

**PRELIMINARY CUSTOMER SPECIFICATION WORKSHEET**  
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<b>DATE:</b> _____	<b>STATUS:</b> _____
<b>COMPANY:</b> _____	<b>CONTACT:</b> _____
<b>ADDRESS:</b> _____	<b>POSITION:</b> _____
<b>CITY, STATE, ZIP:</b> _____	<b>PHONE:</b> _____

**PRELIMINARY SPECIFICATIONS**

1. Pressure Range:           Normal Operating Pressure \_\_\_\_\_  
  Maximum Operating Pressure \_\_\_\_\_
2. Vacuum Range ("Hg):    Normal Operating Vac Level \_\_\_\_\_  
  Minimum Vacuum Capability \_\_\_\_\_  
  Maximum Vacuum Capability \_\_\_\_\_
3. Flow Requirements (lpm):   Minimum Flow at Pressure \_\_\_\_\_ @ \_\_\_\_\_  
  Minimum Flow at Vacuum \_\_\_\_\_ @ \_\_\_\_\_
4. Restart Load (PSIG/"Hg):   Minimum Restart Pressure \_\_\_\_\_  
  Minimum Restart Vacuum \_\_\_\_\_
5. Duty Cycle:                Continuous \_\_\_\_\_  
  Intermittent \_\_\_\_\_      Time On \_\_\_\_\_      Time Off \_\_\_\_\_
6. Operating Hours per Year: \_\_\_\_\_
7. Expected Service Free Life: \_\_\_\_\_
8. Voltage/Frequency (Range):   AC \_\_\_\_\_      DC \_\_\_\_\_      Frequency \_\_\_\_\_
9. Maximum Current:           Continuous \_\_\_\_\_      Peak Level \_\_\_\_\_
10. Ambient Temperature Range:   Minimum \_\_\_\_\_      Maximum \_\_\_\_\_
11. Corrosion Protection/Paint: \_\_\_\_\_
12. Dust Tight/Waterproof: \_\_\_\_\_
13. Packaging Requirements: \_\_\_\_\_
14. Weight Restrictions: \_\_\_\_\_
15. Dimensional Restrictions:   Length \_\_\_\_\_      Width \_\_\_\_\_      Height \_\_\_\_\_
16. Port Locations:            Intake Location \_\_\_\_\_      Thread Size \_\_\_\_\_  
  Exhaust Location \_\_\_\_\_      Thread Size \_\_\_\_\_
17. Mounting Requirements:    Mounting Thread Size \_\_\_\_\_
18. Sound Level Requirements: \_\_\_\_\_
19. Additional Requirements: \_\_\_\_\_
20. Projected Annual Qty: \_\_\_\_\_

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## APPLICATION INFORMATION

1. New Project or a Replacement?    New Project \_\_\_\_\_    Replacement \_\_\_\_\_
2. If replacement:    Replacing Thomas Model \_\_\_\_\_  
                                 Replacing Competitor \_\_\_\_\_    Model: \_\_\_\_\_
3. Customer's comments regarding the competitor: \_\_\_\_\_  
\_\_\_\_\_
4. How long would Thomas be evaluated? \_\_\_\_\_
5. Additional qualification criteria: \_\_\_\_\_  
\_\_\_\_\_

## CUSTOMER BILL OF MATERIAL

1. Thomas Model Number: \_\_\_\_\_
2. Thomas Accessories: \_\_\_\_\_

## MARKET INFORMATION

1. Customer Target Price: \_\_\_\_\_
2. Competitor's Price: \_\_\_\_\_
3. Sample Unit(s) Quantity: \_\_\_\_\_
4. Production Units:    Total Project Qty \_\_\_\_\_    Annual Qty \_\_\_\_\_  
                                 Pjt Start Date \_\_\_\_\_    Projected Pjt Life in Years \_\_\_\_\_
5. New Product Engineering Changes/Tooling Cost (Will Cust. Pay?) \_\_\_\_\_
6. What is Probability of the Project? \_\_\_\_\_
7. Which Regulatory Agency Approvals are Required?    UL \_\_\_\_\_    CSA \_\_\_\_\_    CE \_\_\_\_\_  
   TUV \_\_\_\_\_    Other \_\_\_\_\_

## ADDITIONAL INFORMATION

1. Quotation Required:    Yes \_\_\_\_\_    No \_\_\_\_\_    Date Required \_\_\_\_\_
2. Literature Required:    Yes \_\_\_\_\_    No \_\_\_\_\_    Type \_\_\_\_\_
3. How did customer hear about Thomas? \_\_\_\_\_
4. Have they used Thomas products before? \_\_\_\_\_  
\_\_\_\_\_