



SCHONSTEDT INSTRUMENT COMPANY

Dealer Questionnaire

1. Company Name: _____
 2. Company Address: _____

 3. Telephone: _____ Fax: _____
Toll-free: _____ e-mail: _____
 4. Owned by: _____
 5. No. of yrs. in business: _____ Main Contact: _____
Title: _____
 6. Where Incorporated or Registered: _____
 7. List Branches or Other Locations (attach list if necessary): _____

 8. Nature of your business (What do you do?): _____

- A. Major Products Sold: _____

- B. Annual Gross Sales in U.S. Dollars (check one):
\$250,000 - \$500,000 _____ \$500,001 - \$1,000,000 _____
\$1,000,001 - \$5,000,000 _____ \$5,000,001 - \$10,000,000 _____
\$10,000,001 or over _____
- C. Number of Employees _____



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D. Do you have Service/Repair Capabilities? If so, please describe facilities: _____

E. What is your Geographic Market? _____

F. Are you a "Dealer" who sells to the end user? _____ yes _____ no
- OR -
Are you a "Distributor" who sells only through a network of dealers?
_____ yes _____ no
- OR -
Do you sell through dealers and sell to the end user? ____ yes _____ no

9. Do you presently market competitive products? _____ yes _____ no
If "yes" which ones? _____

10. Have you sold our products before? _____ yes _____ no; If so, how/where did you purchase them? _____

11. How do you advertise and promote your current products? _____

12. Please provide at least three business/credit references and your banking reference (please attach).

Completed By: _____
(Type or Print Name and Title)

Date: _____ Signature: _____
(Signature and Title)

Please tell us which of our people talked with you about becoming a dealer _____

NOTE: Please be advised that our standard procedure is to check all businesses through Dunn & Bradstreet Financial Services.