

SAMPLE CALL REPORT

APPLIED COMPONENTS, INCORPORATED

11343 Lagrange Road, Elyria, OH 44035 ~ (440)355-4720 ~ Fax (440)458-8497

Call Report

Principal: A. L. Hansen

Date: 10/12/07

Rep: Matthew Curtis

Market: Enclosures - Sheet Metal

Account: WIDGETS INC.

Status: RFQ

600 Widget Lane
Component, KY 40214

Phone: (888)555-5555

E-Mail: mike@widgets.com

Website:

Contact: Aaron Smith

Title: Buyer

Joint call with Bill Hansen and Chuck Bullock

Action Required:

- 1) Quote formed "legs" for cabinets. Quote with and without welding of the bottom plate. Quantity is 125,000/yr.
- 2) Quote left and right hinges. 50,000 left and 50,000 right.
- 3) Quote rods guides. 75,000/yr.
- 4) Quote casters per sample. Usage is 400-500/month of the swivel caster. 200/month of non swivel caster. 200/month of non swivel caster with brake. 200/month of non swivel with bar brake.
- 5) Quote drawer slides per sample. Usage is 4000-5000 per month.
- 6) Please send me a sample of the 3 prong swivel hooks so that I can take in to Widgets. Provide quote for 1000 pcs/yr.

Competition: Specialty Parts & Components

Target Price: Leg assembly \$3.00 each, hinges \$0.75 each, pins \$0.75 each, slides \$6.75 each.

Time Frame of Project: Immediate

Usage Forecast: See above

Comments: All samples have been sent via US Mail. If you have any questions please call.

Matt Curtis, ACI