

PRELIMINARY INFORMATION FROM FUTURE EURO.RIGAN AGENTS

Dear Sirs,

Following your kind request to become an Euro.Rigan Agent we need to submit you the following preliminary information sheet just to have a first evaluation of your specific knowledge in FRICTION MATERIAL field.

This to avoid future and/or useless loose of efforts from both the parts signing the Base Agreement that you can see apart.

- **Name/address/location/number of employees/technicians of your Company**

- **Name or Trade Marks that your Company represent or have represented**

- **Areas/Countries where your Company is interested to operate**

- **Average situation of friction materials (brake disk pads/brake shoes manufacturers in these areas) intended as increasing – stable – decreasing .Please indicate this for each area/Country**

- **Composition of the market in these areas/Countries intended as :**
 - **kind of Company (Name/brake shoe or brake disk pads manufacturer)**
 - **Company dimension (craftsman/repairing-rebuilding station/little manufacturing company/medium manufacturing company/big manufacturing company/ International Group)**

- **Average quantity that the market present in each of these areas/Countries may be absorbed in one year**
 - **less than 1 ton**
 - **more than 1 ton**
 - **more than 5 ton**
 - **more than 10 ton**

- **Medium age of the bonding/testing machine or equipments (used to apply/dry/test adhesives or complementary products such protective paints for brake shoes or antinoise pastes and scorching avoider pastes for brake disk pads)**
 - **more than 5 years old**
 - **more than 10 years old**
 - **more than 20 years old**

- **technical preparation in the friction field of the Persons who will represent Euro.Rigan near the possible Customer :**
 - **none**
 - **low (specify details regarding if on friction adhesives and complementary or friction compounds or specific process equipments or specific manufacturing processes or raw materials)**

- **medium (specify details regarding if on adhesives and complementary or friction compounds or specific process equipments or specific manufacturing processes or raw materials)**

- **high (specify details regarding if on adhesives and complementary or friction compounds or specific process equipments or specific manufacturing processes or raw materials)**



- **Specify details of the knowledge in friction field, where these have been learned and what references can you show**



- **Competitors. Specify the presence of Competitors (local manufacturers/little manufacturers/big local manufacturers/ International foreign manufacturers) with reference names or Trade Marks
Specify this presence separately for chemicals (adhesives etc) and bonding/testing machines-equipments**



- **Professional competence (about friction adhesives/manufacturing processes/bonding and testing machines-equipments / raw materials) of the Customer's technicians that will be in contact with Eurorigan Agent that will visit them**
 - none
 - low and/or approximate
 - medium good
 - good
 - excellent