

## CUSTOMER CHECKLIST

Distributor:		Distributor Rep:	
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### CUSTOMER DETAILS:

Contact Name:		Regional Manager:	
Company Name:		Date:	
Address		e-mail Address:	
City, ST Zip		Fax:	
Tel:		Approval Initials & Date	
INDUSTRY (Check all that apply)	<input type="checkbox"/> Aerospace	<input type="checkbox"/> Food/Agriculture	<input type="checkbox"/> Military/Defense
	<input type="checkbox"/> Automotive	<input type="checkbox"/> Laboratory	<input type="checkbox"/> Mining
	<input type="checkbox"/> Computer	<input type="checkbox"/> Marine	<input type="checkbox"/> Nuclear
	<input type="checkbox"/> Electronics	<input type="checkbox"/> Medical	<input type="checkbox"/> OEM
		<input type="checkbox"/> Racing	<input type="checkbox"/> Sports/Recreation
		<input type="checkbox"/> Textile	<input type="checkbox"/> Other:
Sample/Trial Product Requested:			Qty:
Support Product Recommendation and Reason:			Qty:
Current product in use:		Amount of this product to be used in a year:	
Material being machined:		Operation (e.g. Milling, Turning, etc.):	
Brand and model of machines in use:			
Total number of 'ALL' DRUMS purchased by this shop in a year:			
Is there an existing reclamation and maintenance procedure?			

### HEALTH, SAFETY AND ENVIRONMENTAL:

#### Customer Objectives: Current Problems/Issues

Dermatitis		Waste treatment problems	
Eye, nose or throat irritation		Chlorine concerns / EP	
Toxicity (LD <sub>50</sub> , Health Rating, Carcinogenic, PCA & DEA content, etc.)		Chemical composition, specific ingredients desired and not desired	

### PRODUCT (PERFORMANCE AND CHARACTERISTICS):

#### Customer Objectives: Current Problems/Issues

Additives required		Rancidity, Bacteria, Fungus / Odor	
Consumption		Residue (Color/Appearance)	
Customer approval and requirements		Fire Hazard	
Filtration current and desired		Rust, corrosion, staining during/after machining operation	
Fluid Life		Substance	
Foam		Surface quality and roughness average (RA) value desired	
Mist / Smoke		Tool life specific areas such as reaming, deep hole drilling...	
Paint and seal compatibility of the machine		Transparency	
Part cleaning, painting and plating problems		Viscosity	
Product Quality and Consistency			
Other:			