



4580 EAST 71ST STREET CLEVELAND OHIO 44125 USA

## DISTRIBUTOR APPLICATION

STATE: \_\_\_\_\_ COUNTRY: \_\_\_\_\_

COMPANY NAME: \_\_\_\_\_

BILLING ADDRESS: \_\_\_\_\_ SHIPPING ADDRESS: \_\_\_\_\_

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

PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_ E-MAIL: \_\_\_\_\_

OWNER: \_\_\_\_\_ PRESIDENT: \_\_\_\_\_

SALES MANAGER: \_\_\_\_\_

NUMBER OF SALESPEOPLE: INDUSTRIAL: \_\_\_\_\_ IN STORE: \_\_\_\_\_

NUMBER OF STAFFED LOCATIONS: \_\_\_\_\_

ADDRESS CITY, STATE, COUNTRY PHONE

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

INTERNATIONAL ONLY: WHO IS YOUR ENGLISH SPEAKING CONTACT?: \_\_\_\_\_

### PLEASE LIST MAJOR PRODUCTS YOU SELL BY BRAND NAME:

#### INDUSTRIAL

SHRINK FILM: POLYOLEFIN: \_\_\_\_\_ PVC: \_\_\_\_\_ PE: \_\_\_\_\_

SHRINK EQUIPMENT: L BARS: \_\_\_\_\_ FFS: \_\_\_\_\_ BUNDLERS: \_\_\_\_\_

OTHER PACKAGING EQUIPMENT: \_\_\_\_\_

#### IN STORE

TABLE STRETCH WRAPPERS: \_\_\_\_\_ WRAPPER FILM: \_\_\_\_\_

WEIGH STATIONS: \_\_\_\_\_ SCALES: \_\_\_\_\_

SS TABLES: \_\_\_\_\_ CAPPERS: \_\_\_\_\_

CHAMBER VACUUM MACHINES: \_\_\_\_\_ POUCHES: \_\_\_\_\_

PRIMARY INDUSTRIES SERVICES (i.e., SUPERMARKETS, PRINTERS): \_\_\_\_\_

PRIMARY MARKETING AREA (i.e., ALL OF OHIO, NEW ENGLAND): \_\_\_\_\_

DO YOU PUBLISH YOUR OWN SALES CATALOG? YES:  NO:

DO YOU HAVE TECHNICAL SERVICE AND INSTALLATION CAPABILITIES? YES:  NO:

IN HOUSE? YES:  NO:

OUTSIDE CONTRACTOR? YES:  NO:  BOTH:

TWENTY FOUR HOUR SERVICE? YES:  NO:

WHAT PERCENTAGE OF EQUIPMENT SALES DO YOU MAINTAIN IN SPARE PARTS INVENTORY? \_\_\_\_\_ %

(i.e., ANNUAL EQUIPMENT SALES: \$100,000, AVERAGE VALUE OF SPARE PARTS INVENTORY: 10%)

DO YOU HAVE A SHOWROOM FOR EQUIPMENT? YES:  NO:

PLEASE INDICATE YOUR ANTICIPATED ANNUAL DOLLAR VOLUME OF SALES OF HEAT SEAL PRODUCTS: \_\_\_\_\_