



111 Bokum Road  
Essex, CT 06426-1506 (USA)  
Phone: (860) 767-2562  
Fax: (860) 767-2563  
[www.brandtech.com](http://www.brandtech.com)

Thank you for your interest in becoming a distributor of BrandTech® Scientific, Inc. products. We seek partners who are interested in actively promoting and selling our products.

To initiate our review process, please complete the attached form and supply the additional information requested. This form helps us understand your business, the means you use to promote and sell products, and the timing of materials we would need to help you with promotion. Be sure to provide three US-based trade and appropriate bank/credit references for your business. We will contact your references and complete a credit check during this process.

Additional Materials needed:

1. **Business Registration Certificate:** You must be a registered business.
2. **Reseller's Certificate:** You must be a reseller, not an end-user of our products.
3. **Tax Exemption Certificates:** If you apply for tax-exempt status, you must supply BrandTech® with a copy of your Sales Tax Exemption Certificate(s) for shipments to California, Connecticut, Georgia, Illinois, Maryland, Massachusetts, New Jersey, New York, North Carolina, Ohio, Pennsylvania, Texas, and Virginia (if applicable).

Please scan and email these completed forms and additional materials to Jakub Latusek at [jlatusek@brandtech.com](mailto:jlatusek@brandtech.com). Alternatively, these forms may be faxed to Jakub's attention at 860-767-2563.

Once all materials are transmitted to BrandTech®, it usually takes about 7-10 business days to process and review. If accepted, you will be contacted and provided with a price list, ordering instructions, and marketing materials.

Best regards,

**Jakub Latusek**  
Distributor Relations Manager  
[jlatusek@brandtech.com](mailto:jlatusek@brandtech.com)  
860-767-2562 x111



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### CREDIT APPLICATION

<b>BUSINESS NAME:</b>		<b>TOLL-FREE PHONE:</b>	
<b>CONTACT:</b>		<b>FAX:</b>	
<b>EMAIL:</b>		<b>WEBSITE:</b>	

<b>BILL-TO ADDRESS:</b>		<b>SHIP-TO ADDRESS:</b>	
<b>CITY:</b>		<b>CITY:</b>	
<b>STATE:</b>		<b>STATE:</b>	
<b>ZIP:</b>		<b>ZIP:</b>	

**D-U-N-S® #:** \_\_\_\_\_ **YEARS IN BUSINESS:** \_\_\_\_\_ **# OF EMPLOYEES:** \_\_\_\_\_

**BANK REFERENCE:**

**BANK NAME:** \_\_\_\_\_ **ACCOUNT #:** \_\_\_\_\_  
**ADDRESS:** \_\_\_\_\_ **PHONE:** \_\_\_\_\_

**TRADE REFERENCES:**

Please provide three US-based trade references with whom you have had an active account for at least six months.  
Note: All references *must* include an email address (preferred) or fax number for account verification.

**COMPANY NAME:** \_\_\_\_\_ **ACCOUNT #:** \_\_\_\_\_  
**CONTACT NAME:** \_\_\_\_\_ **PHONE:** \_\_\_\_\_  
**ADDRESS:** \_\_\_\_\_ **FAX:** \_\_\_\_\_  
 \_\_\_\_\_ **EMAIL:** \_\_\_\_\_

**COMPANY NAME:** \_\_\_\_\_ **ACCOUNT #:** \_\_\_\_\_  
**CONTACT NAME:** \_\_\_\_\_ **PHONE:** \_\_\_\_\_  
**ADDRESS:** \_\_\_\_\_ **FAX:** \_\_\_\_\_  
 \_\_\_\_\_ **EMAIL:** \_\_\_\_\_

**COMPANY NAME:** \_\_\_\_\_ **ACCOUNT #:** \_\_\_\_\_  
**CONTACT NAME:** \_\_\_\_\_ **PHONE:** \_\_\_\_\_  
**ADDRESS:** \_\_\_\_\_ **FAX:** \_\_\_\_\_  
 \_\_\_\_\_ **EMAIL:** \_\_\_\_\_

**PREFERRED PAYMENT OPTIONS:**

<input type="checkbox"/>	Net 30 days via check
<input type="checkbox"/>	1%/10 days Net 30
<input type="checkbox"/>	Credit card at time of shipment



