

PRATT INDUSTRIES (USA)

NEW CUSTOMER / CREDIT CHANGE HQTO

Date: _____ Legacy Acct. #: _____ SAP Acct. #: _____

Location/Plant: _____ Present Credit Limit: \$ _____

TYPE OF CHANGE (CHECK ONE):

New Customer

D&B Request Only

Credit Limit Change

Credit Review

Terms Change

Special Terms Request Explanation: _____

CUSTOMER INFORMATION:

Name: _____

DUNS #: _____ D&B Scores: Paydex _____ Credit Score _____ Financial Score _____

Address: _____

City, State, Zip: _____

Phone (including area code): _____ Fax #: _____

Primary Contact: Name: _____ Email: _____

Initial Order Amount: _____

Annual Sales Volume Expected: \$ _____ (minimum) \$ _____ (maximum)

Sales Price Per Ton: _____ - Sales Price Per MSF: _____ -

Last FYE: _____ \$ _____ YTD: for _____ months \$ _____

Seasonal Factors? Yes No If yes, explain: _____

Sales Representative: _____

Credit Limit Requested: \$ _____ Terms Requested: _____

Payment History: Discount Prompt Days Slow _____

CREDIT REVIEW SECTION:

Information Check: _____

Comments: _____

APPROVALS: Terms: _____ Credit Limit: \$ _____

Regional Credit Manager: _____ Date: _____

General Manager (<= \$25k): _____ Date: _____

Div. Gen. Manager (<= \$250K) _____ Date: _____

Corp. Credit Mgr. : (<=\$250K) _____ Date: _____

CFO (>\$250k): _____ Date: _____

President / CEO (>\$500k): _____ Date: _____

****FOR INTERNAL USE ONLY****