

# **DELCO** **TRAILERS**

Dear Dealer,

Thank you for your interest in being an official Delco Dealer. Delco Trailers has been in business since 2006 and we are always looking for quality dealers to represent our product line. We are interested in developing a good solid business relationship based on quality and service as well as mutual profitability and long-term growth. As your partner, we are committed to building a strong, long lasting relationship with you and your dealership while providing quality products and exceptional service.

There are a few documents and some information we need to start the process. If any of the items below are missing, your application will not be processed. So please make sure everything is there before returning to us.

- A completed dealer application form
- A State Sales and use Tax Resale Certificate
- A current copy of your dealer license

*We look forward to doing business with you!*

*- Delco Trailers W.C.*



**WEBSITE**  
[WWW.DELCOTRAILERS.COM](http://WWW.DELCOTRAILERS.COM)



**ADDRESS**  
4131 COUNTY ROAD 35500  
SUMNER, TX 75486



**PHONE**  
(903)-739-9400

## PERSONAL INFORMATION

|                   |             |                 |           |
|-------------------|-------------|-----------------|-----------|
| LAST NAME:        | FIRST NAME: | MIDDLE INITIAL: | TITLE:    |
| ADDRESS:          | CITY:       | STATE:          | ZIP CODE: |
| NAME OF BUSINESS: | PHONE:      | FAX:            | EMAIL:    |

## BUSINESS INFORMATION

|   |   |   |                  |
|---|---|---|------------------|
| TYPE OF BUSINESS:                               | IN BUSINESS SINCE:  | NAME OF BUSINESS:   | CONTACT/TITLE:   |
| PHONE:  | FAX:  | LEGAL FORM UNDER WHICH BUSINESS OPERATES:<br><input type="checkbox"/> CORPORATION <input type="checkbox"/> PARTNERSHIP <input type="checkbox"/> L.L.C |                  |
| DEALER LICENSE #:                               | WEBSITE:  | EMAIL:  | TAX I.D. NUMBER: |
| ARE YOU CURRENTLY AN ESTABLISHED DEALER?        | DO YOU HAVE A SERVICE DEPARTMENT?   |   |                  |
| TYPE OF TRAILERS ARE YOU INTERESTED IN SELLING? | PROJECTED ANNUAL SALES FOR DELCO TRAILERS?  |   |                  |
| WHAT BRAND/PRODUCTS DO YOU CURRENTLY SELL?      | WHAT ARE YOUR ANNUAL SALES TO DATE?<br>\$ <input type="text"/> 2022 <input type="text"/> 2021 <input type="text"/> 2020 <input type="text"/> 2019 |   |                  |

## BUSINESS REFERENCES

|               |                       |               |                  |
|---------------|-----------------------|---------------|------------------|
| COMPANY NAME: | CONTACT NAME:         | ADDRESS:      | PHONE:           |
| FAX:          | ACCOUNT OPENED SINCE: | CREDIT LIMIT: | CURRENT BALANCE: |
| COMPANY NAME: | CONTACT NAME:         | ADDRESS:      | PHONE:           |
| FAX:          | ACCOUNT OPENED SINCE: | CREDIT LIMIT: | CURRENT BALANCE: |
| COMPANY NAME: | CONTACT NAME:         | ADDRESS:      | PHONE:           |
| FAX:          | ACCOUNT OPENED SINCE: | CREDIT LIMIT: | CURRENT BALANCE: |

**I HEREBY CERTIFY THAT THE INFORMATION CONTAINED HERE IS COMPLETE AND ACCURATE.**

SIGNATURE:

DATE:



## F.A.Q.

### **IS THERE A MINIMUM AMOUNT OF INVENTORY REQUIRED TO BECOME A DEALER?**

We require a minimum \$200,000 order.

### **HOW DOES DELCO SHIP TRAILERS TO MY LOCATION?**

We network with trucking companies that have semi-trucks and hotshot drivers. We reach out to multiply companies to get the best rates. We also have a dealer/customer plant pick up.

### **WHAT WOULD BE MY FREIGHT COSTS FOR A LOAD OF TRAILERS?**

Price per gallon of fuel drives this price. So the price per mile varies from place to place as well; 500 miles going North, East, South, West will all have different prices.

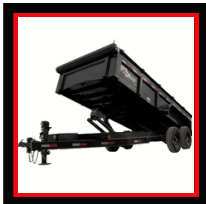
### **DO I NEED ANY EQUIPMENT TO UNLOAD TRAILERS WHEN THEY'RE SHIPPED?**

Yes, Forklifts will be handy and of course the bigger the easier they will make unloading stacks of trailers. Chain hoist are used as well in the loading of trailers.

