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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. **Please complete this form and email it back to kwiding@misco.com or fax it back to 216-831-1195.** Thank you.

Business Operations:

Company Name:	<input type="text"/>	
Address 1:	<input type="text"/>	
Address 2:	<input type="text"/>	
City:	<input type="text"/>	
State/Province:	<input type="text"/>	Postal Code: <input type="text"/>
Country:	<input type="text"/>	
Contact Name:	<input type="text"/>	
TEL #:	<input type="text"/>	FAX #: <input type="text"/>
Email:	<input type="text"/>	
Number of years in business:	<input type="text"/>	
Number of employees:	<input type="text"/>	
Size of sales staff:	<input type="text"/>	

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

- | | | |
|--|--|---|
| <input type="checkbox"/> Transportation | <input type="checkbox"/> Education | <input type="checkbox"/> Industrial |
| <input type="checkbox"/> Agriculture | <input type="checkbox"/> Government | <input type="checkbox"/> Seminars |
| <input type="checkbox"/> Aquaculture | <input type="checkbox"/> Food & Beverage | <input type="checkbox"/> Pharmaceutical |
| <input type="checkbox"/> Chemical Industry | <input type="checkbox"/> Sugar | <input type="checkbox"/> Medical |

Please List Other:

Quality You Can Measure™



Primary Sales & Marketing Methods:

- | | | |
|--|---|--------------------------------------|
| <input type="checkbox"/> Storefront | <input type="checkbox"/> Trade Shows | <input type="checkbox"/> Direct Mail |
| <input type="checkbox"/> Web Site | <input type="checkbox"/> Catalog | <input type="checkbox"/> Seminars |
| <input type="checkbox"/> Magazines | <input type="checkbox"/> Referrals | <input type="checkbox"/> E-commerce |
| <input type="checkbox"/> Broadcast Fax | <input type="checkbox"/> Broadcast E-Mail | <input type="checkbox"/> Other |

Please List Others:

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

- | | |
|---|--|
| <input type="checkbox"/> Handheld Traditional | <input type="checkbox"/> Abbe / Laboratory (Bench Top) |
| <input type="checkbox"/> Digital Handheld | <input type="checkbox"/> Inline / Process |

Refractometer Sales History:

Category	2009	2010	2011 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.