

Country \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Company Name \_\_\_\_\_

Contact Name \_\_\_\_\_

Telephone Number \_\_\_\_\_ Fax Number \_\_\_\_\_

E-mail Address \_\_\_\_\_ Web Address \_\_\_\_\_

Names and Titles of the directors and principal contacts in your company (list two please):

Name(s) \_\_\_\_\_

Title(s) \_\_\_\_\_

Please specify if your company is a corporation, privately owned or subsidiary:

\_\_\_\_\_

1. What geographic territory do you cover? \_\_\_\_\_

\_\_\_\_\_

2. How many years in business? \_\_\_\_\_

3. How many years in the escalator/elevator business? \_\_\_\_\_

4. What types of products do you currently sell/distribute? \_\_\_\_\_

\_\_\_\_\_

5. Have you sold or distributed escalator handrails in the past? \_\_\_\_\_

\_\_\_\_\_

6. What market segments do you currently sell to (i.e. maintenance companies, end-users, government agencies, escalator manufacturers)?

\_\_\_\_\_

\_\_\_\_\_

7. Who are your three largest customers?(please list annual sales volumes for each)

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

8. How many sales people do you employ? \_\_\_\_\_

9. Would all be available to sell EHC Products? \_\_\_\_\_

10. How frequently do you contact/visit your customers? \_\_\_\_\_

11. What other means do you use to contact your customers (i.e., direct mail, telemarketing, web marketing, etc.)? \_\_\_\_\_

12. Does your company have warehouse facilities? \_\_\_\_\_

13. Who are EHC's competitor(s) in you market? \_\_\_\_\_

14. Do any of your staff currently have escalator handrail field splicing ability? \_\_\_\_\_

15. Do you have escalator handrail vulcanizing equipment, if so, please provide details. \_\_\_\_\_

16. What escalator safety codes pertain to your market? \_\_\_\_\_

17. Are skirt guards required to be installed in your area? \_\_\_\_\_

18. Please list at least two business references:

Company \_\_\_\_\_

Contact \_\_\_\_\_

Address \_\_\_\_\_

Telephone \_\_\_\_\_

Fax \_\_\_\_\_

E-mail \_\_\_\_\_

19. Your questions and/or comments? \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_