SALES CALL:

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1. **PIPELINE:** Would you like to (OR) Are the correct people receiving?
  2. How many **slitters** do they have and what **brand**?
  3. How many **coils** are they **slitting** before **regrinds**?
  4. Is their slitter tooling **shimless**?
  5. What are their **tolerances**?
  6. What is the **material** of their **current blades**?
  7. What is the **min/max gage** and **type of material they slit**?
  8. What are his personal interests?
  9. What are their capital equipment priorities for next year?
  10. Who is in charge of projects?
  11. Who is their **current supplier** for **NEW** and **REGRINDS**?
  12. What does he like with his present supplier?
  13. What does he **NOT** like about his present supplier?
  14. Who does their **scrap**? **Scrap coils**?
  15. Who calls on him from **ASKO**? And what does he think of them?
  16. What does it take to get order?
  17. What do I need to do before next visit?
  18. What is game plan for relationship with customer?
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