



## Thank you for considering Motor State Distributing!

In business since 1964, Motor State Distributing offers a wide selection of performance parts, hard-core racing items, and unique aftermarket accessories. With access to nearly 3 million parts from more than 650 respected brands, we have solutions for virtually any vehicle project, from street to track to off-road. You also benefit from our experienced, professional Sales and Technical staff, and we strive to consistently deliver a customer experience that will far exceed your expectations.

Please take time to review the enclosed **New Customer Application** and **Terms and Conditions**. After you have reviewed the materials, please follow the steps described below:

- 1) Complete the **New Customer Application** in full. To speed up the review process, you may fax us the New Customer Application at 1-800-772-2618. However, **an original, signed copy must be mailed to us** before the application process can be completed.

**NOTE: Completion of a New Customer Application does not automatically guarantee approval for a wholesale account.**

- 2) We ask that all applicants be a legitimate automotive-related business that parallels the Motor State Distributing product selection. Please be sure that you intend to purchase items for the purpose of resale or vehicle installation. Please include a copy of your **Business License** and **Tax ID Number** in your return package.
- 3) Please submit photos of your business, including storefront and interior views. If you prefer to submit digital images instead of hard copies, these may be emailed to: [info@motorstate.com](mailto:info@motorstate.com).
- 4) Once finished, please submit all hard-copy materials to:

**ATTN: New Accounts Manager  
Motor State Distributing  
8300 Lane Drive  
Watervliet, MI 49098**

Please be aware that we kindly ask all wholesale customers to purchase at least \$5,000 (USD) in product annually. Accounts that do not reach this goal may be subject to pricing level review. However, if you are inquiring about specific items (one or two product lines) that may not meet this goal, please indicate this on your application. We want to work with you and will give your company every consideration.

Once your completed application and all supporting documents have been received and reviewed, our New Accounts team will notify you of your account status with Motor State Distributing.

We thank you again for your business inquiry, and for considering Motor State as your source for performance parts and accessories. We hope to hear from you soon! Please do not hesitate to contact us with any questions.

With kind regards,

Geof Kiekenapp  
New Accounts Manager  
Tel: (800) 772-2678 ext. 8250



# NEW CUSTOMER APPLICATION

**PAGES 2 & 3 MUST BE COMPLETED, APPLICATION MUST BE SIGNED**

8300 Lane Dr. • Watervliet, MI 49098 • Hours: Mon. - Fri. 9 AM - 6 PM • Sat. 9 AM - 12 PM

**(269) 463-4113 Fax 800-772-2618**

Date \_\_\_\_\_

Business or Corporate Name \_\_\_\_\_

(Area Code) Phone Number \_\_\_\_\_

Fax Number \_\_\_\_\_

E-Mail Address \_\_\_\_\_

Billing Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

Zip \_\_\_\_\_

Country \_\_\_\_\_

Shipping Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

Zip \_\_\_\_\_

Country \_\_\_\_\_

Sales Tax Number \_\_\_\_\_

Contact Person \_\_\_\_\_

### BUSINESS FACTS

Sole Proprietorship    Partnership    LLC, Date LLC'ed: \_\_\_\_\_    Corporation, Date Incorporated: \_\_\_\_\_

Is Business a Subsidiary?    No    Yes   Franchise?    No    Yes   If yes, name parent or franchiser \_\_\_\_\_

Business Hours \_\_\_\_\_ How Long in Business? \_\_\_\_\_ Years

Own Building    Rent Building   If Rent, Name of Landlord \_\_\_\_\_ Phone \_\_\_\_\_

Number of Employees \_\_\_\_\_ Expected Monthly Purchases from MOTOR STATE \$ \_\_\_\_\_

Accounts Payable Contact \_\_\_\_\_ E-mail Address \_\_\_\_\_

Is Your Inventory Used for Collateral?    No    Yes   If Yes, Name of Lender \_\_\_\_\_

### PERSONAL DATA OF OWNER-OFFICERS-PARTNERS

1) Name and Title \_\_\_\_\_  
Home Address \_\_\_\_\_  
City, State, Zip, Country \_\_\_\_\_  
Home Phone Number \_\_\_\_\_  
Social Security Number \_\_\_\_\_  
Length of Time at Above Address \_\_\_\_\_

2) Name and Title \_\_\_\_\_  
Home Address \_\_\_\_\_  
City, State, Zip, Country \_\_\_\_\_  
Home Phone Number \_\_\_\_\_  
Social Security Number \_\_\_\_\_  
Length of Time at Above Address \_\_\_\_\_

### Please list other warehouse distributors or major suppliers. (List at least 3.)

1) Name \_\_\_\_\_ Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

(Area Code) Phone Number \_\_\_\_\_

Fax Number Required \_\_\_\_\_

2) Name \_\_\_\_\_ Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

(Area Code) Phone Number \_\_\_\_\_

Fax Number Required \_\_\_\_\_

3) Name \_\_\_\_\_ Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

(Area Code) Phone Number \_\_\_\_\_

Fax Number Required \_\_\_\_\_

4) Name \_\_\_\_\_ Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

(Area Code) Phone Number \_\_\_\_\_

Fax Number Required \_\_\_\_\_

5) Name \_\_\_\_\_ Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

(Area Code) Phone Number \_\_\_\_\_

Fax Number Required \_\_\_\_\_

To assist our sales staff while working with you, please indicate below what best describes your primary business. Check all that may apply:

- |                     |                    |                              |
|---------------------|--------------------|------------------------------|
| Performance Center  | Street Rod Builder | Drag Race Team               |
| Auto Parts Store    | Engine Builder     | Circle Track Race Team       |
| Truck/Rv Center     | Trackside Vendor   | Chassis Builder (Type) _____ |
| Installation Center | Open Wheel         | Other _____                  |

Website: \_\_\_\_\_

Comments: \_\_\_\_\_

**Invoice copies will be emailed.** Please provide the appropriate email address(s): \_\_\_\_\_

A packing slip will be included with our package.

|                     |   |                     |
|---------------------|---|---------------------|
| <b>SELECT TERMS</b> | <b>You Must Choose ONE Of The Following Terms</b> | <b>SELECT TERMS</b> |
|---------------------|---|---------------------|

**CREDIT CARD TERMS**

**CERTIFIED CHECK / MONEY ORDER TERMS**

**PLEASE COMPLETE FOR C.O.D. CHECK APPROVAL TERMS**

I (we) have completed this portion of the application to obtain acceptance of company check for C.O.D. delivery, and certify that all statements contained thereof are true and correct. I (we) agree that credit inquiries may be made by contacting references or the credit bureau and authorize the release of such information to you. I (we) also understand and agree that the grantor may add legal rate of interest per month to any balance not paid. I (we) also agree, in the event of default, to pay reasonable collection charges, attorney fees, NSF fees, and court costs where applicable.

Name of Business Owner - Please Print (Required) \_\_\_\_\_ Bank Name (Required) \_\_\_\_\_

Checking Account Number (Required) \_\_\_\_\_ Bank Fax Number (Required) \_\_\_\_\_

NOTE: Applicant's signature attests financial responsibility, willingness and ability to pay our invoices in accordance with the payment terms which may be granted and in accordance with Motor State Distributing published terms and policies as may be revised from time to time. A service charge of \$25.00 will be charged on any returned checks. If a check is returned twice for any reason, the account will be placed on cash only.

Applicant also assumes responsibility for all bills contracted in his name at the designated address, and, if required to collect delinquent accounts, all collection agency, attorney expenses and court costs.

The information given herein is for the purpose of obtaining a wholesale account and is warranted to be true. I (we) understand that completion of this application does not constitute an offer to sell or an authorization to buy from Motor State Distributing. I (we) hereby authorize the firm to whom this application is made (Motor State Distributing) to investigate the references listed. I (we) have read and fully understand the above.

