

APPLICATION FOR CREDIT

For questions or concerns on this application, please call customer service at 1-800-779-3267
Please complete this form, sign the last page and return to the address above.

Date: _____

Company name: _____ D/B/A: _____

Billing address: _____ Shipping address: _____

City: _____ State: _____ Zip: _____ City: _____ State: _____ Zip: _____

County: _____ Phone: _____ Fax: _____

Website: _____ Email: _____

D&B Number: _____ FEDERAL TAX I.D. NUMBER: _____

Ownership: Sole Owner Partnership Corporation

Principal name: _____ SSN#: _____ Home address: _____

Principal name: _____ SSN#: _____ Home address: _____

Has the firm or any of its principals ever filed bankruptcy? Yes No

If yes, explain: _____

Other brands of Pinnacle Climate Technologies sold: _____

Years in business: _____ Number of employees: _____

Other locations covered by this application: _____

Amount of credit requested: \$ _____

Credit References

Name of bank: _____ Phone: _____

Address: _____ Fax: _____

City/State/Zip: _____ Contact: _____

Account No(s): _____ Title: _____

Email: _____

Trade References

1. _____ Phone: _____ Fax: _____

Email Address: _____ Account#: _____

2. _____ Phone: _____ Fax: _____

Email Address: _____ Account#: _____

3. _____ Phone: _____ Fax: _____

Email Address: _____ Account#: _____

Purchases will be: TAXABLE NON-TAXABLE
 (If non-taxable, please submit exemption form with this application for all states you have an exemption.)

Personal Guarantee

In consideration of credit being extended by Pinnacle Climate Technologies to the above named applicant for merchandise to be purchased whether applicant be an individual or individuals, a proprietorship, a partnership, a corporation, or other entity, the undersigned guarantor or guarantors each hereby contract and guarantee to Pinnacle Climate Technologies the faithful payment, when due, of all accounts of said applicant for the purchases made within five years next after the date of this application. The undersigned guarantor or guarantors each hereby expressly waive all notice of acceptance of the guarantee, notice of extension of credit to applicant, presentment, and demand for payment on applicant, protest and notice to undersigned guarantor or guarantors of dishonor or default by applicant or with respect to any security held by Pinnacle Climate Technologies, extension of time of payment to applicant, acceptance of partial payment or partial compromise, all other notices to which the undersigned guarantor or guarantors might otherwise be entitled and demand for payment under this guarantee. Absent written permission by creditor, this personal guarantee may not be revoked.

Signature	Date	Signature	Date
Signature	Date	Signature	Date

The undersigned authorizes the banks / vendors listed to release information deemed necessary to the establishment of credit. It is further understood that should credit be granted, the undersigned will abide by the terms and conditions set forth by the seller, including full payment of the invoice as due.

Signature	Title	Date
Please return to: Pinnacle Climate Technologies PO Box 460 Sauk Rapids, MN 56379		

Please note: This application will not be processed without a copy of your tax exemption certificate

In order to keep you informed on upcoming specials, promotions, product updates, etc. we need to obtain your written permission to fax/email you. **By signing below, you grant Pinnacle Climate Technologies your permission. Without approval, we will be unable to include you on our mailing list.**

Signature	Name (please print)	Date
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Your email address to be used by sales and marketing: _____
 If more then one email address should receive this information, we will need to obtain their approval. Please inform your Pinnacle sales account manager for more information on how to include them on our mailing list.

CREDIT DEPARTMENT USE ONLY

Date line of credit approved _____
 Date line of credit denied _____
 Comments: _____

Company Profile

Company name: _____ Date: _____

Key Personnel:

President: _____ Marketing: _____

Sales Manager: _____ Purchasing Manager: _____

Accounts Payable: _____ Customer Service: _____

Other: _____

Branch offices and sales locations:

City, State, Phone & Fax # of Inside Sales Staff # of Outside Sales Staff # of Customer Service Reps

Geographic Data:

Sales territory covered. Please list geographic areas that your company covers. As appropriate: list countries, states/provinces, counties or cities. Attach a map if possible:

Type of businesses called on. (i.e. textiles, petroleum, agriculture, food, etc.)

Marketing Data:

How do you go to market?

Please describe your use of the following promotional methods. Attach any samples that you may have to this document catalogs, newspapers, shows, etc from newspaper/magazine advertising, e-commerce, trade shows, catalogs, brochures, telemarketing/telesales, direct mail, other:

What do you believe to be your largest growth opportunities with our heating and ventilation equipment (i.e. products, markets, applications)?

What is your most successful product line and why?

Sales Data:

What are the core products/manufacturers you've represented in the last two years?

With which ventilation or heating equipment manufactures do you currently have representation agreements?

Do you consider any of your current products to be in competition with ours? Yes No

Whom do you consider to be your three largest competitors in heating and ventilation? Overall?

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

What are your total sales volume for products (not services) sold during the previous year: \$ _____

What was your previous two years volume in heating and ventilation equipment? Please list the equipment included in this figure.

What is your sales projection for our product? Provide as much detail as possible. Pinnacle Climate Technologies will work with you to develop a goal-based sales plan.

What is the estimated initial order size? _____

How are your salespeople trained on selling new products?

Physical Data:

Warehouse capacity (in sq. feet or sq. meters): _____

Show room/retail capacity: _____