

Date: ___/___/___ Source: _____ Rep: _____ By: _____

Contact name: _____

Company: _____

Address: _____

City _____ State: _____ ZIP: _____

Tel 1: (____) _____ Tel 2: (____) _____

FAX (____) _____ Status: Buyer Hot Warm Cold

Type: D prospect E prospect D customer E customer

Literature: EU pkg Dir pkg

Manuals: _____

Brochures: _____ _____

_____ _____ _____

Testimonials Other _____

CC: Dealer name: _____

Company: _____

Others: _____

Date sent: ___/___/___ By: _____

Co. : _____
Contact: _____

Application/Label use:

Prospective purchase (product, quantity, time frame) _____

Competition: _____

----- **Dealer Profile** -----

Business type: _____

Market applications/Industries: _____

Company size (\$/year): _____ # employees _____ # of sales people _____

Brand/Quantity of product sold: B1 _____ / Q1 _____ B2 _____ / Q2 _____

B3 _____ / Q3 _____

Other related hardware/ software: _____

Potential yearly sales: _____ End user leads? Y N

Territory: _____

Notes: _____

