**LASER APPLICATION FORM**

**Company Name:**

**Meeting Attendance:**
- Name: 
- Name: 
- Name: 
- Position: 
- Position: 
- Position: 

**Plant Tour:** Y/N

**Present Method of Cutting Material:**
- Existing Laser
- Hi-def Plasma
- Outsource
- Turret Punch Press

**Why are you interested in a laser?**
- Need shape cutting capability
- Want to develop new markets
- Need More Capacity
- Better Tolerances
- Other
- Need Capability
- Replacement
- Eliminate Outsourcing
- Get control over costs, quality, delivery, etc

**What is the Application?**

<table>
<thead>
<tr>
<th>Material type</th>
<th>Material type</th>
<th>Material type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Material thickness range</td>
<td>Material thickness range</td>
<td>Material thickness range</td>
</tr>
<tr>
<td>Most frequent thickness range</td>
<td>Most frequent thickness range</td>
<td>Most frequent thickness range</td>
</tr>
<tr>
<td>Material size (sheet size)</td>
<td>Material size (sheet size)</td>
<td>Material size (sheet size)</td>
</tr>
<tr>
<td>Part size Range</td>
<td>Part size Range</td>
<td>Part size Range</td>
</tr>
<tr>
<td>Tolerance needed</td>
<td>Tolerance needed</td>
<td>Tolerance needed</td>
</tr>
<tr>
<td>Hole size range</td>
<td>Hole size range</td>
<td>Hole size range</td>
</tr>
<tr>
<td>% Used</td>
<td>% Used</td>
<td>% Used</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Tubing</th>
<th>Rectangular</th>
<th>Round</th>
</tr>
</thead>
<tbody>
<tr>
<td>Size of Tube</td>
<td>Material Type</td>
<td>Wall Thickness</td>
</tr>
</tbody>
</table>

- Preparing blanks for forming
- Preparing blanks for welding
- Yes/No Are edges to be welded?
- Yes/No Are edges to be painted?
# LASER APPLICATION FORM

**How important is...?**  *(Very, Somewhat, Not at all)*

A. Quality Issues

- ________ Accuracy
- ________ Repeatability

B. Features

- ________ Rotary Axis
- ________ Loader
- ________ Unloader
- ________ Tower
- ________ Shuttle Table
- ________ Accuracy
- ________ Repeatability
- ________ Fast nozzle alignment
- ________ Automatic nozzle cleaning
- ________ Operator Accessibility to worm area
- ________ Seamless Integration with press brakes
- ________ Ease of Programming
- ________ Quick Change Head
- ________ Remote Pendant

C. Service and Support

- ________ Locally Available Parts
- ________ Locally Available Service
- ________ 2 year Warranty
- ________ PM's

D. Miscellaneous Factors

- ________ Reputation
- ________ Local References
- ________ Delivery
- ________ Timing (PO)
- ________ Value
- ________ Trade-In?

**Next Step:**

- ________ Demo?
- ________ Samples
- ________ Prepare Quote
- ________ When do you need machine?
- ________ Full Power Point Presentation
- ________ Meet with Operators/Decision Makers
- ________ Project Funded
- ________ Time Studies
- ________ Software Demo

Please describe your purchasing processes and who is involved with the decision: