



BIGFOOT BEVERAGES ROUTE RIDE PRE-PLAN WORKSHEET

Please have your route ride scheduled at least (4) weeks in advance.

Supplier _____ Representative _____

Route Ride Date(s) Requested _____

(3) Objectives/goals to accomplish during the route ride:







1: _____

2: _____

3: _____

Samples that you will provide:

Samples that Bigfoot will need to have prepared for you with quantities:

-  Bigfoot sales manager will supply you with a route list once the ride-with is on our calendar.
-  Day of route ride, you will be supplied an inventory report of your product within our warehouse.
-  Please arrive on time for the planned route, as agreed upon with the sales manager. Our sales people have a route that needs to be completed on time. Please be respectful of their time at each account, as well as throughout the day.
-  On their route, our sales people need to sell in Pepsi branded and other non-alcohol products as well as competing beer brands. Please understand, as this is our day to day business.
-  Our sales people will introduce you to the buyer and then go about their process within each account. Please be ready to continue on to the next stop when our sales person arrives back at your side.
-  Please follow up by sending a detailed recap report within (48) hours of route ride to the sales manager for the branch you visited with any follow up information for Bigfoot sales representatives.

**THANK YOU FOR YOUR TIME AND PARTNERSHIP! WE VALUE OUR RELATIONSHIP
WITH YOU AND YOUR BREWERY!**

Branch Sales Managers:

Eugene: Alan Mishler amishler@bigfootbeverages.com 541-868-6948

Bend: Jeff Gallacher jeff.gallacher@bigfootbeverages.com 541-520-8951

Coos Bay: Jay Andrews jandrews@bigfootbeverages.com 406-876-4670

Newport: Joe Arnsdorf jarnsdorf@bigfootbeverages.com 541-270-1588

Roseburg: Tommy Jose tjose@bigfootbeverages.com 541-391-0092