



**TruckLendersUSA**

Financing Tomorrow's Future Today

# Thank you

for your interest in Truck Lenders USA.

As an organization affiliate, you represent the most important component in Truck Lenders USA organization of new business. In this kit, you'll discover why we are a leader in the field of independent equipment lessors: support of our affiliates.

In order to better serve our program members, Truck Lenders USA is always working diligently to streamline its processes. To help you achieve a high level of success, please find the attached Credit Guide.

At Truck Lenders USA, we are here to fund deals, and we only fund deals when you fund deals. Without you and your customers, we can't succeed. We hope this guide is just one more way that we can support our companies' mutual success.

Thanks for your business.

# General Credit and Asset Guidelines

Truck Lenders USA provides a wide range of options for a wide range of customers. Our credit scoring model is based on analysis of historical data and is proven to predict lessees' future performance. The scoring model is specific to the industries that use types of equipment and financing we offer. Oftentimes, our scoring model outputs a better structure than a credit score alone would predict. By following the credit guidelines set on these pages, you will increase your approval rate and close rate by pre-screening deals before submission to TruckLenders USA.

## All equipment financed:

- Must be 10 years old or newer
- Must be at least \$15,000 per asset
- Must be within 10% of comparable values
- Must have a proven and accessible secondary market

### Financing Types

Through TruckLenders USA, you are able to offer your customers three types of financing depending on credit, asset type and residual.

**1. First Amendment Leases** are used for financing transactions containing at least one piece of non-titled equipment and with residuals from 10% to 20%

**2. Capital Leases** are used for financing any type of equipment for transactions in which the residual is \$1 or more. Capital leases are available for Tier 1 and Corp-only credits.

### 3. Geography

Truck Lenders USA offers financing in 46 states. Restricted States: Louisiana, Rhode Island, Alaska and Hawaii

### Approved Vendors

Truck Lenders USA can fund only the following types of equipment sellers:

- Licensed equipment dealers
- Private party sellers – QT Req.
- Financial institutions
- Private businesses (for titled equipments).

Please note, we can only fund the owner of the equipment and/or lien holder as indicated by the title or UCC filing.

### Processing Fee

Truck Lenders USA requires a nonrefundable \$695.00 (processing fee) and a \$250.00 processing fee on all private party transactions.

### Transaction Types

Truck Lenders USA funds the following types of transactions:

- Acquisition
- New and used commercial trucks and trailers
- Lease refinance
- Addition of mounted equipment to free and clear chassis.

### ACH Policy

Truck Lenders USA requires ACH (direct withdrawal) on **ALL** transactions. However, for some Tier 1 transactions, the ACH requirement may be waived. Exceptions are evaluated on a case-by-case basis.



## SAMPLE TRUCK LENDERS TRANSACTION

|                                   |                                      |                                   |  |
|-----------------------------------|--------------------------------------|-----------------------------------|--|
| <b>Average Trans Union FICO:</b>  | <b>675</b>                           | <b>Average Trans Union FICO:</b>  | <b>700</b>                                       |
| <b>Verified time-in-business:</b> | <b>2 years</b>                       | <b>Verified time-in-business:</b> | <b>4.1 years</b>                                 |
| <b>Assets:</b>                    | <b>2006 Kenworth T600 Dump Truck</b> | <b>Assets:</b>                    | <b>(2) 2010 Great Dane refrigerated trailers</b> |
| <b>Amount financed:</b>           | <b>\$93,000.00</b>                   | <b>Amount financed:</b>           | <b>\$101,533.00</b>                              |
| <b>Down payment -</b>             | <b>\$9,300.00</b>                    | <b>Down payment -</b>             | <b>\$10,100.00</b>                               |
| <b>Documents needed :</b>         | <b>Application Only</b>              | <b>Documents needed</b>           | <b>: Application Only</b>                        |
| <b>Monthly payment:</b>           | <b>\$1,791.71</b>                    | <b>Monthly Payment:</b>           | <b>\$2,045.23</b>                                |

### Automatically Excluded Transactions

The following items will be automatically declined on any transaction submitted to Truck Lenders USA.

