

You can offer equipment leasing to your customers...

Provide your customers with low monthly lease payment options on your equipment quotes and watch your sales grow! Whether you are looking for financing on a single transaction, or multiple transactions to any number of customers, the leasing professionals at Mosaic International Corporation will provide a leasing program that will give your company an additional competitive edge.

VENDOR ASSISTANCE

Mosaic International Corporation will handle all aspects of the lease. We will provide your company with preferred pricing and payment terms to offer your customers. We will take care of all the credit investigations, approvals, and all necessary paperwork. This allows you to concentrate on sales.

We also have equipment leasing programs for federal agencies and municipalities in the United States and Canada as well as Native American Tribes.

Our leasing professionals can customize a private label program for your company. Documents are designed to complement your existing corporate identity.

**Please feel free to contact us with any questions you may have.
Phone: 800.805.1969 or 218.285.7421 Fax: 612.395.5235**

SALES BENEFITS OF LEASING

Leasing Closes More Sales

One of the greatest benefits leasing provides is the speed and efficiency with which a sale can be closed. Payments can start immediately - in attractive and affordable terms. Documents can be sent to your customer within 24 hours. You keep control of the sale and get the customer to commit.

Leasing Overcomes Cost Objections

By quoting lease figures, you present the cost of your equipment in the least expensive terms. You can change a possible negative price image into an easily budgeted item. Your customer will see that the time and cost saving generated by the new equipment will far exceed the low monthly lease payment.

Leasing Generates Larger Sales

You increase the customer's purchasing power by offering leasing. Since the incremental monthly lease cost of a larger unit or additional features is so small, your customer is more inclined to increase the size of their purchase...and your profits.

Leasing Builds Repeat Business

You will find that leasing builds customer loyalty and leads to more frequent add-ons, trade-ups, and new equipment acquisitions than an outright purchase. Our leasing programs allow you to structure your customer's agreement to allow them to keep up with changing technology.

Leasing Makes It Convenient

Through leasing, you make it easy and convenient for your customers to acquire your equipment. No need to delay your sales while other financing is sought by your customer. You control the sale. Your customer wants, needs, and expects a single source to fill their needs. Do not underestimate the convenience and value of this additional service to you and your customer.



VENDOR INFORMATION



Company Name: _____ Web Site Address: _____

Street Address: _____ City/State/Zip: _____

Mailing/Invoice Address, P.O. Box: (if different from above) _____ City/State/Zip: _____

Phone: _____ Fax: _____

Contact Name and Title: _____ Email Address: _____

Name of Principal(s): _____

Any previous business with Mosaic International Corporation? (If so, please specify.) _____

Type of product/service provided: (attach any applicable product literature or brochures) _____

BUSINESS INFORMATION

Date Established: _____ Parent Company of: _____ Division, Subsidiary or Affiliate of: _____

Dun & Bradstreet #: _____ TaxID # or EIN: _____ Standard Industrial Classification (SIC) Code: _____ Number of Employees: _____

Sales Volume (past 3 years):
Year: \$ _____ Year: \$ _____ Year: \$ _____

FINANCIAL REFERENCES

Name: _____ Address: _____ Phone: _____

Name: _____ Address: _____ Phone: _____

Name: _____ Address: _____ Phone: _____

TRADE REFERENCES

Name: _____ Address: _____ Phone: _____

Name: _____ Address: _____ Phone: _____

Name: _____ Address: _____ Phone: _____

BUSINESS CLASSIFICATION

Have you been certified by a federal, state, or municipal government or any of the local councils as a small disadvantaged business, woman-owned business, or both? No Yes (If yes, please attach certification documentation.)

Please indicated the type of firm that exemplifies your company, by checking one or more of the following: (see next page for definitions)

CORPORATION SERVICE DISABLED VETERAN NON-PROFIT ORGANIZATION AFRICAN-AMERICAN

INDIVIDUAL JOINT VENTURE SERVICE INDUSTRY ASIAN/PACIFIC AMERICAN

PARTNERSHIP LARGE BUSINESS NON-MINORITY (CAUCASIAN) ASIAN/SUBCONTINENT AMERICAN

BROKER SMALL BUSINESS MANUFACTURER HISPANIC AMERICAN

DISTRIBUTOR WOMAN-OWNED BUSINESS DISADVANTAGED BUSINESS NATIVE AMERICAN

Geographical Service Area: (check one)

International National Regional (please specify) Local (please specify)

PLEASE SEE PAGE 2 FOR REQUIRED SIGNATURE FOR CERTIFICATION



DEFINITIONS

LARGE BUSINESS

A firm that does not meet the criteria for Small Business.

SMALL BUSINESS

A concern, including its affiliates, that is independently owned and operated, and qualified as a small business as defined by the U.S. Small Business Administration by Standard Industrial Classification (SIC) Codes, pursuant to the Federal Register, Part II, CFR Part 121, entitled "Small Business Size Standards".

WOMAN-OWNED BUSINESS

A small business that is at least 51% owned by a woman or women who are U.S. Citizens, or in the case of any publicly-owned business, at least 51% of the stock is owned by a woman or women, whose management and daily business operations are controlled by one or more such individuals.

NON-PROFIT ORGANIZATION

An enterprise formed with a profit motive, i.e. Charitable, Civic, or Cultural Organizations such as the American Red Cross, United Way, etc.

DISADVANTAGED BUSINESS

A small business that is at least 51% owned by one or more socially or economically disadvantaged individuals, or in the case of a publicly-owned business, at least 51% of the stock of which is owned by one of more socially and economically disadvantaged individuals, and whose management and daily business operations are controlled by one or more such individuals.

THE FOLLOWING IS A DEFINITION OF THOSE MINORITY GROUPS THAT QUALIFY AS SOCIALLY AND/OR ECONOMICALLY DISADVANTAGED.

SOCIALLY DISADVANTAGED INDIVIDUALS

Individuals who have been subjected to racial or ethnic prejudice or cultural bias because of their identity as a member of a group without regard to their qualities as individuals.

ECONOMICALLY DISADVANTAGED INDIVIDUALS

Socially disadvantaged individuals whose ability to compete in the free enterprise system is impaired due to diminished opportunities to obtain capital and credit as compared to others in the same line of business who are not socially disadvantaged.

THIS WILL CERTIFY TO MOSAIC INTERNATIONAL CORPORATION THAT ALL STATEMENTS AND ALL ANSWERS TO QUESTIONS LISTED ON THIS FORM ARE TRUE AND CORRECT. I, THE UNDERSIGNED OR A REPRESENTATIVE OF MY COMPANY WILL ADVISE MOSAIC INTERNATIONAL CORPORATION IF OUR CLASSIFICATION SHOULD CHANGE.

Name: (please print)

Title:

Signature:

Date:

RETURN COMPLETED FORM AND REQUIRED DOCUMENTATION

BY FAX: 612.395.5235

BY MAIL: MOSAIC INTERNATIONAL CORPORATION
C/O VENDOR FINANCE DIVISION
1229 THIRD STREET, SUITE 201
INTERNATIONAL FALLS, MN 56649

INTERNAL USE ONLY

Vendor #: