



**Tiger International Inc.**

P.O. Box 2288, Portage, Michigan (MI) 49081-2288, U.S.A.

Tel 1-269-353-8722, FAX 1-269-353-8723

e-mail: [tiger@tigermachine.com](mailto:tiger@tigermachine.com)

[www.tigermachine.com](http://www.tigermachine.com)

(THE GLOBAL SALES AND MARKETING OFFICE OF TIGER INTERNATIONAL INC. JAPAN IN THE USA)

**CUSTOMER/PROSPECT NEEDS & REQUIREMENTS QUESTIONNAIRE**

Please kindly provide answers to the questions herewith listed. This will help **TIGER** determine which machinery/equipment is needed to fulfill your specific production requirements. Please try to answer each question as much as possible (in detail).

**IMPORTANT:**

**Please be sure that your company's contact information is filled accurately and completely**

- 1) Your name \_\_\_\_\_ Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City/State \_\_\_\_\_ Country \_\_\_\_\_  
Postal code \_\_\_\_\_ Telephone \_\_\_\_\_ Fax \_\_\_\_\_  
E-mail \_\_\_\_\_ Company Website \_\_\_\_\_

Country and city for which the equipment is desired, if other than listed above:

\_\_\_\_\_

- 2) What type(s) of concrete masonry units do you intend to produce?

- a) Standard hollow/cored block   
b) Solid block/slabs   
c) Architectural units   
d) Pavers (Paving stone units)   
e) Brick

Solid  Cored

- f) Concrete roof tile   
g) Pressed tile   
h) Others  Please describe them: \_\_\_\_\_

3) What sizes of concrete masonry units do you intend to produce?

- a) \_\_\_\_\_ mm wide X \_\_\_\_\_ mm high X \_\_\_\_\_ mm long
- b) \_\_\_\_\_ mm wide X \_\_\_\_\_ mm high X \_\_\_\_\_ mm long
- c) \_\_\_\_\_ mm wide X \_\_\_\_\_ mm high X \_\_\_\_\_ mm long
- d) \_\_\_\_\_ mm wide X \_\_\_\_\_ mm high X \_\_\_\_\_ mm long

4) How many of the above sized units do you plan to manufacture per hour, and how many hours per day of each unit will you produce?

- a) \_\_\_\_\_ per hour X \_\_\_\_\_ hours per day
- b) \_\_\_\_\_ per hour X \_\_\_\_\_ hours per day
- c) \_\_\_\_\_ per hour X \_\_\_\_\_ hours per day
- d) \_\_\_\_\_ per hour X \_\_\_\_\_ hours per day

5) Are you currently in the concrete masonry products industry? *(Please check/mark the type of units produced.)*

- a) Yes  Block  Brick  Pavers  Roof-tile  Tile
- b) No  This will be a new business for our company.

6) If your answer to question #5 is YES, please write your current's plant location and the Type, make/brand and model(s) of equipment used.

Location \_\_\_\_\_ Telephone \_\_\_\_\_  
Equipment \_\_\_\_\_  
\_\_\_\_\_

7) If the answer to question #5 was NO, then detail where your new **TIGER** plant will be located at: \_\_\_\_\_

8) How much land do you have available for the installation of your new plant?

\_\_\_\_\_ meters long X \_\_\_\_\_ meters wide  
Total square meters \_\_\_\_\_ Total Hectares: \_\_\_\_\_

\_\_\_\_\_ feet long x \_\_\_\_\_ feet wide  
Total square feet \_\_\_\_\_ Total Acres: \_\_\_\_\_

9) Please list the available power/electric supply at the site where the equipment will be installed at ?

\_\_\_\_\_ Volts, \_\_\_\_\_ Hz. (Cycles), \_\_\_\_\_ Phases

10) Is there a clean large water supply available for the new plant?  
(50,000 liters – 13,000 gallons per day or more)

Yes  No  There will be one

11) Production raw material(s) sources available: *(Please Indicate Yes or No.)*

- a) Your company owns a sand, and/or aggregate crushing plant \_\_\_\_\_
- b) Your company will purchase sand and aggregates \_\_\_\_\_
- c) You want to install a crushing & screening plant \_\_\_\_\_

12) The **TIGER** Company, unless otherwise advised, will provide complete quotations which include all minimum required accessory machinery and parts to set up a complete concrete masonry manufacturing facility for the products you have specified.

