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**5.2.2.2.2/PG1**

**LDS-F010**

**Delta Mechanical Seals  
Resaler Customer Information Form**

Return to Attn: Marketing Manager

Date \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone No: \_\_\_\_\_

Fax No: \_\_\_\_\_

E-mail No. \_\_\_\_\_

1. How did you first learn of Delta? \_\_\_\_\_

\_\_\_\_\_

2. Have you or your company done business with Delta Mechanical Seals in the past?

Yes \_\_\_\_\_

No \_\_\_\_\_

If yes, when \_\_\_\_\_

With what company \_\_\_\_\_

3. What is your primary interest at this time?

A. Literature \_\_\_\_\_

B. Technical information \_\_\_\_\_

C. Application/selection \_\_\_\_\_

D. Price quote and delivery \_\_\_\_\_

E. Other \_\_\_\_\_

4. What type of business is your company?

A. Pump distributor \_\_\_\_\_

B. Seal distributor \_\_\_\_\_

C. Other \_\_\_\_\_

5. What product lines do you sell?

A. Pump manufacturers - Brand names: \_\_\_\_\_

B. Seal manufacturers

1. BWIP \_\_\_\_\_

2. Chesterton \_\_\_\_\_

3. Crane \_\_\_\_\_

4. Durametallic \_\_\_\_\_

5. AES/Sealtec \_\_\_\_\_

6. Sealol \_\_\_\_\_

7. Burgmann \_\_\_\_\_

8. Flexibox \_\_\_\_\_

9. Other \_\_\_\_\_

Brand Name: \_\_\_\_\_

6. Who has primary responsibility for buying seals?

Name: \_\_\_\_\_

Title: \_\_\_\_\_

7. What is your area of coverage?

\_\_\_\_\_

8. How many outside sales people do you have? \_\_\_\_\_

9. How long has your company been in business? \_\_\_\_\_

10. Total net sales for last year? \_\_\_\_\_

11. What are your approximate annual purchases of seals in net dollars (your cost)?

A. \$0 to 5000

B. \$5001 to 10,000

C. \$10,001 to 20,000

D. \$20,001 to 30,000

E. \$30,001 to 50,000

F. \$50,000 to 100,000

G. \$100,000 to 200,000

H. \$200,000 to 500,000