

CAMPBELL RIVER  
 COURTENAY  
 CRANBROOK  
 DAWSON CREEK  
 DUNCAN  
 FORT NELSON  
 KAMLOOPS  
 LANGLEY



**E.B. Horsman & Son**  
*The Electrical Distributor of Choice!*

\*REGISTERED ISO 9001

MAILING ADDRESS:  
 17855 - 66 AVE.  
 SURREY, BC V3S 7X1

CREDIT DEPT. TEL: 604-576-4608  
 TOLL FREE: 888-467-7626

SHOP ONLINE: WWW.EBHORSMAN.COM  
 INFO@EBHORSMAN.COM



PARKSVILLE  
 PENTICTON  
 PRINCE GEORGE  
 RICHMOND  
 \*SURREY  
 TERRACE  
 VERNON  
 WILLIAMS LAKE

**APPLICATION FOR CREDIT**

DATE

**Please return original Signatures by MAIL for processing**

Billing Name of Applicant		Registered? <input type="checkbox"/> Yes <input type="checkbox"/> No	
Billing Address		City	Province
Postal Code	Phone	Cell	Partnership <input type="checkbox"/>
Type of Business		Fax	Proprietorship <input type="checkbox"/>
Billing Email		Years Established	Corporation <input type="checkbox"/>

**NAME OF INDIVIDUAL** – Partners or Company Officers

Full Name	Home Address	Position

**HST/GST Number**

**TRADE REFERENCE:** List below names of firms you now have accounts with and from whom you agree we can request credit information:

	Name	Address	Telephone & Fax
1.			
2.			
3.			

All banks dealt with	1.	Branch Address
	2.	Branch Address

Has applicant given any assignment of its Account Receivable or any charge over its assets?  Yes  No (If yes, Please provide details)

For the purpose of obtaining credit I the undersigned certify the following to be a true and accurate statement of the Applicant's assets and liabilities as at its stock taking date \_\_\_\_\_

(signature)

**BUSINESS DATA:**

**ASSETS**

**LIABILITIES**

Cash in Bank	Bank Loan or Overdraft
Inventory Value	Loans or Mortgages
Notes and Accounts Receivable	Accounts Payable
Annual Sales	
Estimated purchase amount for normal month's operations	

**FOR OFFICE USE ONLY**

Customer No.	Price Code	Class	SIC Code	D/M	Salesman	Approved By	Date Approved

In consideration of E.B. Horsman & Son selling and from time to time advancing credit to the "Applicant," as signed below in Box A, the Applicant agrees and understands that the terms upon which E.B. Horsman & Son grants credit are as follows:

- 1) E.B. Horsman & Son can discontinue extending credit at any time without notice to the Applicant.
- 2) The Application hereby authorizes E.B. Horsman & Son to obtain all credit reports and other information it deems necessary in connection with the Applicant's request for credit. The Applicant consents to E.B. Horsman & Son collecting personal information about the Applicant, including the Applicant's name, address, phone numbers, e-mail address, birthday, age, gender, social insurance number, and detailed financial information. The Applicant acknowledges that E.B. Horsman & Son will use this personal information to determine whether or not to grant or extend credit to the Applicant and whether or not to conduct business with the Applicant. The Applicant also acknowledges that this personal information will be disclosed to Equifax Canada, Dun & Bradstreet, and any other organization requesting credit references or information about the Applicant. The Applicant hereby explicitly consents to E.B. Horsman & Son collecting, using and disclosing the Applicant's personal information as describes in the paragraph.
- 3) Accounts are due and payable 30 days after the invoice date.
- 4) A service charge will apply on any overdue invoice from the date such invoice becomes overdue. The overdue amount may include service charges previously applied to the account, resulting in compounding of service charges. Rate of service charge is subject to change upon notification from E.B. Horsman & Son. Until notification of change, the rate will be 2% per month (26.8% per annum).
- 5) Every purchase, transaction, job designation, or pickup of goods noted or referred to in any invoice, packing slip, notice, statement of account or any other communication issued by E.B. Horsman & Son to the Applicant, shall be conclusively deemed and considered as authorized, correct and ratified by the Applicant unless E.B. Horsman & Son receives written notice to the contrary from the Applicant within twenty days of receipt by the Applicant of such invoice, packing slip, notice, statement of account or other communication. All sales are applicable to and applicants must adhere to E.B. Horsman & Son terms and conditions.
- 6) From time to time, we may use your personal information to provide you with products, promotions and services in compliance with Canadian Privacy laws. If you prefer not to receive products or promotional materials please email the [privacy.office@ebhorsman.com](mailto:privacy.office@ebhorsman.com).
- 7) The Applicant hereby grants to E.B. Horsman & Son a continuing security interest or purchase money security interest in all goods sold or delivered by E.B. Horsman & Son and their proceeds to secure performance by the Applicant of all its obligations to E.B. Horsman & Son. The Applicant waives its right to receive a copy of any Financing Statement or Verification Statement and acknowledges receipt of a copy of this agreement.