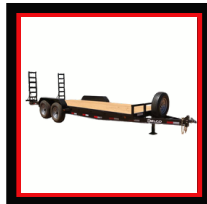
### **CAN DELCO TRAILERS HELP ME WITH MARKETING?**

Delco provides you with professional marketing materials to help enhance your customer service.

## OUR TRAILER LINE-UP



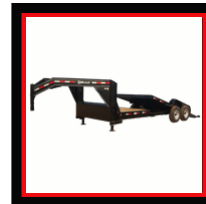
**DUMP**



**EQUIPMENT/CAR HAULERS**



**DECKOVER**



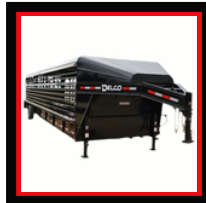
**EQUIPMENT TILTS**



**PIPE HAULER**



**BAR TOP**



**METAL TOP**



**UTILITY & LANDSCAPE**



**PREMIUM**



**BUMPER STOCK & HORSE**



**ENCLOSED CARGO**



**GROUNDLOAD**



**WEBSITE**

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## TEXAS SALES AND USE TAX RESALE CERTIFICATE

|  |  |
|--|--|
| Name of purchaser, firm or agency  | Phone (Area code and number)   |
| Address (Street & number, P.O. Box or Route number)  |  |
| City, State, ZIP code  |  |
| Texas Sales or Use Tax Permit Number (or out-of-state retailer's registration number or date applied for Texas Permit – must contain 11 digits if from a Texas permit) |  |
| <input style="width: 95%;" type="text"/>   | (Mexican retailers must show their Federal Taxpayers Registry (RFC) number on the certificate and give a copy of their Mexican registration form to the seller.) |

I, the purchaser named above, claim the right to make a non-taxable purchase (for resale of the taxable items described below or on the attached order or invoice) from:

Seller: \_\_\_\_\_

Street address: \_\_\_\_\_

City, State, ZIP code: \_\_\_\_\_


Description of items to be purchased on the attached order or invoice:

Description of the type of business activity generally engaged in or type of items normally sold by the purchaser:

The taxable items described above, or on the attached order or invoice, will be resold, rented, or leased by me within the geographical limits of the United States of America, its territories and possessions, or within the geographical limits of the United Mexican States, in their present form or attached to other taxable items to be sold.

I understand that if I make any use of the items other than retention, demonstration or display while holding them for sale, lease or rental, I must pay sales tax on the items at the time of use based upon either the purchase price or the fair market rental value for the period of time used.

*I understand that it is a criminal offense to give a resale certificate to the seller for taxable items that I know, at the time of purchase, are purchased for use rather than for the purpose of resale, lease, or rental and, depending on the amount of tax evaded, the offense may range from a Class C misdemeanor to a felony of the second degree.*

|  |       |      |
|--|-------|------|
|  Purchaser | Title | Date |
|--|-------|------|

This certificate should be furnished to the supplier. Do **not** send the completed certificate to the Comptroller of Public Accounts.

### TEXAS SALES AND USE TAX EXEMPTION CERTIFICATION

|   |                              |
|---|------------------------------|
| Name of purchaser, firm or agency                   |                              |
| Address (Street & number, P.O. Box or Route number) | Phone (Area code and number) |
| City, State, ZIP code                               |                              |

I, the purchaser named above, claim an exemption from payment of sales and use taxes (for the purchase of taxable items described below or on the attached order or invoice) from:

Seller: \_\_\_\_\_


Street address: \_\_\_\_\_ City, State, ZIP code: \_\_\_\_\_

Description of items to be purchased or on the attached order or invoice:

Purchaser claims this exemption for the following reason:

I understand that I will be liable for payment of sales or use taxes which may become due for failure to comply with the provisions of the Tax Code: Limited Sales, Excise, and Use Tax Act; Municipal Sales and Use Tax Act; Sales and Use Taxes for Special Purpose Taxing Authorities; County Sales and Use Tax Act; County Health Services Sales and Use Tax; The Texas Health and Safety Code; Special Provisions Relating to Hospital Districts, Emergency Services Districts, and Emergency Services Districts in counties with a population of 125,000 or less.

*I understand that it is a criminal offense to give an exemption certificate to the seller for taxable items that I know, at the time of purchase, will be used in a manner other than that expressed in this certificate and, depending on the amount of tax evaded, the offense may range from a Class C misdemeanor to a felony of the second degree.*

|  |       |      |
|--|-------|------|
|  Purchaser | Title | Date |
|--|-------|------|

NOTE: This certificate cannot be issued for the purchase, lease, or rental of a motor vehicle.  
**THIS CERTIFICATE DOES NOT REQUIRE A NUMBER TO BE VALID.**  
Sales and Use Tax "Exemption Numbers" or "Tax Exempt" Numbers do not exist.

This certificate should be furnished to the supplier. Do **not** send the completed certificate to the Comptroller of Public Accounts.