

## CUSTOMER QUESTIONNAIRE

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

1. Why are you opening an account with us?

- |  |   |
|--|---|
| <input type="checkbox"/> Location                  | <input type="checkbox"/> Price                      |
| <input type="checkbox"/> Product brands            | <input type="checkbox"/> Product knowledge of staff |
| <input type="checkbox"/> Product selection/variety | <input type="checkbox"/> Service                    |

2. What products will you be purchasing from us?

- |   |   |
|---|---|
| <input type="checkbox"/> Residential Distribution | <input type="checkbox"/> PLCs                       |
| <input type="checkbox"/> Commercial Distribution  | <input type="checkbox"/> Lighting controls          |
| <input type="checkbox"/> Lamps                    | <input type="checkbox"/> Structured wiring          |
| <input type="checkbox"/> Residential Lighting     | <input type="checkbox"/> Residential wire and boxes |
| <input type="checkbox"/> Commercial Lighting      | <input type="checkbox"/> Commercial wire and boxes  |
| <input type="checkbox"/> Motor Control            | <input type="checkbox"/> Other _____                |
| <input type="checkbox"/> Industrial Controls      |   |

3. What aspects of the industry does your business focus on?

- |   |   |
|---|---|
| <input type="checkbox"/> Residential          | <input type="checkbox"/> Electrical Maintenance |
| <input type="checkbox"/> Advanced Residential | <input type="checkbox"/> Property Maintenance   |
| <input type="checkbox"/> Commercial           | <input type="checkbox"/> Renovation             |
| <input type="checkbox"/> Industrial           |   |

4. What would you estimate would be your annual electrical purchases?

- |   |  |
|---|--|
| <input type="checkbox"/> 0 - \$999          | <input type="checkbox"/> \$15 000 - \$34 999 |
| <input type="checkbox"/> \$1 000 - \$4 999  | <input type="checkbox"/> \$35 000 - \$99 999 |
| <input type="checkbox"/> \$5 000 - \$14 999 | <input type="checkbox"/> \$100 000 plus      |

5. List the people responsible for purchasing for your company.

Name \_\_\_\_\_ Position \_\_\_\_\_

Name \_\_\_\_\_ Position \_\_\_\_\_

6. What method would you prefer we use to contact you?

Email: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

7. Do you collect AIR MILES® reward miles?  yes  no

Thank you for taking the time to complete this informative survey in order for us to exceed your expectations.

# CREDIT APPLICATION

## COMPANY INFORMATION

COMPANY NAME (REGISTERED CORPORATE NAME)				PHONE NO. (BUSINESS) ( )
ADDRESS	CITY	PROVINCE	POSTAL CODE	FAX NO. ( )
SHIPPING ADDRESS (IF DIFFERENT)	CITY	PROVINCE	POSTAL CODE	OTHER PHONE NO. ( )
TYPE OF COMPANY <input type="checkbox"/> PROPRIETORSHIP <input type="checkbox"/> PARTNERSHIP <input type="checkbox"/> LIMITED COMPANY				HOW LONG IN BUSINESS

## PRINCIPALS

NAME	POSITION	HOME PHONE NO. ( )
NAME	POSITION	HOME PHONE NO. ( )

## BANKING INFORMATION

BANK NAME	BRANCH ADDRESS	PHONE NO. ( )
BANK CONTACT PERSON	TRANSIT NO.	ACCOUNT NO.
		DATE ACCOUNT OPENED

## TRADE REFERENCES

COMPANY NAME	CONTACT PERSON	FAX NO. ( ) EMAIL:
COMPANY NAME	CONTACT PERSON	FAX NO. ( ) EMAIL:
COMPANY NAME	CONTACT PERSON	FAX NO. ( ) EMAIL:

