

SALES REP TO COMPLETE

Full Business Name

Line Discount Band

Code	Name
☐ CCL	Carpet Court Ltd
☐ CHF	Choices Flooring
☐ COM	Commercial Contractor
☐ CPT1COM	Carpet One Commercial
☐ CR	Ceramic Reseller
☐ FD	Flooring Design Group
☐ HAR	Harrisons
☐ HILLS	Hills Flooring Ltd
☐ KIFR	Key Independent Flooring Retailers
☐ OIFR	Other Independent Flooring Retailers
☐ TFC	The Flooring Centre Group
☐ TFR	The Flooring Room Group
☐ XTR	Flooring Xtra Ltd

Company Chain

Code	Name
☐ C1F	Harrisons
☐ CB	Carpet Barn
☐ CCL	Carpet Court
☐ CHF	Choices Flooring
☐ CP1	Carpet One Head Office
☐ FLP	Floorpride
☐ HILLS	Hills
☐ JAC	Jackson Franchise (Flooring Design)
☐ MET	Metlifecare
☐ SMC	Smith City
☐ TFC	The Flooring Centre
☐ TFR	The Flooring Room
☐ XTR	Flooring Xtra

Sales District

Code	Name
☐ AC	Auckland Central
☐ AE	Auckland East
☐ AR	Auckland Showroom
☐ AS	Auckland South
☐ AW	Auckland West
☐ BP	Bay of Plenty
☐ CA	Canterbury
☐ CC	Christchurch City
☐ CM	Coromandel
☐ CO	Central Otago
☐ CR	Christchurch Showroom
☐ DN	Dunedin City
☐ GB	Gisbourne
☐ HB	Hawkes Bay
☐ KC	King Country
☐ MA	Manawatu
☐ NL	Northland
☐ NM	Nelson/Marborough
☐ NS	North Shore
☐ OR	Orakei Showroom
☐ OT	Otago
☐ SL	Southland
☐ SW	South Waikato
☐ TA	Taranaki
☐ WC	Wellington City
☐ WE	West Coast
☐ WG	Wanganui
☐ WK	Waikato
☐ WP	Wellington Province
☐ WR	Wellington Showroom
☐ XX	Export
☐ ZZ	Other

Sales Group Pricing

Code	Name
☐ Tier 01	Tier 01 – AA
☐ Tier 02	Tier 02 – AB
☐ Tier 03	Tier 03 – AC
☐ Tier 04	Tier 04 – AD
☐ Tier 05	Tier 05 – BA
☐ Tier 06	Tier 06 – BB
☐ Tier 07	Tier 07 – BC
☐ Tier 08	Tier 08 – BD
☐ Tier 09	Tier 09 – CA
☐ Tier 10	Tier 10 – CB
☐ Tier 11	Tier 11 – CC
☐ Tier 12	Tier 12 – CD
☐ Tier 13	Tier 13 – DA
☐ Tier 14	Tier 15 – DB
☐ Tier 15	Tier 15 – DC
☐ Tier 16	Tier 16 – DD
☐ Tier CC	Tier CC (Carpet Court)
☐ Tier CH	Tier CH (Choices)

Sales Responsible

Area	Name	Code
☐ Commercial	_____	_____
☐ Residential	_____	_____

MANAGER TO COMPLETE

Does this account meet your Branch Business Plan?

Have existing customers in the area been advised that you intend to open this account?

Does this account require rep servicing?

What credit limit do you recommend?

Y N
☐ ☐
☐ ☐
☐ ☐

Attachments (Both Must Be Attached)

☐ Credit Application Form
☐ Personal Guarantee

Recommendation

☐ Approved
☐ Declined

FINANCE TO COMPLETE

Credit Check Report

1	Referee	Phone No.
	Spoke To	Date
	Comments	
		
		
2	Referee	Phone No.
	Spoke To	Date
	Comments	
		
		
3	Referee	Phone No.
	Spoke To	Date
	Comments	
		
		

Processing Check List

	Y	N
Credit Report OK Report	☐	☐
Attached	☐	☐
Company Registrar	☐	☐
Credit References OK	1 ☐	1 ☐
	2 ☐	2 ☐
	3 ☐	3 ☐

Credit Class

Terms

Credit Limit

Signature Date

Parent Child

PARENT ACCOUNT NAME No.

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Group

BILLING GROUP NAME No.

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Bank Details

BRANCH Code

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General Comments

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FINANCE DIRECTOR TO COMPLETE

Application

☐ Approved

☐ Declined

General Comments

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Signature

Date

ACCOUNT NO.