

## MANUFACTURERS REPRESENTATIVE APPLICATION

COMPANY NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY / STATE / ZIP: \_\_\_\_\_

Website URL: \_\_\_\_\_ E-mail: \_\_\_\_\_

Telephone #: \_\_\_\_\_ Fax #: \_\_\_\_\_

Please answer the following as completely as you can, then fax or e-mail this form to the Director of Sales and Marketing at EMAC Inc. at 618-457-0110 or sales@emacinc.com.

1) How long has your company been in business? \_\_\_\_\_

2) Number of employees? \_\_\_\_\_ Number of sales staff that will work with EMAC products? \_\_\_\_\_

3)  Sole Proprietorship     Corporation     Limited Liability Company or Partnership     Other: \_\_\_\_\_

4)  Privately Owned     Publicly Traded    Stock Symbol (if publicly held): \_\_\_\_\_

5) Primary contact for our products: \_\_\_\_\_

Telephone #: \_\_\_\_\_ Fax#: \_\_\_\_\_

e-mail address: \_\_\_\_\_

6) What is your company's current primary business focus and what products do you currently sell?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

7) Are you currently working in the embedded systems market? If so, what products are you selling to your clients?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

8) What was your company's gross sales volume for all products sold last year? \_\_\_\_\_

9) What sales territory would you like to have for our products?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



2390 EMAC Way  
Carbondale, IL 62902  
Phone: (618) 529-4525  
Fax: (618) 457-0110  
www.emacinc.com  
sales@emacinc.com

10) What annual sales do you anticipate or intend to target for this territory relative to EMAC products?

Initial year: \_\_\_\_\_

Year #2: \_\_\_\_\_

Year #3: \_\_\_\_\_

Year #4: \_\_\_\_\_

Year #5: \_\_\_\_\_

11) How do you plan to market EMAC products? What will be your strategic and tactical approaches to your customer base relative to EMAC products?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

12) Are you willing to purchase sales demonstration equipment if/when you become a EMAC, Inc. representative? \_\_\_\_\_

13) Please provide at least three business references (companies you are currently selling product for):

Company #1: \_\_\_\_\_ Doing business since (year): \_\_\_\_\_

City/State/Zip: \_\_\_\_\_ Credit/payment terms: \_\_\_\_\_

Contact person: \_\_\_\_\_ Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

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

Description of products sold: \_\_\_\_\_

Company #2: \_\_\_\_\_ Doing business since (year): \_\_\_\_\_

City/State/Zip: \_\_\_\_\_ Credit/payment terms: \_\_\_\_\_

Contact person: \_\_\_\_\_ Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

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

Description of products sold: \_\_\_\_\_

Company #3: \_\_\_\_\_ Doing business since (year): \_\_\_\_\_

City/State/Zip: \_\_\_\_\_ Credit/payment terms: \_\_\_\_\_

Contact person: \_\_\_\_\_ Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

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

Description of products sold: \_\_\_\_\_