## OTHER INFORMATION

ARE PURCHASE ORDERS REQUIRED YES <input type="checkbox"/> NO <input type="checkbox"/>	GST #	PST #	MONTHLY STATEMENT REQUIRED YES <input type="checkbox"/> NO <input type="checkbox"/>
CREDIT LIMIT REQUESTED \$	ESTIMATED YEARLY PURCHASE \$		FINANCIAL STATEMENTS AVAILABLE YES <input type="checkbox"/> NO <input type="checkbox"/>
IS THE COMPANY EFT (ELECTRONIC FUNDS TRANSFER) / EDI (ELECTRONIC DOCUMENT INTERCHANGE) capable?			YES <input type="checkbox"/> NO <input type="checkbox"/>
ACCOUNTS PAYABLE CONTACT	PHONE NO. ( )	FAX NO. ( )	

In consideration of Gescan division of Sonepar Canada Inc. ("Gescan") permitting the purchase of goods and services on a credit basis, the principal(s) and applicant (collectively, the "applicants") hereby agree to the attached terms and conditions and the following:

- Accounts are due on the last business day of the month following the date of the invoice.
- Interest will be charged at the rate of 26.8% per annum calculated from the date the account becomes past due. The rate of interest is subject to change on notification from Gescan by ordinary mail.
- The applicants hereby authorize Gescan to obtain such credit reports or other information as may be deemed necessary in connection with the establishment and maintenance of a credit account or for any other business purpose related such account, including obtaining credit-related information from the bank and trade references above. The applicants hereby irrevocably authorize such persons to provide such information to Gescan.
- If this application is accepted by Gescan, then the resulting contract is deemed to be made in British Columbia and governed by the laws of British Columbia and Gescan may, at its option, enforce such contract in any competent court in Metro Vancouver.
- Gescan shall have the right to cease supplying the applicants at any time without advance notice to the applicant for any reason in Gescan's sole discretion.
- Gescan shall not be liable for any loss, damage, expense or liability whatsoever incurred by the applicants, caused by either a temporary or permanent withdrawal of credit privileges.
- To pay all Gescan's collection costs including legal costs on a solicitor and own client (special costs) basis which may arise from non payment of the account.
- In consideration of Gescan extending credit to the applicants, the undersigned principal(s) agrees to be co-covenantor with the applicant and to be jointly and severally liable as principal debtor(s) and not as guarantor or surety for due payment of all amounts on money payable by the applicant to Gescan.

Dated at \_\_\_\_\_ This \_\_\_\_\_ day of \_\_\_\_\_ 20 \_\_\_\_\_  
City and Province

