



## Request to become wholesale sales agent

Please complete the following form to enable us to gain an understanding of your supply requirements. If we know what is important to you, we can tailor our offer to your individual needs. NB: Valid for New Zealand only. Please fax back to +64 3 359 2726

Company Name \_\_\_\_\_

Company website address \_\_\_\_\_ Length of time in business \_\_\_\_\_

Contact Name \_\_\_\_\_ Position/Title \_\_\_\_\_

Postal Address \_\_\_\_\_

Physical address \_\_\_\_\_

Country \_\_\_\_\_ Email \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Does your company sell NZ at present? \_\_\_\_\_ If yes, who is your current rental vehicle provider? \_\_\_\_\_

Approx how many cars do you book in NZ per annum? \_\_\_\_\_ Average length of rental? \_\_\_\_\_

Are you looking to change your supplier or add another? \_\_\_\_\_

Business Mix \_\_\_\_\_ % Wholesale \_\_\_\_\_ % Retail \_\_\_\_\_ % Other (specify) \_\_\_\_\_

Sales Channels used: via retail agents (B2B) \_\_\_\_\_ via web/direct to consumer (B2C) \_\_\_\_\_ other (specify) \_\_\_\_\_

What type of rates do you require? Wholesale net rates? \_\_\_\_\_ Retail commissionable rates? \_\_\_\_\_  
(tour voucher with chargeback) (commission as deposit, renter pays balance direct)

What is important to you in rental vehicle provider? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Any other comments? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Office use only**

Date \_\_\_\_\_ Form completed by \_\_\_\_\_ Branch \_\_\_\_\_ Form sent to \_\_\_\_\_  
Rate plan \_\_\_\_\_ Proposal Sent by \_\_\_\_\_ Date Proposal sent \_\_\_\_\_