



"Serving the Delmarva Peninsula"

New Dealer Application Form



HEATING & COOLING
RIGHT FOR YOU.



Company Information

Company Name: _____

Address: _____

Street Address _____ Unit # _____

City _____ State _____ ZIP Code _____

Business Phone: (____) _____ Cell Phone Number: _____

Fax Number: (____) _____ Company Website: _____

Key Company Contact(s): _____ Email Address: _____

_____ Email Address: _____

_____ Email Address: _____

Company Licensing Information

This information is being requested in accordance with state law and federal regulations. The information is voluntary and will be for internal use and reference only...

Master HVAC/R License Information

Type: Master - Master Restricted - Limited - Journeyman

State: Maryland - Delaware - Virginia - Other _____

Name: _____

License #: _____

EPA Certification # : _____

NATE Certification:

Name: _____ NATE ID#: _____



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Company Detailed Information

How many years in HVAC/R Business: 1-3yrs - 3-5yrs - 5-10yrs - 10yrs +

Primary Scope of Work: Residential ___% - Light Commercial ___% - Commercial ___%

Add on Replacement ___% - New Construction ___% - Service ___%

What counties do you currently serve: _____

What brands are you currently offering:

TRANE - Lennox - American Standard - YORK - Amana - Goodman - Air Temp - Other _____

Key Motivators: *Industry studies have identified the following as key motivations for contractors looking to partner with a distributor & brand. Looking at all the categories below please choose which would be your top 5 for you and your company.*

PRODUCT

- Quality
- Reliability
- Efficiency
- Familiarity
- Support
- Serviceability
- Maintenance Ease
- Product Line Completeness
- Inventory/Availability

SALES & SERVICE

- Sales Staff Competency
- Attitude Professionalism
- Business Consulting
- Response/Turn Around Time
- Locations/Hours of Operation
- Pricing – good value for price
- Delivery Schedule
- Stocking/Return/Warranty Policies
- Personal Relationships
- Incentive Trips

PROGRAMS/SUPPORT

- Warranty
- Literature
- Credit Policy/Terms
- Reliable Supply
- Training
- Lead Generation
- Consumer Financing
- Business Insurance
- Computer Software
- Fleet Discounts
- End of Year Rebates
- Business/Sales Training

BRAND

- Reputation
- Consumer Preference
- National Advertising
- Promotional Support