



Wells Fargo Equipment Finance, Inc.
 733 Marquette Ave
 Investors Building Suite 700
 Minneapolis, MN 55402

Equipment Financing Application Trucks/Trailers

Attn: Laurie Kirpach Phone: 612-667-5874 Fax: 866-878-5590

Vendor (Supplier of Equipment)	Phone No. ()
Vendor Address	Fax No. ()
Lessee (Borrower) Legal Name	Phone No. ()
Email Address	Fax No. ()
Address	ICC No.
Billing Address	

Organization Type Corporation Partnership Sole Proprietorship Limited Liability Co. Tax ID No. _____

Equipment New Equipment Purchase Used Equipment Purchase Growth Replacement Refinance

Equipment Description	Equipment Price
	Less Trade
	Less Down Payment
	Finance Amount

Type of Financing Desired Lease/Loan Term
 Loan Lease (TRAC _____%) Lease (Fair Market Value) Other _____ 36 48 60 72 84

Lessee/Borrower Credit Information

Year Started _____ No. of Employees _____ Annual Revenue \$ _____
 Line of Credit Amount/Amount Available \$ _____ / _____

Top 5 Customers

_____ % of annual sales	Name _____	City, State _____
_____ % of annual sales	Name _____	City, State _____
_____ % of annual sales	Name _____	City, State _____
_____ % of annual sales	Name _____	City, State _____
_____ % of annual sales	Name _____	City, State _____

Owner/Guarantor Name/ Percent of Ownership Social Security No. _____

Residence Address Residence Phone No. _____

Owner/Guarantor Name/ Percent of Ownership Social Security No. _____

Residence Address Residence Phone No. _____

Related Companies And Ownership information

Company Name	Affiliation (e.g. Subsidiary, Common Ownership, % Stockholder)

References

Bank	Business and/or Personal Acct No.	Contact Name	Phone No. ()
Finance Company	Account No.	Contact Name	Phone No. ()
Finance Company	Account No.	Contact Name	Phone No. ()
Comments			

Capital Expenditures for next 12 months for Trucks and Trailers and timing?

Fleet Statistics

	<u>Owned</u>	<u>Leased</u>	<u>Rented</u>	<u>Owner/Operators</u>	<u>Total</u>	<u>Average Age</u>
Number of Trucks:						
Number of Trailers:						
	<u>Average Annual Miles</u>		<u>Replacement Policy</u>		<u>Depreciation Policy</u>	
Trucks:	Miles		Years		Years	Residual %
Trailers:	Miles		Years		Years	Residual %
Deadhead Mileage Percentage			%			
Average Revenue/Mile			\$			
Number of Team / Single / Owneroperator Drivers			/	/		
Average Driver Turnover %			Any Leasing? If so, To Whom?			

Operating Practices

Geographic markets served: _____

Types of products hauled, or industries served: _____

Fuel Surcharges: Yes No

Insurance

Do You have a self-insurance program? Yes No

Insurance Company Name (Liability & Physical Damage) _____ Agent _____ Telephone # _____

What are your current auto liability and physical property deductibles? \$ _____ (Auto liability) \$ _____ (Physical property damage)

Signatures (ALL OWNERS/GUARANTORS MUST SIGN AND DATE)

I certify that the information stated in this application is true and correct to the best of my knowledge. I understand that you will retain this application whether or not it is approved. You and/or your assigns are authorized to check my credit and employment history, obtain insurance information and to answer questions about your credit experience with me. I authorize you to contact my creditors and authorize any creditor so contacted to release to you such credit information as you may request.

Applicant's Signature	Date
Applicant's Signature	Date
Applicant's Signature	Date
Applicant's Signature	Date

IMPORTANT: Attach Financial Statements which include Profit and Loss Statements for last three fiscal year ends with footnotes and interim statements within last 3 months.

Notice: To help the government fight the funding of terrorism and money laundering activities, U.S. Federal law requires financial institutions to obtain, verify and record information that identifies each person (individuals or businesses) who opens an account. What this means for you: When you open an account or add any additional service, we will ask you for your name, address, and taxpayer identification number that will allow us to identify you. We may also ask to see other identifying documents.