Are there any ancillary equipment or parts required for the new facility that your company does not wish to purchase from the **TIGER** Company from the list supplied below?  
(Please check or mark the items below that your firm is **not** interested in receiving information/prices on).

- |                     |                          |                   |                          |
|---------------------|--------------------------|-------------------|--------------------------|
| Batching equipment  | <input type="checkbox"/> | Mixing equipment  | <input type="checkbox"/> |
| Curing equipment    | <input type="checkbox"/> | Fork lift trucks  | <input type="checkbox"/> |
| Steel racks         | <input type="checkbox"/> | Trucks            | <input type="checkbox"/> |
| Wood block pallets  | <input type="checkbox"/> | Wood cube pallets | <input type="checkbox"/> |
| Steel block pallets | <input type="checkbox"/> | Air compressors   | <input type="checkbox"/> |

Mold hoists   
Kiln doors

Tools   
Others

13) What level of automation does your company require for your new **TIGER** plant? (*Please choose/select one*).

Completely manual   
Semi-automatic   
Totally/Fully automatic

Semi-manual   
Mostly Automatic

16) Do you need a license or import permit from your government to import concrete masonry production equipment?

Yes  No

17) If the answer to question #16 is YES, do you have this permit/license?

Yes  No

18) If the answer to question #17 is NO, please indicate when you expect to receive this document(s).

Date \_\_\_\_\_ Month \_\_\_\_\_ Year \_\_\_\_\_

19) Do you need a license or permit to operate industrial machinery/equipment?

Yes  No

20) If the answer to question #19 is YES, do you have this document?

Yes  No

21) If the answer to question #20 is No, please indicate when you expect to receive this document(s).

Date \_\_\_\_\_ Month \_\_\_\_\_ Year \_\_\_\_\_

22) Does your company have the hard currency exchange available to cover the cost of the new equipment? (Dollars -\$- U.S.A., Euros and/or Japanese Yen)

Yes  No

23) If the answer to question #22 is NO, please explain how you plan to cover the cost of this equipment? (Local or international financing, corporate loan, etc.)

\_\_\_\_\_  
\_\_\_\_\_

24) Please provide **TIGER** the approximate date at which our equipment should be at your plant, ready for production.

Date \_\_\_\_\_ Month \_\_\_\_\_ Year \_\_\_\_\_

25) Please list here any other comments or requests for information about our equipment/machinery and/or technical services.

\_\_\_\_\_  
\_\_\_\_\_

### **THANK YOU FOR ANSWERING OUR QUESTIONNAIRE**

PLEASE NOTE THAT THIS DOCUMENT, ALL THE INFORMATION CONTAINED OR IMPLIED WITHIN IT, AND ANY TECHNICAL DETAILS CONTAINED HEREIN ARE PROPERTY OF: **TIGER INTERNATIONAL INC.** AND THE **TIGER MACHINE CO.** OF TAKAHASHI & OKAYAMA, JAPAN, AND ALL OF THEIR SUBSIDIARIES AND GLOBAL OFFICES, AND IS NOT TO BE DISCLOSED IN ANY MANNER TO ANY OTHER PERSON(S) AND/OR COMPANY(IES) THAN ITS INTENDED RECIPIENT, (THIS INCLUDES COMPETITORS OF **TIGER** OR ANY OTHER PARTIES THEREOF). COPYRIGHT **TIGER INTERNATIONAL INC.** WITH ALL RIGHTS RESERVED, A.D. 2005

**TIGER MACHINE CO. LTD.**

OCHIAI-CHO, TAKAHASHI-SHI, OKAYAMA-KEN, 716-0061 - JAPAN  
TEL : +81-866-22-2927 FAX : +81-866-22-2844

---