



## Information Required - Transfer Call Script

Date:		Date of Transfer Call:	
Business Type: (Please Check One) (A)	<input type="checkbox"/> <b>Transparent</b> <input type="checkbox"/> <b>Mark up</b> <input type="checkbox"/> <b>Others</b> Please specify _____		
Customer Info: (B)	1 <b>Company Name:</b>	Zorbitz	
	2 <b>Contact Person:</b>	310/487-1137 - Robin    323/571-4944 - Marian	
	3 <b>Contact Method:</b>		
	<input type="checkbox"/> <b>Email</b>	zorbitzcards@yahoo.com	
	<input type="checkbox"/> <b>MSN</b>		
	<input type="checkbox"/> <b>Skype</b>		
4 <b>Best Hours to Call:</b>	9am to 5pm - Los Angeles Time - 15 hrs behind China		
5 <b>Background</b>			
6 <b>Whole saler/ Retailer:</b>			
Pricing and Quantities Requested: (C)	1 What is the <b>Current Price</b> of the product?	Is \$.60/pc. The price client is getting product for?	
	2 What is the Client's <b>Target Price</b> ?	Is \$.60 - \$.75/pc. The target price the client is seeking?	
	3 What are the <b>Quantities Requested</b> by Client?	Is 25,000pcs per week, 5,000pcs per style, 40,000-50,000pcs per month. Minimum Order per style 5,000 pcs. Am accurate order size per month?	
	4 How <b>Frequent Per Year</b> will the Client be ordering?	Is Monthly - 40,000-50,000 pcs the size of monthly orders?	
	5 How is Client <b>Currently Purchasing Product</b> ?		
	6 Any special <b>Pricing Notes</b> ?		
Key Problem Customer Facing Now: (D)	1 In Production?		
	2 In Product and Parts/Components?	A. Which string customer used, how long they guarantee their customer for the string not broken, how they tie the knot, can they give string sample to us, also we will gather string from factory to compare the quality.  B. Can customer give the name of each gemstone bracelet, Aventurine, black agate, coral, Smoky Quartz and so on, more detail more better  C. How the color difference range can be accepted, digital picture show the unacceptable color	
	3 In Transport?	Any problems shipping by air? Does it work for the Client?	
	4 In Marketing?		
	5 In Packaging?	Any problems with Packaging?	
	6 In Design Protection?	Any previous problems with Design being stolen previously?	
	7 In Customs Clearance?		
	8 Others?		
Timeline of Deliverables: (E)	1 What is The Client <b>Required Completion Date</b> ?	When does Client need product order complete?	
	2 When is the <b>latest</b> time product should be delivered?		
Product Specific Information: (F)	1 How many <b>products</b> are we sourcing?	Each type of bracelet is one product, How many different type of bracelets will Client be Sourcing?	
	2 How many <b>components/parts</b> are there in product?	What are the parts in each bracelet?	
	3 What are the <b>components/parts</b> of the product?	A. How is the tolerance of the beads diameter can be accepted B. Can customer give the name of each gemstone bracelet, Aventurine, black agate, coral, Smoky Quartz and so on, more detail more better	
	4 What are the <b>Dimension/Size</b> for each component/part of product?	What are the sizes of each wooden beads and gem beads and cord	
	5 What are the <b>Units of Measure</b> for each component/part of product?		
	6 What are The <b>Materials</b> for Each component/part of Product?		
	7 What are The <b>Colors</b> for each component/part of product?	The clarity difference of the one bracelet	
	8 What are The <b>Packaging Requirements</b> for product?	A. The packing requirement, use embroider silk for charm, which packing material for bracelet, is there any printing issue in the packing  B. Is there any inspect paper in the packing	
	9 Are there <b>Photos</b> of product available? How soon can we expect photos?		
	10 Are there <b>Physical Samples</b> available from Client? How many samples total will they be sending and or what? How soon can we expect samples?		
	11 Any other <b>key specifications/requirements</b> ?		
Project Scope and Goals: (G)	1 What is the general <b>Project Goal</b> ?		
	2 Does Client wish to locate <b>Backup Suppliers</b> ?		
	3 Does Client wish to find <b>Substitute Product</b> ?		
	4 Does Client wish to change <b>Purchasing Channel</b> ?		
	5 <b>Other Notes:</b>	A. Customer want us source Gemstone bracelet for them, their current price is 0.6usd, B. Their purchase volume is 25,000pcs per week, 5,000pcs per style, 40,000-50,000 pcs per month, C. Need to protect the design D. They need the goods to their door on Nov 20th, wanted them by the first week of November E. The problem they meet is 1. string always broken    2. diameter of the beads not stable, need control	
	6 <b>Attachments:</b>		

\*\*Please attach products dimension to CSS if the information is available now: