



**SWD Urethane**

## **Partnership Credit**

July 2016



## HELPING YOU BUILD YOUR BUSINESS

Establishing good credit is one of the most important things you can do to grow your business. At SWD Urethane, we understand how to partner with you to accomplish just that.

### **We grant easy credit to new or small businesses.**

Just starting out? Small but growing? No problem. We'll start you with a credit limit equal to 125% of your largest verifiable credit limit with another creditor, up to \$50,000. No personal guaranty required, no extensive credit checking process that takes days and days to complete. All we need are 2 trade references – it's just that simple.

### **We grow your credit quickly with on-time pay.**

Pay your bills within terms, and we'll automatically increase your credit limit to 25% more than your highest paid accounts receivable balance that includes at least 2 purchases. And we'll keep doing that automatically until your credit line reaches \$80,000. You don't have to ask or make any special requests, just pay your bill on time and grow your credit with us automatically.

### **We can handle very large lines of credit.**

Whether you need \$10,000 or \$1,000,000 of credit to run your business, we can handle that.

### **We can turn credit decisions very quickly.**

We have partnered with the best resources in the financial world to allow us to analyze and turn credit decisions very quickly, typically on much less information than our competitors require.

### **We protect your privacy.**

Don't feel comfortable sharing certain pieces of information? No problem. We use a neutral third party that will execute a non-disclosure agreement that will prevent them from sharing your confidential financial information with anyone, including us. Just one more way we find ways to work with you.

### **We build your credit.**

We report your balance and payment history to Dunn & Bradstreet (D&B), one of the largest credit reporting companies in the world. That means the credit you establish with us builds your credit worthiness with everyone else. Banks will have access to that information and be much more likely to qualify you for a loan or line of credit. You will have a verifiable asset that any other supplier, business, bank or credit granting institution can check and rely on. Your credit is an asset, and we help you build it and keep it.



## CREDIT REQUESTS UP TO \$50K

### Process

For all credit requests up to \$50,000, the process is very simple.

1. Complete the entire one page Sales and Credit Agreement form.
2. Email the form to [credit@swdurethane.com](mailto:credit@swdurethane.com) or fax the form to 480-615-3278 with a cover sheet.

SWD Credit will be in touch with you shortly. You should expect an approval the day after 2 of your references have confirmed the 2 pieces of information you provided for each reference. You can speed the process along by calling your references and alerting them that they will be receiving a simple trade reference request email from [credit@swdurethane.com](mailto:credit@swdurethane.com). They will simply need to confirm your information with a “yes” or “no” reply email.

### Frequently Asked Questions

Q. What counts as a trade reference?

A. Any trade credit balance will work, whether it be an open account with another building products supplier or some other business that granted you credit.

Q. How will you calculate my credit limit?

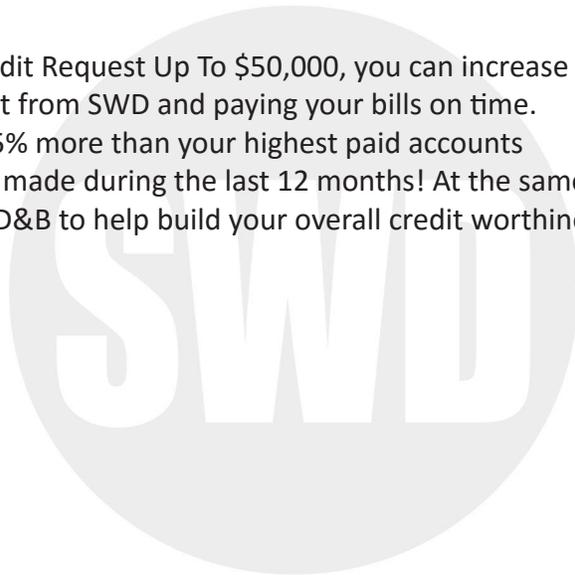
A. We will email your 3 references and ask them to confirm your terms (e.g. “Net 30 days”) and the high credit limit that you successfully achieved with them. Once at least 2 references reply “Yes” and confirm your information, we will take the highest credit limit and give you 125% of that amount!

## CREDIT REQUESTS BETWEEN \$50K - \$80K

### Process

After you have completed the proces above for a Credit Request Up To \$50,000, you can increase your limit from \$50,000 up to \$80,000 by ordering product from SWD and paying your bills on time.

We will automatically increase your credit limit to 25% more than your highest paid accounts receivable balance that includes at least 2 purchases made during the last 12 months! At the same time, we are also reporting your payment history to D&B to help build your overall credit worthiness.





## CREDIT REQUESTS LARGER THAN \$80K

### Process

For:

1. All credit requests larger than \$80,000, or
2. If you do not have 2 trade references available for a credit request up to \$50,000, or
3. If you need between \$50,000 and \$80,000 and you don't have at least 2 purchase transactions with SWD within the last 12 months

Simply complete the Sales and Credit Agreement form and email it to [credit@swdurethane.com](mailto:credit@swdurethane.com) or fax it to 480-615-3278 with a fax cover sheet.