<b>A. Billing name of the Applicant (same as page 1):</b> _____	
_____ <small>SIGNATURE OF PROPRIETOR, PARTNERS OR OF DIRECTOR, IF APPLICANT IS A CORPORATE ENTITY</small>	_____ <small>WITNESS SIGNATURE</small>
Print Name: _____	Print Name: _____
_____ <small>SIGNATURE OF PROPRIETOR, PARTNERS OR OF DIRECTOR, IF APPLICANT IS A CORPORATE ENTITY</small>	Address: _____
Print Name: _____	

**PERSONAL GUARANTEE**

In consideration of E.B. Horsman & Son dealing with, and from time to time advancing credit to the "Applicant" as signed above in Box A, or below in Box B, in any capacity I/We the Undersigned, do hereby jointly and severally unconditionally guarantee to E.B. Horsman & Son the payment, whenever due, of any and all amounts payable, at any time now or hereafter, by the Applicant to E.B. Horsman & Son AND I/We the undersigned do jointly and severally guarantee the faithful performance by the Applicant of any and all agreements now existing or which may hereafter be entered into between the Applicant and E.B. Horsman & Son.

It is expressly understood and agreed that this is a continuing guarantee and that the liability of the undersigned hereunder shall not be limited but shall include the full indebtedness at any time of the applicant to E. B. Horsman & Son.

AND FURTHER that E.B. Horsman & Son shall not be obliged to give notice to the undersigned of any further or other accounts due and owing and/or the execution of any agreements nor of the non-payment of any amounts due and owing jointly or on account of any agreement with E.B. Horsman & Son by any party thereto.

AND FURTHER that the guarantee herein and the liability created hereunder shall not be affected by any settlement, extension or variation of terms of any agreement or by additional security or guarantee taken or surrendered or otherwise lost or destroyed by E.B. Horsman & Son or by any carelessness or negligence of E.B. Horsman & Son in asserting its rights against the Applicant or any other person, or otherwise, nor by the termination for any cause whatsoever of any right of E.B. Horsman & Son against any person. AND IN PARTICULAR, but without in any way limiting the generality of the foregoing, E.B. Horsman & Son shall have the right to change the Applicant's credit limit or supply material in excess of the credit limit at any time without notice to the undersigned. NOTWITHSTANDING ANY CHANGE IN THE APPLICANT'S CREDIT LIMIT or supply of materials in excess of the credit limit, the undersigned shall be liable for the Applicant's entire indebtedness to E.B. Horsman & Son.

It is expressly understood and agreed that if goods are ordered from E.B. Horsman & Son and charged to the Applicant's account by a corporation related to the Applicant or carrying on or continuing the business formerly carried on by the Applicant, the undersigned shall be liable under this guarantee in exactly the same way and to exactly the same extent as if that corporation had been included in the definition of "Applicant" in this guarantee.

The undersigned jointly and severally agree to pay to E.B. Horsman & Son any amount at any time due hereunder immediately upon demand without requiring any demands to be made upon or protest to be made or notice of non-payment or non-performance to be given, or proceedings to be taken against the Applicant or any other guarantor of any party primarily or otherwise liable to E.B. Horsman & Son by virtue of any of the purchases or agreements on behalf of or with Applicant.

DATED at _____ on the _____ day of _____ 20_____	
_____ <small>(Name of City)</small>	SIGNATURE OF GUARANTOR(S)
<b>B. Billing name of the Applicant (same as page 1):</b> _____	
Signature _____	_____
	<small>WITNESS SIGNATURE</small>
Guarantor 1 (Print Name) _____	Print Name: _____
Signature _____	Address: _____
Guarantor 2 (Print Name) _____	

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## Customer Questionnaire

Thank you for choosing to open an account with E.B. Horsman & Son, we appreciate your business. In order for us to better understand your needs and organize our efforts to deliver "the best products, best people and best service," we ask that you fill out this quick questionnaire:

### 1. Company Name

---

### 2. Business Type

Please check boxes of a, b & c that best describe your business:

