



FER 2018 Dealer Ranking **Deadline March 29, 2018**

Please return completed surveys to Christine Palmer by e-mail to cpalmer@fermag.com or fax at 847-336-2105.

1. Company Name (as it should be printed): _____

2. Headquarters Location (**city, state**): _____

3. **Total number** of Branches and Subsidiaries

Included In Revenue Numbers (**DO NOT include headquarters in count**): _____

4. Company Web Site: _____

5. Name of Person Submitting Data: _____

6. E-mail of Person Submitting Data: _____

7. Direct Phone of Person Submitting Data: _____

8. Number of Employees at ALL Locations: _____

9. Total Facilities Area (sq. ft. either in total or break down per location): _____

10. Total Revenues*

Use closest fiscal year if not calendar. **Period covered if not fiscal?** _____

(*Include revenues from all product sales, including equipment, durable supplies, tabletop, paper and other disposables, janitorial/sanitation chemicals and products, service or design fees, and fabrication purchased or produced for distribution resale. See fabrication options below.)

2017 Revenue \$ _____

2016 Revenue \$ _____

* Revenues MUST be verified by a signature or signed letter from a CPA or independent accountant. A company employee who is a CPA is acceptable. All dealers that verify their volume *will* be ranked and have their service offering listed in the magazine. Dealers that do not verify their volume will not be ranked. Revenues will be independently estimated and listed as such, if the editors believe the dealer would fall within the Top 50, but the dealer will not be ranked. Dealers falling below the Top 50 that do not verify volume will not be listed.

Verification Signature: _____

Name: _____ (Please print or type.)

Title: _____

Firm: _____ Date: _____

11. Percent of revenues by product category or source, 2016:

- Heavy Equipment ___%
- Light Equipment (You can pick it up) ___%
- Durable Supplies (Kitchenware, smallwares, etc.) ___%
- Tabletop & Servingware ___%
- Furniture & Furnishings ___%
- Paper & Disposables ___%
- Janitorial Products & Chemicals ___%
- Service & Design Fees ___%
- Fabrication (Include products manufactured by you or purchased by you for resale) ___%

12. Services Offered (Include only if service is performed by company employees or in company facilities, unless otherwise noted):

- Kitchen Design
- Interior Design
- Credit
- Showroom
- Cash & Carry
- Test/Training Kitchen
- Internet Ordering Capability
- Custom Catalogs (for chain and other customers)
- Custom Websites (for chain and other customers)
- Warehousing
- Staging
- Metal Fabrication
 - In-House
 - Outsourced
- Wood and/or Plastic Fabrication
 - In-House
 - Outsourced
- Logistics/Delivery
- Installation
 - In-House
 - Outsourced
- Equipment Set-Up and Calibration
- After-Market Parts/Service
- Other Services (Specify) _____

13. Buying Group Affiliations

- | | |
|---|--------------------------------------|
| <input type="checkbox"/> ABC | <input type="checkbox"/> NexGen |
| <input type="checkbox"/> Channel Partners Group | <input type="checkbox"/> NISSCO |
| <input type="checkbox"/> Excel | <input type="checkbox"/> PRIDE |
| <input type="checkbox"/> IFED | <input type="checkbox"/> SEFA |
| <input type="checkbox"/> NAFED | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> NESA | |

Questions? Contact Beth Lorenzini at blorenzini@fermag.com, 847/873-0340. Thank you.
Email completed forms to cpalmer@fermag.com or fax to 847/336-2105.