- Average Trans Union FICO under 650 (For Truck Lenders USA Repossessions, Average Trans Union FICO must be at least 600).
- Any bankruptcy by any guarantor or the business filed, discharged or dismissed in the last seven years.
- Sale-leasebacks(transactions must be “arms-length.”)
- Private-party sales for non-titled equipment
- Assets which do not appear on our approval asset list on the following ages.
- 2001 or Older Trucks
- 2003 or Older Trailers
- Assets which are more than ten years old. Transactions containing only assets older than ten years old will be declined.

### Factors Not Considered

Truck Lenders USA does not consider the following elements when making credit decisions, and they do not positively or negatively affect the credit decision, rate or terms available:

- Additional Collateral
- Co- Signers
- Vendor recourse
- We will not finance first time buyer

# Over the Road – Truck and Trailers



Truck Lenders USA can finance long-haul trucks and trailers as well as other over-the-road vehicles. Approximant 36 to 60 months approval of financing for these assets is dependent on meeting specific requirements in addition to our standard criteria. Guarantors should have an average Trans Union FICO in the upper 675 range or higher. Truck Lenders USA has a fleet requirement of 3 trucks or more , and be considered a business. (IE Corp , LLC, S Corp, Inc. or Co.) We don't consider a fleet when purchasing a fleet trailer. All sizes of business are eligible for financing.

### Included Equipment:

- Sleeper Cab Tractor
- Conventional Sleeper
- Reefer Trailer
- Dry Van Trailer
- Car Hauler Truck
- Car Hauler Trailer
- Expediter Trucks
- Heavy Duty Trailers

## CREDIT GUIDELINES, RATES AND TERMS FOR OVER-THE-ROAD EQUIPMENTS

| Program | Avg. FICO (1) | Min. TIB (2) | Fleet Requirement | Finance Amount  | Term Length     |
|---------|---------------|--------------|-------------------|-----------------|-----------------|
| Tier 1  | 725+          | 5 years      | 3                 | \$15k to \$350k | 36 to 60 months |
| Tier 2  | 675+          | 2 years      | 3                 | \$15k to \$350k | 36 to 60 months |

The range of rates, terms and residuals available ultimately depends on the output of our credit model and the asset age.

- (1) Truck Lenders USA considers Trans Union FICO credit scores.
- (2) Verifiable time-in-business. (Schedule C's, or business license, SOS, Dun and Bradstreet)
- (3) Business Data will be evaluated if available. If data is not available, lessee receives no positive or negative reflection on their Truck Lender USA score.
- (4) TIB is verified by the lessee's Secretary of State, Dun & Bradstreet, credit reports,

### Over-the-Road Trucks and Trailers

Truck Lenders USA can finance long-haul trucks and trailers:

- Sleeper cab and day cab tractors (w/o mounted equipment)
- Refrigerated and van body trailers
- Car hauler trucks and trailers

Guarantors have an average Trans Union FICO in the upper 675+

We do have 3 Truck Fleet requirements.  
All sizes of business are eligible for financing.

Approval of financing for these assets is dependent on meeting specific requirements in addition to our standard criteria.

- Companies have at least two years of verifiable TIB
- Companies are either a corporation or LLC at the time of application (but not necessarily for the duration of their time-in-business)
- Meet minimum fleet requirement 3+

### Dump Trucks and Trailers

Approved applications for dump truck leases must display the following:

- Average Trans Union FICO of 650
- Truck cannot be a conversion truck. The dump body must be no more than two years newer than the chassis.

# Work Trucks



Truck Lenders USA finances most commercial work trucks for a wide range of credits. Approval of financing for these assets is dependent on meeting our standard criteria. All sizes of business are eligible for financing .

