



Client information

Sales Rep:

Date:

Potential: <10 loads/month 10 to 50 loads/month >50 loads/month

Company:

Client account N°:

Address:

VAT N°:

Name	Function	Telephone	Fax	Email
	Site Director			
	Transport purchasing Manager			
	Placing and follow-up of orders			
	Head of Supplier payments			
	Quality Manager			

Activities:

Staff: Turnover: national transport volume: international transport volume:

Details of the traffic, constraints or particular expectations:

- Type of merchandise
- Dangerous products
- Type of packaging
- Substitution of pallets
- Type of transport
- Type of vehicle
- Hayon
- National/international
- Frequency/volume
- Partial/full
- Value of merchandise/insurance
- Shippers/regular Recipients
- Loading times/unloading
- Access Protocol/specifications
- Permanent constraints/particular expectations
- Number/list of principle competitors
- Price positioning
- Express
- Storage/packaging
- ESS services

Actions to take and follow-up date: