

Felicitas Global Pte Ltd
 101 Cecil Street, #09-09
 Tong Eng Building, Singapore 069533
 Tel : +65-6224-6788 Fax : +65-6227-3878
 www.felicitasglobal.com
 enquiries@felicitasglobal.com



Market Research for BCS Group: Questionnaire



**To be filled in COMPLETELY and returned by email to airene@felicitasglobal.com
 or by fax: 62273878 not later than <Friday, 8th June 2012>**

Organisation / Company Name:										
Name of Representative:										
(Last Name)		(First Name)								
Designation / Position in the company:										
Gender:	<input type="checkbox"/> Male	<input type="checkbox"/> Female								
Company address :										
City/State :	Country :	Zip code :								
Email :	Web site :									
Office Phone :	Mobile :	Fax :								
<p>COMPANY PROFILE</p> <p>Year of Establishment: _____</p> <p>Company Registration Number: _____</p> <p>Nature of Business / Industry (you may tick more than one):</p> <table style="width: 100%;"> <tr> <td><input type="checkbox"/> Manufacturer of Agricultural equipments (please specify major equipments manufactured) _____</td> <td><input type="checkbox"/> Importer/ Distributor of Agricultural products</td> </tr> <tr> <td><input type="checkbox"/> Importer/ Distributor of Agricultural equipments (Please specify importing countries) _____</td> <td><input type="checkbox"/> Exporter of Agricultural products</td> </tr> <tr> <td><input type="checkbox"/> Exporter of Agricultural equipments (Please specify exporting countries) _____</td> <td><input type="checkbox"/> Agent</td> </tr> <tr> <td><input type="checkbox"/> Trading Company (please specify major products handled) _____</td> <td><input type="checkbox"/> Others (please specify) _____</td> </tr> </table> <p>Number of Employees: _____</p> <p>Countries of Operation: _____</p>			<input type="checkbox"/> Manufacturer of Agricultural equipments (please specify major equipments manufactured) _____	<input type="checkbox"/> Importer/ Distributor of Agricultural products	<input type="checkbox"/> Importer/ Distributor of Agricultural equipments (Please specify importing countries) _____	<input type="checkbox"/> Exporter of Agricultural products	<input type="checkbox"/> Exporter of Agricultural equipments (Please specify exporting countries) _____	<input type="checkbox"/> Agent	<input type="checkbox"/> Trading Company (please specify major products handled) _____	<input type="checkbox"/> Others (please specify) _____
<input type="checkbox"/> Manufacturer of Agricultural equipments (please specify major equipments manufactured) _____	<input type="checkbox"/> Importer/ Distributor of Agricultural products									
<input type="checkbox"/> Importer/ Distributor of Agricultural equipments (Please specify importing countries) _____	<input type="checkbox"/> Exporter of Agricultural products									
<input type="checkbox"/> Exporter of Agricultural equipments (Please specify exporting countries) _____	<input type="checkbox"/> Agent									
<input type="checkbox"/> Trading Company (please specify major products handled) _____	<input type="checkbox"/> Others (please specify) _____									

Please answer the following questions below. Tick the boxes provided that corresponds to your answer:

- 1) Do you sell any kind of Agricultural equipments? YES NO
If YES, please specify the type of equipments: _____
If NO, skip to question (7)
- 2) Do you have a technical team that is able to provide technical support or training for your customers who have purchased your Agricultural equipments? YES NO
- 3) Do you organize technical trainings on equipment usage & maintenance :
a. At your offices for internal /external staff? YES NO
b. For your customers? YES NO
- 4) Do you often receive complaints by the end customer who bought your Agricultural equipments? YES NO
- 5) Where do you import or buy the agricultural equipments that you are currently selling or distributing?
Please specify the countries: _____

- 6) How would you categorise after sales technical support to the end customers? (Please tick as applicable)
 Additional cost to the product sold Business opportunity to sell more products/solutions to your clients
If you consider it a business opportunity, what have you done so far to build on this? _____

- 7) Are you interested in BCS' range of products?
 NO: Please indicate your reasons : _____

 YES: Please specify the range that you are interested in:

<input type="checkbox"/> Motor mowers	<input type="checkbox"/> Isodiametric tractors
<input type="checkbox"/> Tractor mowers	<input type="checkbox"/> Conventional tractors
<input type="checkbox"/> Professional lawn mowers	<input type="checkbox"/> Two-wheel tractors
<input type="checkbox"/> Grass cutters and flail mowers	<input type="checkbox"/> MOSA's various generators
<input type="checkbox"/> Reaper-binders	<input type="checkbox"/> Others (please specify) _____
- 8) Would you like BCS to conduct technical training and know-how at your company? YES NO
- 9) Do you need any further technical or other information on BCS' products?
 NO
 YES: Please list your requirements/queries : _____

Note: Please attach a brief company profile/presentation together with this questionnaire.

Name & Signature: _____

Date: _____

THANK YOU!