- |   |  |   |
|---|--|---|
| <b>a)</b><br><input type="radio"/> Commercial<br><input type="radio"/> Data Comm<br><input type="radio"/> Industrial<br><input type="radio"/> Residential<br><input type="radio"/> Retail | <b>b)</b><br><input type="radio"/> Consultant<br><input type="radio"/> Contractor<br><input type="radio"/> Distributor<br><input type="radio"/> End User<br><input type="radio"/> Government<br><input type="radio"/> Institutional<br><input type="radio"/> OEM<br><input type="radio"/> Other<br><input type="radio"/> Panel Shop<br><input type="radio"/> System Integrator | <b>c)</b><br><input type="radio"/> Aerospace<br><input type="radio"/> Agriculture<br><input type="radio"/> Alternative Energy<br><input type="radio"/> Aquaculture<br><input type="radio"/> Automotive<br><input type="radio"/> Chem/Pharma<br><input type="radio"/> Cities/Municipalities<br><input type="radio"/> Data & Security<br><input type="radio"/> Film & Entertainment<br><input type="radio"/> Food & Beverage<br><input type="radio"/> Forestry Panel Mill<br><input type="radio"/> Forestry Sawmill<br><input type="radio"/> Forestry Special Products<br><input type="radio"/> Grain Elevators<br><input type="radio"/> Green Houses<br><input type="radio"/> Hospitals<br><input type="radio"/> Hotel & Property<br><input type="radio"/> HVAC<br><input type="radio"/> Machine Builder<br><input type="radio"/> Marine<br><input type="radio"/> Military<br><input type="radio"/> Mining<br><input type="radio"/> Oil & Gas<br><input type="radio"/> Packaging/Material Handling<br><input type="radio"/> Portable Housing<br><input type="radio"/> Ports & Harbours<br><input type="radio"/> Pulp & Paper<br><input type="radio"/> School Boards<br><input type="radio"/> Telecommunications<br><input type="radio"/> Transportation<br><input type="radio"/> Utilities<br><input type="radio"/> Water/Wastewater |
|---|--|---|

### 3. Purchasing

Please select the amount you plan to purchase in electrical products in one year:

- \$0 - \$15,000     
  \$15,000 - \$50,000     
  \$50,000 - \$100,000     
  \$100,000 +

### 4. Branches

Which of the following E.B. Horsman & Son branches will you be doing most of your business with?

- |  |  |  |  |
|--|--|--|--|
| <b>Vancouver Island</b><br><input type="radio"/> Campbell River<br><input type="radio"/> Courtenay<br><input type="radio"/> Duncan<br><input type="radio"/> Parksville | <b>Vancouver Lower Mainland</b><br><input type="radio"/> Langley<br><input type="radio"/> Richmond<br><input type="radio"/> Surrey | <b>Interior BC</b><br><input type="radio"/> Cranbrook<br><input type="radio"/> Kamloops<br><input type="radio"/> Penticton<br><input type="radio"/> Vernon | <b>Northern BC</b><br><input type="radio"/> Dawson Creek<br><input type="radio"/> Fort Nelson<br><input type="radio"/> Prince George<br><input type="radio"/> Terrace<br><input type="radio"/> Williams Lake |
|--|--|--|--|

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VERNON  
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## 5. Contact Information

Please list the following contacts for your company:

### Accounts Payable

First & Last Name: \_\_\_\_\_ Position: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email Address: \_\_\_\_\_

### Purchasing

First & Last Name: \_\_\_\_\_ Position: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email Address: \_\_\_\_\_

### Electrical Product Specifier (e.g. Engineer, Electrical Lead, Owner, etc.)

First & Last Name: \_\_\_\_\_ Position: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email Address: \_\_\_\_\_

## 6. On Line Services

E.B. Horsman & Son has a B2B website, to sign up go to: [www.ebhorsman.com](http://www.ebhorsman.com). Please select which of the following services interests you:

- Order Entry                       Online Price and Availability                       Check Purchase History  
 Online Account Information                       Expedite Open Orders                       Online Quotes  
 Product Technical Information

## 7. Billing Preference

Please specify any preferences regarding invoicing and statements:

	Invoices	Statements	
Fax	<input type="radio"/>	<input type="radio"/>	Fax # _____
Email	<input type="radio"/>	<input type="radio"/>	Email: _____

## 8. Payment Method

Upon credit approval, please indicate your preferred method of payment:

- OnLine/Internet Banking                       EFT/Direct Deposit                       Cheque/Cash

## 9. Other

Please use this section to specify any other requirements you may have so that we may be your Electrical Distributor of Choice!

\_\_\_\_\_  
\_\_\_\_\_