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**MARKETING CONTACT**

NAME: \_\_\_\_\_  
PHONE: \_\_\_\_\_  
EMAIL: \_\_\_\_\_

**ACCOUNTS PAYABLE CONTACT**

NAME: \_\_\_\_\_  
PHONE: \_\_\_\_\_  
EMAIL: \_\_\_\_\_

**PURCHASING CONTACT**

NAME: \_\_\_\_\_  
PHONE: \_\_\_\_\_  
EMAIL: \_\_\_\_\_

**SALES CONTACT**

NAME: \_\_\_\_\_  
PHONE: \_\_\_\_\_  
EMAIL: \_\_\_\_\_

To whom should price lists, new product, and promotional information be emailed? \_\_\_\_\_

**MARKETING STRATEGY:**

Target market(s) & distribution strategy (define by customer discipline, types of organizations, geographic coverage, type of products, etc.): \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Which BrandTech® products are of greatest interest to your customers and how will they contribute to your marketing strategy? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**CATALOG AND PRINTED MATTER:**

Do you publish a catalog?  Yes  No      Number of pages: \_\_\_\_\_ Frequency: \_\_\_\_\_  
Will you list BrandTech® products in your next catalog?  Yes  No  
Do you produce product flyers?  Yes  No      Number of pages: \_\_\_\_\_ Frequency: \_\_\_\_\_

**WEBSITE:**

Do you have a website?  Yes  No      URL: \_\_\_\_\_  
Do you accept orders through your website?  Yes  No  
What percentage of your sales are generated through your website? \_\_\_\_\_  
What BrandTech® products do you plan to list on your website? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



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**PROMOTIONS:**

Do you mail/email promotional materials to your customers?  Yes  No

If yes, please describe nature, frequency, and supply examples. \_\_\_\_\_

\_\_\_\_\_

How do you plan to promote BrandTech® products? \_\_\_\_\_

\_\_\_\_\_

**COMPLEMENTARY/COMPETITIVE PRODUCTS:**

Please list the manufacturers of other liquid handling products you carry in your line:

<b>Liquid Handling:</b>		<b>General Lab Plastics:</b>	
<b>Vacuum Pumps:</b>		<b>Laboratory Support Jacks:</b>	
<b>Life Science Plastics:</b> <i>(microplates, PCR)</i>		<b>Volumetric Glassware &amp; Plasticware:</b>	
<b>Disposable Cuvettes:</b>			

Are there products in your current line that complement BrandTech® products?  Yes  No

If yes, please describe: \_\_\_\_\_

\_\_\_\_\_

**SALES TARGETS & STRATEGY:**

Anticipated annual sales volume with BrandTech®: 1<sup>st</sup> year? \$ \_\_\_\_\_ Beyond? \$ \_\_\_\_\_

Do you have Sales Representatives?  Yes  No # of Field Reps: \_\_\_\_\_ # of Inside Sales Reps: \_\_\_\_\_

Please tell us where your reps are located and their sales territory responsibilities:

Representative Location: \_\_\_\_\_ Geographic Territory Responsibility: \_\_\_\_\_

\_\_\_\_\_

Once you become a dealer, will you provide us with the contact information for your field reps so that our reps can contact them directly to schedule work days?  Yes  No



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**PURCHASING:**

Purchases are:  Taxable  Tax Exempt Tax exempt number: \_\_\_\_\_

**NOTE:** Copies of tax-exempt certificates for ship-to locations in California, Connecticut, Georgia, Illinois, Maryland, Massachusetts, New Jersey, New York, North Carolina, Ohio, Pennsylvania, Texas, and Virginia (as applicable) must accompany this application.

Do you plan to stock BrandTech products or order only to fulfill customer orders? \_\_\_\_\_

What BrandTech® products do you intend to hold as stock items? \_\_\_\_\_

Do you transmit orders via EDI?  Yes  No  
 If yes, what is your ADX Address/Identification Code (aka XID)? \_\_\_\_\_

For warehouse shipments, do you have a UPS or FedEx collect number to charge?  Yes  No  
 UPS: \_\_\_\_\_  
 FedEx: \_\_\_\_\_

All orders are subject to BrandTech® Scientific, Inc.'s Terms and Conditions located at [www.BrandTech.com](http://www.BrandTech.com), FOB Essex, CT.

I am duly authorized to provide the above information and it is accurate to the best of my knowledge.

\_\_\_\_\_  
**SIGNATURE**

\_\_\_\_\_  
**PRINTED NAME**

\_\_\_\_\_  
**TITLE**

\_\_\_\_\_  
**DATE**

For Internal Use Only	
Account Number:	
Credit Line:	
Payment Terms:	
Initials/Date:	