

New Dealer Account Questionnaire

Thank you for considering Mecho as your supplier of commercial window coverings. Completion of this form is required to establish a new Mecho account and will be reviewed on an annual basis by your Mecho Sales Manager.

Requirements for New Mecho Account

- Minimum of \$50,000 in annual Mecho purchases.
- Must have dedicated field salesperson, project manager, or estimator focused on bidding commercial window coverings.
- Actively bids on minimum 100 jobs per year.
- Agrees to send staff to Mecho training in LIC.
- (Recommended) Subscribes to recognized lead service, such as ARCAT and Reed/CMD.

Business Information

Company Name: _____

Owner: _____ Phone: _____

Email: _____ Web Address: _____

Business Description

What type of location do you have? Check all that apply.

Office Warehouse Dock for LTL Shipment Home-Based Retail Storefront

If other, please specify: _____

If multiple locations, please provide addresses: _____

Do you sell online? Yes No

What is your percentage of commercial versus residential? Commercial _____ Residential _____

Number of employees: _____ Number of commercial salespeople: _____

Number of project managers _____ Number of installers _____ Number of jobs bid per week _____

Are you licensed and bonded? Yes No If Yes, please provide bond amount _____

Please provide three recently excuted commercial jobs

Name	Number of shades	Date



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Existing Commercial/Residential Accounts

Do you have a Graber account? Yes No If Yes, provide account no. _____

Do you have a SWFcontract account? Yes No If Yes, provide account no. _____

What is your annual purchase volume in window coverings? _____

Who are your major window covering suppliers?

1. _____ 2. _____

3. _____ 4. _____

Commercial Bidding Resources

Do you subscribe to a construction lead service?

iSqFt Reed/CMD Dodge Reports Blue Book ARCAT

If other, please specify: _____

What General Contractors do you work with?

Market Sectors

Indicate the sectors of commercial construction in which you participate.

	Yes	No		Yes	No
New Construction			Education		
Renovation			Federal Government/GSA		
Healthcare			Multi-Family		
Commercial Office			Hospitality		

Agreement

Customer agrees to provide all financial documentation as outlined in Terms & Conditions on the credit application and to comply with requests from Mecho Credit for updated financial information/ documentation when required. Customer agrees to maintain account in good financial standing.

Business Name

Owner/Principal Signature

Date

Printed Name



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