



# TRADE FINANCING APPLICATION

Company Name: \_\_\_\_\_ Fed Tax ID #: \_\_\_\_\_  
 Contact Name: \_\_\_\_\_  
 Address \_\_\_\_\_ Phone: \_\_\_\_\_  
 \_\_\_\_\_ Fax: \_\_\_\_\_  
 Trade Names \_\_\_\_\_ E Mail: \_\_\_\_\_

## GENERAL INFORMATION

Business Started: \_\_\_\_\_ Company Type:  Prop.  Prtshp  S-Corp.  C-Corp.  LLC State of Org.: \_\_\_\_\_  
 Have you been at this address for last 5 years?  Yes  No If not, list prior address last 5 years as attachment.  
 Are you an:  Importer  Exporter Maximum \$ Facility requesting in next 12 months \_\_\_\_\_  
 Facilities:  owned  rented, Apprx. Size: Office: \_\_\_\_\_ sf, Wrhse: \_\_\_\_\_ sf, Mfg: \_\_\_\_\_ sf, Total: \_\_\_\_\_  
 Do you have:  Factor  Operating line with a bank  Fulfillment Warehouse Total No. of Employees: \_\_\_\_\_  
 Sales Info: # of sales staff: \_\_\_\_\_ # reps: \_\_\_\_\_; sales terms: \_\_\_\_\_; Territory Covered: \_\_\_\_\_; # of Customers: \_\_\_\_\_  
 Affiliated Companies (list all affiliations & relationships): \_\_\_\_\_

## KEY PEOPLE: Please list all those with ownership in the company

Full Name	Title	Email	DOB	% of Co. Owned	SSN	Home Address	Phone
1. _____							
2. _____							
3. _____							

Are there any past due IRS payments, any IRS payment plans? or any Federal State or local tax liens? .....  Yes  No  
 Is the company involved in any current litigation or any litigation within the past 5 years? .....  Yes  No  
 (Attach explanation where applicable)

## CUSTOMER INFORMATION:

Describe Typical Customer (i.e. Chain, Big Box, Specialty) \_\_\_\_\_  
 Typical Point of Sale:  Ex Factory or Foreign Port  FAS  DDP  FOB Warehouse  Delivered  
 Typical Terms of Sales:  Letter of Credit  Draft Payment  Open Account  Days  
 Please list your Key Customers that represent more than 20% of your sales, the est. % of Sales, and their normal trade terms:  
 1. \_\_\_\_\_ % of Sales: \_\_\_\_\_ Terms of Sale: \_\_\_\_\_  
 2. \_\_\_\_\_ % of Sales: \_\_\_\_\_ Terms of Sale: \_\_\_\_\_  
 3. \_\_\_\_\_ % of Sales: \_\_\_\_\_ Terms of Sale: \_\_\_\_\_

## PRODUCT / SUPPLIER INFORMATION

Principal Products: \_\_\_\_\_ Are these licensed goods? \_\_\_\_\_  
 Trade Name / Mark: \_\_\_\_\_ Reg. #: \_\_\_\_\_ Trade Name / Mark Owner: \_\_\_\_\_  
 Key Supplier: \_\_\_\_\_ Products \_\_\_\_\_  
 How Long \_\_\_\_\_ Contact: \_\_\_\_\_ Email \_\_\_\_\_ Web Site: \_\_\_\_\_  
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## TYPICAL TRANSACTION:

Please generalize, round and estimate to describe a typical transaction.

**Point of Purchase**     Factory or Foreign Port     FAS     DDP     FOB Warehouse  
**Terms of Purchase**     Letter of Credit     Draft Payment

### Typical Duration:

Day #:   1   Client places order for goods with supplier  
 Day #:        Supplier begins production of goods  
 Day #:        Goods shipped by supplier  
 Day #:        Goods received at warehouse  
 Day #:        Goods ready to ship to customer(s)

Is there any value added at warehouse i.e.; pick & pack, boxing, labeling packing, etc. ....  Yes     No  
 Day #:        Goods shipped to customer

Day #:        Lender receives payment for goods from:.....  factor/lender     customer

### Typical Amounts:

FOB	\$ _____	_____ %	
Freight & Duty	\$ _____	_____ %	Paid by Lender ? <input type="checkbox"/> Yes <input type="checkbox"/> No
Other:	\$ _____	_____ %	Paid by Lender ? <input type="checkbox"/> Yes <input type="checkbox"/> No
Total Cost of Goods Sold	\$ _____	_____ %	
Client invoice (sale) amount	\$ _____	100 %	
Factor/Lender invoice advance	\$ _____	_____ %	

## APPLICANT TO CERTIFY TO THAT:

- All information Applicant provides is correct and accurate, and can be relied upon. For this application to be approved, Applicant must be able to provide unencumbered ownership of the goods purchased on behalf of Applicant and a blanket security interest in Applicant's assets to secure performance on obligations.
- Applicant authorized to verify or confirm any of the information given, check with credit and personal references, and obtain credit reports in connection with this application. Applicant gives permission to all creditors and references to give any information to make a decision in approving a trade finance facility

COMPANY: \_\_\_\_\_

Date: \_\_\_\_\_

By: \_\_\_\_\_

Title: \_\_\_\_\_