

Principle Business Enterprises, Inc.

P.O. Box 129 • Dunbridge, OH 43414-0129 • Phone: 419-352-1551 or 800-467-3224 • Fax: 419-373-7235

Account Profile

PBE Contact _____ Account No. _____ Date _____

Company Name _____

Web Site Address _____ Name of your catalog: _____

GPO Member: MHA VGM NDC Med Assets None

Address Information

Contact Information

Mailing Address	Sales: _____ Phone _____ Fax _____ Email _____
	Purchasing: _____ Phone _____ Fax _____ Email _____
Billing Address	A/P: _____ Phone _____ Fax _____ Email _____
	Logistics: _____ Phone _____ Fax _____ Email _____
Shipping Address	Clinical: _____ Phone _____ Fax _____ Email _____

Certifications: _____

Geographical area covered: _____

Are your products available for purchase on your website? Yes No

Do you offer home delivery? Yes No

Do you bill insurance companies? Yes No

Do you have a retail storefront? Yes No

Are you a State Aid Provider? Yes No Program: _____

What percentage of your incontinence business is Medicaid? _____ Private Pay? _____

Using percentages, please tell us your company's area of focus:

Distributor	Retail	Other
_____ Long Term Care (1910)	_____ HHC/DME (2000/2005)	_____ Internet (1490/1499)
_____ DME/HHC/Pharmacy (1920)	_____ Pharmacy (2000/2005)	_____ Catalog (1420)
_____ DME/Drug Wholesale (1940)	_____ Closed Door Pharmacy (2010)	_____ Home Care Agency (2025)

List focus products (DME, incontinence, oxygen supplies, etc.)?

1. _____ 3. _____
2. _____ 4. _____

Do you have Medical Professionals on staff? Yes No

Do you offer in-services? Yes No

Do you engage in promotional mailings? Yes No Tradeshows? Yes No

How did you learn about our products?

- Customer Request
- Internet
- Magazine
- Tradeshow
- Promotional Mailing
- Other _____

Please check competitor products purchased and list case volumes bought per month:

- | | |
|--|---|
| <input type="checkbox"/> Kimberly Clark _____ cs | <input type="checkbox"/> First Quality _____ cs |
| <input type="checkbox"/> Kendall _____ cs | <input type="checkbox"/> Humanicare _____ cs |
| <input type="checkbox"/> TENA/SCA Hygiene _____ cs | <input type="checkbox"/> Paper-Pak _____ cs |
| <input type="checkbox"/> Whitestone _____ cs | <input type="checkbox"/> Other _____ cs |

Forecast business with PBE:

Cases/1st 6 months _____ Cases/2nd 6 months _____

Comments: _____

Logistics

LTL and TL Shipments

Please check the delivery services you require. **Note the amount that you will be charged for these services.**

- Inside Delivery – driver will move product to positions beyond the end of the truck, dock or unloading area. **(\$60/delivery)**
- Driver Assist – driver will perform tasks that of a warehouse person-i.e. moving upstairs/downstairs or stacking on shelves. **(Request a Quote – based on weight)**
- Delivery Notification – the consigned will be notified before shipment is delivered. **(\$30/delivery)**
- Delivery Appointment – carrier will contact the consignee to establish a delivery appointment. This service may delay delivery of order. **(\$30/delivery)**
- Extended Time to Unload – carrier allows two hours to unload a full truckload. You will be charged for any additional time needed to unload the truck. **(Request a Quote)**
- Liftgate Service – hydraulic lift gate is needed to lower freight to unloading area. Does not include Inside Delivery. **(\$100/delivery)**
- Residential Delivery – delivery made at any non-commercial or private site. Does not include Inside Delivery. **(\$69/delivery)**

What are your receiving hours? _____

What equipment will be used to unload the shipment? Forklift Pallet Jack Other _____

Special instructions or restrictions for freight delivery: _____

TL Shipments

Do you have a standard dock accessible to a 53' semi tractor-trailer? Yes No

If not, how will the freight be offloaded in a timely manner?

Will the driver be required to provide any services beyond staging the truck and signing for the freight?

In what configuration should the trailer be loaded?

- 26 pallets per truckload, pallets loaded straight in the trailer
- 28 pallets per truckload, 1 side of the pallets will be loaded straight into the trailer and the other side will be turned
- 30 pallets per truckload, both sides of the pallets will be turned.

Person completing this application

Signature

Comments:

By signing above, PBE has permission to call, fax and email all numbers and email addresses given.