\_\_\_\_\_  
Principal Signature

\_\_\_\_\_  
Print Name



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## Terms & Conditions

1. The following terms and conditions apply to this quotation unless otherwise specified herein in writing or by subsequent written agreement between **Gescan** and the customer.
2. This quotation is subject to acceptance within 30 days. At **Gescan's** option, it is not necessarily subject to partial acceptance.
3. Re-orders by customer of anything quoted herein are subject to requotation by **Gescan** on receipt of purchase orders from customers.
4. Prices will be held firm if acceptance of quotation is received within thirty (30) days in the form of a non-cancellable purchase order from the customer for immediate shipment of the goods. Goods not subject to immediate shipment will be subject to price in effect at time of shipment unless otherwise confirmed in writing.
5. If quotation is based on plans and specifications submitted by customer, **Gescan** assumes no responsibility for its interpretation of the goods required by customer, and only the goods and quantities thereof indicated on the quotation are included. Customer agrees that it has sole responsibility for ensuring that the correct goods and quantities thereof for customer's requirements have been included in the quotation.
6. Quotation on goods in stock are subject to prior sale if no firm purchase order has been received by **Gescan**.
7. Any sales, excise or other direct taxes required to be paid under any existing or future law with respect to the purchase and sale of the goods quoted or the delivery and storage thereof shall be for the customer's account, unless the customer furnishes **Gescan** with tax exemption certificates in form acceptable to the appropriate taxing authorities.
8. Terms of payment showing in quotation are subject to approval of the credit department prior to each shipment and are from date of invoice. Accounts unpaid by the due date are subject to interest charges of 2% per month (24% per annum) on the outstanding balance. **Gescan** shall have the right to withhold deliveries of any or all goods ordered if payment is not made promptly in accordance with the terms of payment, and **Gescan** reserves the right to alter the terms of payment specified if in its opinion the financial condition of the customer does not justify them.
9. All transportation charges and related expenses shall be for the customer's account and the customer shall not be entitled to any allowance in lieu of transportation. **Gescan** shall have the right to specify the carrier, point of shipment and routing thereof. **Gescan** shall not be responsible for any goods damaged in transit.
10. Clerical, arithmetical and stenographic errors are subject to correction.
11. Shipping and delivery dates given are estimates only and are not guaranteed, although every effort will be made to deliver on time. In any event, **Gescan** assumes no liability whatsoever for any damages for loss of use or other consequential or special damages which may result from any delay in delivery or shipment by **Gescan**, whether the delay is caused by reasons beyond its control, such as strikes, slowdowns, failures or delays of its sources of supply in meeting their delivery promises to **Gescan**, or for any other reason.
12. If shipment or delivery is delayed for any reason by the customer, payment shall nevertheless be due at the time or times which would have applied if the shipment or delivery had been made on the dates originally specified, and in addition, the customer agrees to reimburse **Gescan** for all direct and indirect expenses which **Gescan** may have incurred because of the customer's delay.
13. Orders placed pursuant to this quotation cannot be cancelled by the customer without prior written of **Gescan** and in any event the customer agrees to indemnify **Gescan** against any loss arising from any cancellation, and to reimburse **Gescan** for all direct and indirect expenditures incurred by **Gescan** with respect to the cancellation.
14. No returns of goods will be accepted by **Gescan** unless prior written approval is given to the customer and unless the terms, if any, specified in the written approval are met. All goods returned without prior written approval remain at customer's risk.
15. The purchaser shall give **Gescan** and the delivering carrier written notice within ten (10) days from the date of purchaser's receipt of the goods, of any evidence of damage to and/or shortage of containers or contents; furthermore, the purchaser shall request an inspection of the damage and/or shortage by a representative of the delivering carrier and that a copy of the carrier's Inspection Report be sent to **Gescan**. If such notice to **Gescan** and delivering carrier is not given, the goods shall be deemed to have been delivered complete and in satisfactory condition.
16. There are no warranties, guarantees, representations or conditions, expressed or implied, whether statutory (including any warranties or conditions implied by the relevant Provincial Sale of Goods Act) or otherwise except such warranties or guarantees, if any, published by the manufacturer of the goods and such published warranties or guarantees, if any, shall constitute the customer's sole remedy with respect to the goods. Without restricting the generality of the foregoing, **Gescan** shall not be liable for any failure of any goods supplied to conform with specifications released with respect to them or to any sample of them given to the customer.
17. All Returnable Reels and Spools will be billed on the same invoice as the goods would thereon, as a separate item. All Returnable Reels and Spools are to be returned prepaid to the nearest **Gescan** warehouse. Credit in full will be allowed on such Returnable Reels and Spools provided they are received in good condition. Credit for Reels and Spools received in damaged condition will be subject to a deduction to cover cost of repairs. Credit will only be given for returnable containers purchased from **Gescan**.
18. No alteration, variation, modification or waiver of any of the foregoing terms and conditions of sale shall be binding on **Gescan** unless in writing and signed by an authorized office of the Company.

## AIR MILES™ Corporate Reward Program Enrollment Form

Date \_\_\_\_\_

Gescan Acct# \_\_\_\_\_ Air Miles # \_\_\_\_\_

I do not have an Air Miles #, please issue a new card

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

Address \_\_\_\_\_

City \_\_\_\_\_ Prov \_\_\_\_\_ PCode \_\_\_\_\_

Business Tel \_\_\_\_\_ Fax \_\_\_\_\_

Number of Employees in the Company \_\_\_\_\_

Language Preference: English  French

Nature of Business \_\_\_\_\_

Authorized AIR MILES™ signatory  
(print name on Air Miles card) \_\_\_\_\_

Signature \_\_\_\_\_ Title \_\_\_\_\_

I am a signing officer of the Company authorized to bind the Company hereto.  
The Authorized Signatory will have the authority to redeem AIRMILES™ travel miles for flights, and to transfer travel miles from the Corporate account to other Corporate or personal Collector accounts.

GESCAN Branch Manager Authorization \_\_\_\_\_

