

## Distributor Questionnaire

| Can your current distributor do the following:   | Yes                      | No                       |
|--|--------------------------|--------------------------|
| • Provide in-depth knowledge of systems and flows?   | <input type="checkbox"/> | <input type="checkbox"/> |
| • Repair and rebuild pumps?  | <input type="checkbox"/> | <input type="checkbox"/> |
| • Custom build pump bases?   | <input type="checkbox"/> | <input type="checkbox"/> |
| • Stock stainless steel motors?  | <input type="checkbox"/> | <input type="checkbox"/> |
| • Repair and rebuild valves?   | <input type="checkbox"/> | <input type="checkbox"/> |
| • Stock new and used valve components to build a valve to meet your needs even if the one you want isn't in stock? | <input type="checkbox"/> | <input type="checkbox"/> |
| • Maintain a large pump, valve, and fittings inventory?  | <input type="checkbox"/> | <input type="checkbox"/> |
| • Provide same-day service on in-stock items?  | <input type="checkbox"/> | <input type="checkbox"/> |
| • Modify pump and valve fittings according to your needs?  | <input type="checkbox"/> | <input type="checkbox"/> |
| • Inspect and test pumps before shipping?  | <input type="checkbox"/> | <input type="checkbox"/> |
| • Offer complete in-house machining services?  | <input type="checkbox"/> | <input type="checkbox"/> |
| • Custom-cut impellers to size?  | <input type="checkbox"/> | <input type="checkbox"/> |
| • Use a computerized pump-sizing program to match the right pump to your process?                                  | <input type="checkbox"/> | <input type="checkbox"/> |
| • Stock 304 and 316L fittings?   | <input type="checkbox"/> | <input type="checkbox"/> |
| • Offer competitive price discounts?   | <input type="checkbox"/> | <input type="checkbox"/> |
| • Maintain an inventory of parts and seal kits?  | <input type="checkbox"/> | <input type="checkbox"/> |
| • Provide a one-stop source for all your plant needs including consulting, designing, and fabricating?             | <input type="checkbox"/> | <input type="checkbox"/> |

**As a Master Distributor for Alfa Laval and Tri-Clover products,  
Koss Industrial offers you all these advantages and more!  
Call us today at 1-800-844-6261 for information.**