



Distributor Application

U.S. Dealer International Dealer

Company Name _____	Date Established: _____
Your Name _____ Title _____	Annual Sales \$ _____
Address _____	

City _____ State _____ Zip Code _____	
Country _____	
Telephone _____ Ext. _____ Fax _____	
E-Mail _____ Website _____	

Ownership/Officers:

President _____	Phone _____	Ext. _____	E-Mail _____
Vice President _____	Phone _____	Ext. _____	E-Mail _____
Chief Financial Officer _____	Phone _____	Ext. _____	E-Mail _____

Important Contacts:

Purchasing _____	Phone _____	Ext. _____	E-Mail _____
Accounts Payable _____	Phone _____	Ext. _____	E-Mail _____
Sales Manager _____	Phone _____	Ext. _____	E-Mail _____
Marketing Manager _____	Phone _____	Ext. _____	E-Mail _____

Primary product line:

Customer base: Distributors Laboratories Govt. Doctors Hospitals Industrial Other

Primary customers served: _____

Geographical area served: _____

List area competitors: _____

Do you currently purchase laboratory plasticware from other suppliers? Yes No

If yes, what is your annual purchase amount _____

Who are your key suppliers of lab plasticware?

1. _____ 2. _____
3. _____ 4. _____

NEST products of interest: _____

Anticipated annual purchases of Globe products: _____

Means of promotion: _____

Number of outside sales representatives: _____

Number of inside telemarketers: _____

Signature: _____ Date: _____