Firm Name \_\_\_\_\_ Your Title \_\_\_\_\_ Date \_\_\_\_\_

Your Name \_\_\_\_\_ Signature \_\_\_\_\_

**Original Signature (hand written) Is Required.**

**Please Type Your Info, Print Out, Sign and Date. Then Mail to us using information on page one.**

To expedite our review process the New Customer Application may be faxed or emailed to us, however, **we must have the original for completion.** Fax: 1-800-772-2618 Email: info@motorstate.com

| ▼ <b>FOR MOTOR STATE OFFICE USE ONLY</b> ▼ |                    |                     |                             |  |
|--|--------------------|---------------------|-----------------------------|--|
| Date Received _____                        | Approved By _____  | Date Approved _____ |                             |  |
| Ship via _____                             | User1: 1 - 2 - 4   | P / L _____         | Biz Type _____              |  |
| Taxing State _____                         | Taxable: Yes or No | Mailing Code _____  | Sales Rep. Out: HSE or RMIL |  |
| Customer Number _____                      | Password _____     | Date Entered _____  | Contact Date _____          |  |
| Additional Notes: _____                    |                    |                     |                             |  |

## UNIFORM SALES & USE TAX EXEMPTION/RESALE CERTIFICATE — MULTIJURISDICTION

The below-listed states have indicated that this certificate is acceptable as a resale/exemption certificate for sales and use tax, subject to the notes on pages 2–4. The issuer and the recipient have the responsibility to determine the proper use of this certificate under applicable laws in each state, as these may change from time to time.

Issued to Seller: \_\_\_\_\_

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

I certify that:

Name of Firm (Buyer): \_\_\_\_\_

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

is engaged as a registered

Wholesaler

Retailer

Manufacturer

Seller (California)

Lessor (see notes on pages 2–4)

Other (Specify) \_\_\_\_\_

and is registered with the below-listed states and cities within which your firm would deliver purchases to us and that any such purchases are for wholesale, resale, or ingredients or components of a new product or service to be resold, leased, or rented in the normal course of business. We are in the business of wholesaling, retailing, manufacturing, leasing (renting) selling (California) the following:

Description of Business: \_\_\_\_\_

General description of tangible property or taxable services to be purchased from the Seller: \_\_\_\_\_

| State              | State Registration, Seller's Permit, or ID Number of Purchaser | State              | State Registration, Seller's Permit, or ID Number of Purchaser |
|--------------------|--|--------------------|--|
| AL <sup>1</sup>    |  | MO <sup>16</sup>   |  |
| AR                 |  | NE <sup>17</sup>   |  |
| AZ <sup>2</sup>    |  | NV                 |  |
| CA <sup>3</sup>    |  | NJ                 |  |
| CO <sup>4</sup>    |  | NM <sup>4,18</sup> |  |
| CT <sup>5</sup>    |  | NC <sup>19</sup>   |  |
| DC <sup>6</sup>    |  | ND                 |  |
| FL <sup>7</sup>    |  | OH <sup>20</sup>   |  |
| GA <sup>8</sup>    |  | OK <sup>21</sup>   |  |
| HI <sup>4,9</sup>  |  | PA <sup>22</sup>   |  |
| ID                 |  | RI <sup>23</sup>   |  |
| IL <sup>4,10</sup> |  | SC                 |  |
| IA                 |  | SD <sup>24</sup>   |  |
| KS                 |  | TN                 |  |
| KY <sup>11</sup>   |  | TX <sup>25</sup>   |  |
| ME <sup>12</sup>   |  | UT                 |  |
| MD <sup>13</sup>   |  | VT                 |  |
| MI <sup>14</sup>   |  | WA <sup>26</sup>   |  |
| MN <sup>15</sup>   |  | WI <sup>27</sup>   |  |

If your state is not listed above, please provide your State Tax Number: \_\_\_\_\_

Applicants from Australia, please provide your ABN Number: \_\_\_\_\_

I further certify that if any property or service so purchased tax free is used or consumed as to make it subject to a Sales or Use Tax we will pay the tax due directly to the proper taxing authority when state law so provides or inform the Seller for added tax billing. This certificate shall be a part of each order that we may hereafter give to you, unless otherwise specified, and shall be valid until canceled by us in writing or revoked by thee city or state.

Under penalties of perjury, I swear or affirm that the information on this form is true and correct as to every material matter.

Authorized Signature: \_\_\_\_\_

(Owner, Partner, or Corporate Officer, or other authorized signer)

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

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