

Color:

Standard (Steel-it)

Other _____

Present Equip: _____

Min. Entry Height: _____

No. Shifts/Day: ____

Floor Space _____

Other _____

Electrical Requirements

230 V, 3 Phase, 60 Hertz

Other

Bulk Feed system:

Type: _____

Customer Supplied: _____

Filler Integrated with:

Customer supplied: _____

Primary Objectives		Responses
Needs	Improve	_____
	Reduce	_____
	Eliminate	_____
Funds	Budgeted	_____
	Amount	_____
	Alternatives	_____
	Cost Justified	_____
Decision Makers	1.	_____
	2.	_____
	3.	_____
Payback	Logic & Rationale	_____
	Payback Period	_____

Competition	Who	_____
	Why	_____
	What Hold	_____
	Protection	_____
Alternatives	Other Ideas	_____
	Budgeted	_____
	Competitors	_____
	Confidence	_____
	Experience	_____
Order time frame		_____
Install date		_____

Decision making process: _____

Current Supplier, likes: _____

Current Supplier, dislikes: _____

Criteria used when selecting Supplier: _____

Criteria used when selecting Equipment: _____
