

# Commercial Truck Dealer Finance Program

New and Used Equipment – Heavy & Med Duty Trucks, Vocational Vehicles & Trailer Financing Program



1<sup>st</sup> Commercial Credit, LLC

Phone: 915-351 1300 Fax: 915-975-8102 E-Mail: [info@1stcommercialcredit.com](mailto:info@1stcommercialcredit.com)

300 E Main St Suite 1414

El Paso TX, 79901

1<sup>st</sup> Commercial Credit will be pleased to handle your entire customer financing needs and enable you more time to make more sales. Our truck financing underwriting department has over 20 years of commercial equipment financing experience. We are able to be your financing source partner by offering programs available to suit all types of customer's financial needs from **A+** Credit to the more credit challenged (**C**).

Call for details. **1-915-351-1300**

**News Update** - Now you can offer you're **A** and **B** credit customers even lower payments with TRAC deals and residuals from 15% to 35% on most equipment – NEW AND USED!

Try us out **Today!**

**Fax information to 915 975 8102**

1. Customer credit application
2. Buyers' order and
3. Detailed equipment specs

**Important to note:** 1<sup>st</sup> Commercial Credit **DOES NOT** have any inventory of its own to sell. We are dedicated to serving the dealer community though versatile financing programs and superior service.

## Start-ups, First Time Buyers and Story Credits - OK " C " Program Highlights

This program is specifically designed to help you obtain financing for your creditworthy customer that may have been turned down already, or you know simply does not fit into your usual credit programs.

1<sup>st</sup> Commercial Credit will work to make the deals happen when others will not. We can handle you're A – B and C deals.

- Fast credit decisions – usually within 48 hours. Credit scores 585 +. 100% non-recourse to the dealer.

- Class 8 trucks 2001 or newer, Vocational vehicles 1998 or newer. Medium duty – no age restriction.

- Loan amount up to the NTDA wholesale value and all are \$1 out leases (\$101.00 for challenged credits).

- Standard terms from 24 months to 60 months.

- Typical program calls for 10% cap-reduction plus 1st and last monthly payment to start, plus standard processing fee of \$550.

- Easy to get started: Fax your customers signed credit application with a buyer's order and itemized vehicle specification sheet to attn: Raul at fax **915 975 8102**

- Medium duty / Off-road and construction equipment a specialty.

## B Credits Program " B " Program Highlights

- Fast credit decisions – usually within 48 hours. Credit scores 640+.

- 100% non-recourse to the dealer.

- 5 year old or newer Class-8.

- Dealer reserve with volume targets. (2.0 pts typically)

- Application only up to the \$150,000.

- Standard terms from 24 months to 60 months. 72 months on trailers.

Typical program calls for 1<sup>st</sup> monthly payment to start, plus standard processing fee of \$550.

Easy to get started: Fax your Customer's signed credit application with a buyer's order and itemized vehicle specification sheet to:

**Fax 915 975 8102.**

Medium duty / Off-road and Construction equipment a specialty.

Vocational equipment gets special consideration.

Very competitive rates and terms available.



# 1<sup>st</sup> Commercial Credit, LLC

300 E Main St -Suite 1414 – El Paso TX 79901

Truck Equipment Lease Application

FAX (915) 975-8102 or Office (915) 351-1300

We are only processing applicants that are ready to purchase and have selected a truck or trailer.

## **Requirements to receive a conditional approval and rates:**

1. Application completely filled out
2. Equipment Specifications Sheet
3. Buyers Order Form from the Dealer or Seller

**Once we receive the above items and we feel that you will qualify, you will receive a conditional approval that will contain your monthly payment and number of months for the finance term. You will need to provide the following for final funding:**

## **Please note the following Pre-Qualify check list items before applying:**

- We do not provide truck and trailer financing in and **Louisiana** or **Canada** at this time.
- We do not finance trucks or trailers older than **2001** year models.
- Lessee will be responsible for all tax's due, unless proof of tax exemption is made prior to ordering lease documents.
- Must have credit references from current or past installment payments (i.e. Auto loans, Mortgage payments, Rent payments, previous leases, or any other installment loans).
- 2 years of tax returns ( All Schedules )
- Last 3 month's bank statements.
- Spouse signature will be required on documents (If married) (C Credit applicants only)
- Copy of Commercial Drivers License and Spouse's Drivers license (if married).
- Letter of intent (in the event that you will start hauling for a trucking company)
- Must have cash on hand for down payment (10% to 15%) Plus first payment, depending on year model of truck and mileage (20% down on Trailers)
- Cashiers Check for the first payment and document fee (stated on conditional approval)
- We currently do not approve applicants that have:
  - Delinquent child support
  - Bankruptcies that have not been discharged (case by case)
  - Repossessions
  - Tax Liens
  - Delinquent installment loans
  - Bank statements showing bounced checks
  - No past history of installment loans
  - No CDL
  - No experience in the trucking industry
  - Criminal Background

## **Typical monthly terms:**

- 2001 to 2002 year model trucks 18– 24 months (C Program only)
- 2003 year model trucks 30– 36 months (A, B, and C Program)
- 2004 year model trucks – 42 months (A, B, and C Program)
- 2005 to 2006 year model trucks – 48 to 60 months (depending on credit and mileage- A, B, and C Program)
- 2007 year model trucks – 60 months (A, B, and C Program )
- New Trailers up to 72 Months (A, B only)

# Fax Cover Sheet for Conditional Approval

To: 1<sup>st</sup> Commercial Credit  
Fax 915 975 8102

I have included all forms you have requested for a Conditional Approval.

