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Confidential Dealer Application

Please help us to learn a little about your company, your market focus, and how you conduct business. Your answers will be kept strictly confidential. **You may enter data from within Adobe Acrobat and email this form back to sales@misco.com or print it out and fax it back to 216-831-1195.** Thank you.

Business Operations:

Company Name:

Address 1:

Address 2:

City:

State/Province: Postal Code:

Country:

Contact Name:

TEL #: FAX #:

Email:

Number of years in business:

Number of employees:

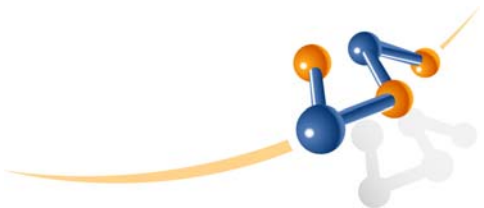
Size of sales staff:

Which of the following best describes your major business focus?:

- | | | |
|-------------------|-----------------|----------------|
| Transportation | Education | Industrial |
| Agriculture | Government | Seminars |
| Aquaculture | Food & Beverage | Pharmaceutical |
| Chemical Industry | Sugar | Medical |

Please List Others:

Quality You Can Measure™



Primary Sales & Marketing Methods:

Storefront	Trade Shows	Direct Mail
Web Site	Catalog	Seminars
Magazines	Referrals	E-commerce
Broadcast Fax	Broadcast E-Mail	Other

Please List Others:

Place a check next to the type of refractometers that you currently sell:

Handheld Traditional	Abbe / Laboratory (Bench Top)
Digital Handheld	Inline / Process

Refractometer Sales History: (# of Units)

Category	2007	2008	2009 Estimate
Abbe/ Laboratory	<input type="text"/>	<input type="text"/>	<input type="text"/>
Digital Handheld	<input type="text"/>	<input type="text"/>	<input type="text"/>
Traditional Handheld	<input type="text"/>	<input type="text"/>	<input type="text"/>
Inline / Process	<input type="text"/>	<input type="text"/>	<input type="text"/>

List the companies from whom you have purchased refractometers:

We are confident that your customers will prefer our refractometers to those made by other vendors and we will never ask you discontinue your relationship with any other company.