- Fed Ex Truck
- Boom Truck
- Chipper Dump Truck
- Concrete Mixer
- Concrete Pump
- Crane Truck
- Cargo Max Truck
- Flatbed Truck
- Box Truck
- Fuel/Lube Truck
- Garbage Truck
- Vacuum Tank Truck
- Mechanic's Truck
- Roofing Truck
- Fuel Delivery Truck
- Sewer & Septic Truck
- Water Truck

## CREDIT GUIDELINES, RATES AND TERMS FOR WORK TRUCKS AND TRAILERS

| Program | Avg. FICO (1) | Min. TIB (2) | Business Data (3)  | Finance Amount  | Term Length     |
|---------|---------------|--------------|--------------------|-----------------|-----------------|
| Tier 1  | 725+          | 5 years      | Strong             | \$15k to \$350k | 24 to 60 months |
| Tier 2  | 675+          | 2 years      | Strong to Moderate | \$15k to \$350k | 24 to 60 months |

The range of rates, terms and residuals available ultimately depends on the output of our credit model and the asset age.

- (1) Truck Lenders USA considers Trans Union FICO credit scores.
- (2) Verifiable time-in-business. (Schedule C's, or business license, SOS, Dun and Bradstreet)
- (3) Business Data will be evaluated if available. If data is not available, lessee receives no positive or negative reflection on their Truck Lender USA score.
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### SAMPLE TITLE TRANSACTION

Average Trans Union FICO: **649**

Verified time-in-business: **26.7**

Assets: **2001 Freightliner roll-off truck**

Amount financed: **\$41,867**

Documents needed for credit decision: **Application Only**

Monthly Payment: **\$1,123 (48 mos. \$1 residual)**

# Commercial Trailer



Truck Lenders USA finances most commercial trailers for a wide range of credits. Approval of financing for these assets is dependent on meeting our standard criteria. All sizes of business are eligible for financing .

### Included Equipment:

- Flatbed
- Cement Silo
- Concrete Pump Trailer
- Pup & Tandem Trailer
- Roll Off
- Tank
- Water Trailer
- Drop Deck
- Dump
- Lowboy
- Propane
- Car Carrier
- Reefer
- Van Body
- Dry Van

## CREDIT GUIDELINES, RATES AND TERMS FOR NON-TITLED EQUIPMENT

| Program | Avg. FICO (1) | Min. TIB (2) | Business Data (3)  | Finance Amount  | Term Length     |
|---------|---------------|--------------|--------------------|-----------------|-----------------|
| Tier 1  | 725+          | 5 years      | Strong             | \$15k to \$350k | 36 to 60 months |
| Tier 2  | 675+          | 2 years      | Strong to Moderate | \$15k to \$350k | 36 to 60 months |

The range of rates, terms and residuals available ultimately depends on the output of our credit model and the asset age.

- (1) Truck Lenders USA considers Trans Union FICO credit scores.
- (2) Verifiable time-in-business. (Schedule C's, or business license, SOS, Dun and Bradstreet)
- (3) Business Data will be evaluated if available. If data is not available, lessee receives no positive or negative reflection on their Truck Lender USA score.
- (4) TIB is verified by the lessee's Secretary of State, Dun & Bradstreet, credit reports,

### SAMPLE NON-TITLE EQUIPMENT TRANSACTION

Average Trans Union FICO: **767**

Verified time-in-business: **15.9**

Assets: **2006 Reefer Trailer**

Amount financed: **\$33,000**

Documents needed for credit decision: **online application**

Monthly Payment: **\$695.63**

| Department   | Phone                | Email                      |
|--------------|----------------------|----------------------------|
| New Accounts | 877-233-1475 EXT 218 | credit@trucklendersusa.com |
| Sales        | 877-233-1475 EXT 209 | sales@trucklendersusa.com  |
| Funding      | 877-233-1475 EXT 219 | funding@trucklenderusa.com |
| Title        | 877-233-1475 EXT     | titles@trucklendersusa.com |
| General      | 877-233-1475         | info@trucklendersusa.com   |

**CONTACT US:**

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