**Requirements to receive a conditional approval:**

1. Application completely filled out
2. Equipment Specifications Sheet
3. Buyers Order Form from the Dealer or Seller

Please note that we do not provide truck and trailer financing in **Louisiana** and **Canada**.

Company Name \_\_\_\_\_

Contact Name \_\_\_\_\_

Phone \_\_\_\_\_ -

Cell Phone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

Please Fax all four forms: Include Application, Buyers Order, Copy of Title and Equipment Specification Sheet for a Conditional Approval.

**Fax to (915) 975 8102**

## Equipment Specification Sheet

Customer \_\_\_\_\_  
Year \_\_\_\_\_ Make \_\_\_\_\_ Model \_\_\_\_\_ Color \_\_\_\_\_  
Full Vin \_\_\_\_\_  
Engine Make/ Model \_\_\_\_\_ Speed \_\_\_\_\_  
Mileage \_\_\_\_\_ GVW \_\_\_\_\_  
Front Axle (12k, 14k, Etc.) \_\_\_\_\_ Rear Axle (38k, 40k,) \_\_\_\_\_  
Remainder of Mfr Warranty:  
\_\_\_\_\_ 1 yr/100 Miles \_\_\_\_\_ 2 yr /200 Miles \_\_\_\_\_ 5 yr/500k Miles  
Remainder of Mfr Warranty on Rear Axle/Trans to 750k Miles Yes \_\_\_\_\_ No \_\_\_\_\_  
Extended Warranty with Purchase \_\_\_\_\_ 1 yr/100k \_\_\_\_\_ 2 yr/200k

### Options

#### Appearance

_____ Premium Level Interior	_____ Aerodynamic Package (Roof	_____ Highback Seats
_____ Aero Side Fairings Only	Side, and Full Chassis Fairings)	_____ Headliner
_____ Roof Fairings Only	_____ Dual Stainless Steel Air Cleaners	_____ Step Package
_____ Dual Painted Air Cleaners	_____ Dual Chrome Exhaust	_____ Heated mirrors
_____ 2 Aluminum Wheels Front	_____ 4-8 Aluminum Wheels Rear	_____ Aluminum Bumper
_____ New Bumper	_____ New Paint - Cab & Frame	_____ Chrome Bumper
_____ Stainless Steel Sun Visor	_____ Stainless Steel 1/4 Fenders	_____ Aluminum Deck Plate
_____ Work Station	_____ Double Bunk	

#### Mechanical

_____ 8 New Rear Tires - No Recaps	_____ 8 New Rear Tires	_____ 2 New Steer Axle Tires
_____ Anti-Lock Brakes	_____ Electronic Engine Controls	_____ Full Set of Gauges
_____ Automatic Transmission	_____ Power Steering	_____ Engine Brake
_____ Air Ride Suspension	_____ Stationary 5th Wheel	_____ 4 Spring Suspension
	_____ Air Ride Cab Suspension	

#### Vocational Construction

_____ 44k lb Axle Suspension	_____ Over 44k lb Rear Axle Suspension	_____ Camel Back Susp
_____ 14k to 16k Front Axle Susp	_____ Over 16k Front Susp	_____ Constant Beam Susp
_____ Front Driving Axle	_____ Tag or Pusher Axle	
_____ Wet kit	_____ Reinforced Double Frame	

#### Medium Duty Options

_____ 12'-18' Van Body	_____ Over 18" Van Body	_____ Automatic Transmission
_____ 6/7 Speed Transmission	_____ 9/10 Speed Transmission	
_____ 2 Speed Rear Axle	_____ Air Brakes	

### Other Equipment

\_\_\_\_\_

Dealer Name \_\_\_\_\_

Signature of Dealer Agent \_\_\_\_\_

Printed Name of Agent \_\_\_\_\_

Phone \_\_\_\_\_ Date \_\_\_\_\_

<u>Trailer Condition Report</u>				
Year:		Make:		Model:
VIN:		Type:		Color:
Description:		Length x Width:		
Misc Info:		King Pin Location:		
		<u>Condition</u>		<u>Condition</u>
Lining :		Lights :		
Floor Type:		Suspension:		
Interior:		Axle:		
Front :		Rear Door:		
Rear :		Side Door:		
Sides :		Roof :		
Tires:		Brakes:		
Front Wheels:		Rear Wheels		
OTHER:		Reefer Type/ Hrs:		
Wholesale : \$		Retail: \$	Sales Price:	\$
Phone :		Name :		
Fax :		Sign X:		