SWD Credit will be in touch with you shortly. You should expect an approval within 24-48 hours, if public credit information exists on you. If there isn't enough public credit information on your business, a credit specialist will be in touch with you shortly.

### Frequently Asked Questions

Q. Are personal guarantees required?

A. No.

Q. Why wouldn't there be publicly available credit information on my business?

A. If you have no publicly available credit information, it is because your current suppliers do not report on your business. At SWD we realize that your business credit is one of your company's greatest assets and is important to your future business growth, so we take the time to ensure we report your information to D&B.

Q. If needed, what will a credit specialist ask me and how long will it take?

A. A credit specialist's job is to figure out a way to get enough information to make a credit decision. They may ask for a current set of financial statements or ask other relevant questions about your business. After the credit specialist gets the additional needed information, you can expect an approval within 48 hours.

Q. What if I don't want SWD to see my financial statements?

A. We can use a neutral third-party credit specialist. They will execute a non-disclosure agreement with you that prevents them from sharing your confidential financial information with anyone else, including us.

Q. What if I don't want to provide financial statements?

A. No problem. Current financial statements are the easiest route to provide the necessary information, but we understand some companies may not feel comfortable providing this information. As such, the credit specialist will ask for other relevant information about your business.



## SALES AND CREDIT AGREEMENT

Credit Line Requested: \$ \_\_\_\_\_

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

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

Contact: \_\_\_\_\_ Phone: \_\_\_\_\_

**AGREEMENT:** The undersigned entity (Customer) hereby applies to SWD Urethane (SWD) for credit. Customer authorizes SWD and its agents to verify and supplement the information stated herein and to reconfirm this information periodically. Customer promises to pay all bills when rendered according to their terms. Customer agrees to pay finance charges of 1.5% per month on delinquent balances along with reasonable collection and legal fees. At the sole discretion of SWD, payments may be applied to the finance charge of the oldest outstanding balances. All claims, defaults, and disputes arising from this Agreement are to be settled by binding arbitration under the laws and in the state of Arizona. The arbitration shall be conducted confidentially pursuant to the Commercial Arbitration Rules of the American Arbitration Association. Any resulting decision or award shall be in writing and shall provide an explanation for all conclusions of law and fact and shall include the assessment of costs, expenses, collection fees, and reasonable legal fees. An award of arbitration may be confirmed in a court of competent jurisdiction. Any misrepresentation in information submitted with this application and agreement will be considered evidence of fraud, since this information is the basis for granting credit. If customer misrepresents the responsible party's legal business name, this agreement will be automatically reformed to correct such misrepresentation. Customer will promptly notify SWD of any changes to information provided.

**INDEMNIFICATION:** To the fullest extent allowed by law, Customer shall indemnify, defend and hold harmless SWD, its officers, employees, agents, affiliates, and successors in interest (collectively the "Indemnified Parties") for, from, and against all claims, demands, liabilities, costs, expenses (including reasonable attorneys' fees), damages, losses, suits and other proceedings, settlements, judgments and awards (collectively "Claims") arising out of any actual or alleged negligent act, omission, or willful misconduct of Customer or its subcontractors in connection with SWD's product. This indemnity covers, among other things, all Claims for personal injury, physical damage to property, environmental damage, hazardous waste contamination, or any other claim which may be asserted against any Indemnified Party. No Indemnified Party shall be entitled to be indemnified against its sole negligence or willful misconduct.

**WARRANTY POLICY AGREEMENT:** SWD warrants that its products meet published specifications for that product at the time of shipment. SWD will replace any product that does not at its own cost. However, SWD makes no warranty, expressed or implied, concerning the merchantability or fitness of its products for any particular use or purpose. Customer agrees to notify SWD in writing of any product defect or claim within 30 days of product receipt. The foregoing constitutes SWD's sole obligation with respect to damages, whether direct, incidental or consequential, resulting from the purchase, use or performance of its products. In no event shall damages exceed the purchase price of the portion of product claimed to be defective.

\_\_\_\_\_  
**Printed Name of Authorized Signer** **Title**

\_\_\_\_\_  
**Signature** **Date**

|   |  |
|---|--|
| <b>For Credit Requests up to \$50,000, please also list the following 3 references:</b> |  |
| <b>Trade Reference #1: Company Name:</b> _____  | <b>Acct. #:</b> _____                                |
| Contact Email: _____  | Phone #: _____                                       |
| Credit Terms (e.g., net 30 days): _____   | Largest credit limit in the last 12 months: \$ _____ |
| <b>Trade Reference #2: Company Name:</b> _____  | <b>Acct. #:</b> _____                                |
| Contact Email: _____  | Phone #: _____                                       |
| Credit Terms (e.g., net 30 days): _____   | Largest credit limit in the last 12 months: \$ _____ |
| <b>Trade Reference #3: Company Name:</b> _____  | <b>Acct. #:</b> _____                                |
| Contact Email: _____  | Phone #: _____                                       |
| Credit Terms (e.g., net 30 days): _____   | Largest credit limit in the last 12 months: \$ _____ |