# 1<sup>st</sup> Commercial Credit, LLC

300 E Main St -Suite 1414 – El Paso TX 79901

Truck Equipment Lease Application

FAX (915) 975-8102 or Office (915) 351-1300

Business Name: \_\_\_\_\_

Address: \_\_\_\_\_ City and State & Zip \_\_\_\_\_

Telephone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Contact: \_\_\_\_\_

Nature of Business: \_\_\_\_\_ Yrs. in Business: \_\_\_\_\_

Form of Organization: Prop. \_\_\_\_\_ Corp. \_\_\_\_\_ Partnership \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip Code: \_\_\_\_\_ Time at Address \_\_\_\_\_ yr \_\_\_\_\_ mo

Home Phone: ( ) \_\_\_\_\_ Cell Phone: \_\_\_\_\_ Soc. Security \_\_\_\_\_

Date of Birth: \_\_\_\_\_ Number of Dependents: \_\_\_\_\_

Previous Address: \_\_\_\_\_ City: \_\_\_\_\_

State: \_\_\_\_\_ Zip Code: \_\_\_\_\_ Time at Address: \_\_\_\_\_ yr \_\_\_\_\_ mo

Current Employer: \_\_\_\_\_

Employer Address: \_\_\_\_\_ Length of employment: \_\_\_ yrs. \_\_\_ mos.

Business Phone: ( ) \_\_\_\_\_ Position: \_\_\_\_\_

Previous Employer: \_\_\_\_\_ Employer Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Length of Employment \_\_\_ yr \_\_\_ mo Position: \_\_\_\_\_

Nearest Relative: \_\_\_\_\_ Address: \_\_\_\_\_

Phone: ( ) \_\_\_\_\_ Relationship: \_\_\_\_\_

## CO-APPLICANT INFORMATION

Name: \_\_\_\_\_

Current Address: \_\_\_\_\_ Time at Address: \_\_\_\_\_ yr \_\_\_\_\_

Home Phone: ( ) \_\_\_\_\_ Cell Phone: \_\_\_\_\_ Soc. Security # \_\_\_\_\_

Date of Birth: \_\_\_\_\_

Current Employer: \_\_\_\_\_ Employer Address \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_ Length of employment \_\_\_ yr \_\_\_ mo

Business Phone: ( ) \_\_\_\_\_ Position: \_\_\_\_\_

Applicant Salary \_\_\_\_\_ / YR. Co-Applicant Salary /YR

[ ] Rent [ ] Buy/own [ ] Parents [ ] Other

Landlord or Mortgage Holder \_\_\_\_\_ Payment \_\_\_\_\_

**BANK INFORMATION**

Name of Bank \_\_\_\_\_ Account Number \_\_\_\_\_

Phone Number ( ) \_\_\_\_\_

**EQUIPMENT FINANCE REFERENCE:** \_\_\_\_\_

**ACCOUNT NO:** \_\_\_\_\_ **CONTACT:** \_\_\_\_\_

**PHONE NO:** \_\_\_\_\_ **AMOUNT FINANCED:** \_\_\_\_\_

\_\_\_\_\_

**TRADE REFERENCE:** \_\_\_\_\_ **PHONE NO:** \_\_\_\_\_

**TRADE REFERENCE:** \_\_\_\_\_ **PHONE NO:** \_\_\_\_\_

**TRADE REFERENCE:** \_\_\_\_\_ **PHONE NO:** \_\_\_\_\_

**FINANCIAL INFORMATION**

**ASSETS LIABILITIES & NET WORTH**

Cash in Banks \_\_\_\_\_ First Mortgage \_\_\_\_\_

Stocks/Bonds \_\_\_\_\_ Equity/2nd Mortgage \_\_\_\_\_

Retirement Accounts \_\_\_\_\_ Auto Debt \_\_\_\_\_

Cash Value Life Insurance \_\_\_\_\_ Notes Due Banks \_\_\_\_\_

Real Estate \_\_\_\_\_ Credit Card Debt \_\_\_\_\_

Automobiles \_\_\_\_\_ Other Debts Itemize \_\_\_\_\_

Other Itemize ( Bus. Equip. etc. \_\_\_\_\_ **TOTAL LIABILITIES** \_\_\_\_\_

**TOTAL ASSETS:** \_\_\_\_\_ **NET WORTH:** \_\_\_\_\_

\_\_\_\_\_

**EQUIPMENT VENDOR:** \_\_\_\_\_ **PHONE NO:** \_\_\_\_\_

**CONTACT:** \_\_\_\_\_ **SELLING PRICE:** \_\_\_\_\_

**EQUIPMENT DESCRIPTION:** \_\_\_\_\_

**AUTHORIZATION:** I understand that this is an application to lease equipment. I authorize 1<sup>st</sup> Commercial Credit, LLC/ RK FSvc. and / or its assigns to obtain a consumer/business credit and/or investigative report on my business or myself. I understand that such information may be derived in whole or in the part from Experian, Equifax, Trans-Union, and /or CIC. This is also authorization for my bank to release any account information.

Authorized this \_\_\_\_\_ day of \_\_\_\_\_, Year \_\_\_\_\_

Signature/Title: \_\_\_\_\_

Signature/Title: \_\_\_\_\_