



Welcome to Plaza Auto Auction, Inc. and thank you for registering with us. Plaza Auto Auction has been in business for over 40 years catering to the buying and selling needs of dealers like you. Our success is built on your success, which can be measured in a number of ways like the price of cars, amount of cars and the number of buyers and sellers.

Every step of the way we want you to feel welcome, treated properly, professionally and friendly.

The beginning process of any auction relationship is Dealer Registration. Please take the time to properly fill out our Dealer Registration - Application form, the Bank Authorization Letter, Power of Attorney and Iowa Sales Tax Exemption Certificate. We will also need a current copy of your Dealers License, Dealer Bond, Company Check and Drivers License. If you have any questions regarding this Dealer Registration Package please do not hesitate to ask.

- | | |
|--|-------------------------------|
| _____ Dealer Registration Form | _____ Copy of Dealers License |
| _____ Bank Authorization Letter | _____ Copy of Dealer Bond |
| _____ Power of Attorney | _____ Copy of Company Check |
| _____ Iowa Sales Tax Exemption Certificate | _____ Copy of Drivers License |

Next I'd like to introduce our experienced staff. The reason I say it this way is, as the owner, I'm one of our newest employees.

Mark Greb – 4 Years
Owner/Auction Manager
Extension 14

Debbie Welsh – 21 Years
Office Manager
Extension 19

Stephanae Bock – 2 Years
Consignment/Sales
Extension 18

Jerry Udelhofen 1 year
Consignment Sales
Extension 15

Grant Schaffer – 10 Years
Lot Operations
Extension 16

Becky McGinty – 25 Years
Fleet/Lease
Extension 17

Lesle Greb – 4 Years
Consignment Sales
Extension 21

Ken Dodd – 4 Years
Transport Driver

Roxanna Graves – 1 year
Title Clerk
Extension 11

Vicki Moore – 1 year
Dealer Registration
Extension 10

I hope this has been helpful in introducing you to Plaza Auto Auction. Our sales are held every Wednesday beginning at 6:30 PM with two Featured Dealer lanes followed by dealer consignment cars and Fleet Lease at 7 PM. Monthly our flyer keeps you up to date on who, when and what is happening at Plaza and weekly a mass – fax is sent. Our market report is updated weekly at www.Plazaaa.com so you can keep up with the latest trends. If you need assistance with transporting your purchases or if you have cars to pick-up, let Plaza take care of that. Do you need your car detailed or a Post Sale Inspection; why not let our qualified people do that for you. Welcome, cheers, thank you and good selling.....Mark



Dealer Registration - Application

Business Information

Page 1 of 4

Date: _____

Business Name: _____

Address: _____ City: _____ State: _____ Zip: _____

Mailing Address: _____ City: _____ State: _____ Zip: _____

Telephone: _____ Fax: _____ Email: _____

Dealer Type: New ____ Used ____ Franchises Held: _____ How Long in Business: _____

Type of Company: Sole Ownership ____ Partnership ____ Corporation ____ State of Incorp. _____

Federal Taxpayer ID Number (Social Security Number or Employer ID Number) _____

State Taxpayer ID Number: _____ Date Established: _____ Years In Business: _____

Dealer License Number: _____ License Expiration Date: _____ License Plate Number: _____

Bank – Credit Information

Payment Form: Cash ____ Company Check ____ Draft ____ Floor Plan: AFC ____ MAFS ____

Bank: _____ Contact Name: _____

Address: _____ City: _____ State: _____ Zip: _____

Telephone Number: _____ Fax: _____

Account Number: _____ How Long Doing Business: _____

Finance or Floor Plan Company: _____ Contact Name: _____

Address: _____ City: _____ State: _____ Zip: _____

Telephone Number: _____ Fax: _____

Account Number: _____ How Long Doing Business: _____

Other Auctions Attending – Auction References

Owners – Officers

Name: _____ Title: _____

Home Address: _____ City: _____ State: _____ Zip: _____

Home Telephone Number: _____ Mobile Telephone / Pager Number: _____

Social Security Number: _____ Date of Birth: _____

Drivers License Number: _____ State: _____

Name: _____ Title: _____

Home Address: _____ City: _____ State: _____ Zip: _____

Home Telephone Number: _____ Mobile Telephone / Pager Number: _____

Social Security Number: _____ Date of Birth: _____

Drivers License Number: _____ State: _____

Authorized Representatives

The following person or persons are duly authorized to conduct business with Plaza Auto Auction, Inc., which includes buying and selling of motorized vehicles, executing checks, executing bills of sale, odometer mileage and damage disclosure statements, assignments and warranties of titles on behalf of the dealer. The authority of the following person or persons to act on behalf of Dealer shall continue in full force and effect until termination in writing and the return of Plaza Auto Auction, Inc. Buyer(s) Card by Dealer to Plaza Auto Auction, Inc. Dealer hereby guarantees all transactions made by Dealer representatives and does indemnify and hold harmless Plaza Auto Auction, Inc. from all loss, or expense caused the Dealer as the result of any transaction.

Name: _____ Social Security Number: _____

Home Telephone Number: _____ Mobile Telephone Number: _____

Address: _____ City: _____ State: _____ Zip: _____

Date of Birth: _____ Drivers License Number: _____ Drivers License State: _____

Owner/Officer Signature: _____ **Representative Signature:** _____

Name: _____ Social Security Number: _____

Home Telephone Number: _____ Mobile Telephone Number: _____

Address: _____ City: _____ State: _____ Zip: _____

Date of Birth: _____ Drivers License Number: _____ Drivers License State: _____

Owner/Officer Signature: _____ **Representative Signature:** _____

Personal Guaranty

The undersigned, whether on or more, personally guarantee(s) Dealer's payment and performance of Plaza Auto Auction, Inc. Policies, Terms and Conditions and all transactions by Dealers taken pursuant thereto.

The undersigned acknowledge(s) that Plaza Auto Auction, Inc. shall have the right to refuse to transact business with Dealer, to modify or release any and all collateral security, to extend or change time of payment and to settle or compromise with Dealer without notice to the undersigned and without discharging or affecting the liability of the undersigned hereunder. This personal guaranty is to be a continuing guaranty and the undersigned hereby waive(s) notice of acceptance of this guaranty and presentment, demand, protest, and any notice of non-payment or dishonor. The undersigned shall be liable as principal debtor(s) and not merely as surety (or sureties), and the bankruptcy or any assignment in favor of creditors of Dealer shall not affect the enforceability of this personal guaranty.

This personal guaranty shall bind the respective heirs, executors, administrators, and assigns of the undersigned, and shall insure to the benefit of Plaza Auto Auction, Inc. its successors, assigns and subrogees.

Where there is more than one signatory to this personal guaranty, each guaranty shall be jointly and severally liable under this personal guaranty.

IN WITNESS WHEREOF, the undersigned has (have) executed this personal guaranty this ____day of _____, 200__.

(Printed Name of First Owner)

(Witness Printed Name)

(Signature of First Owner)

(Witness Signature)

(Printed Name of Second Owner)

(Witness Printed Name)

(Signature of Second Owner)

Witness Signature)

Signature(s)

The undersigned dealer authorizes Plaza Auto Auction, Inc. to obtain credit information from a credit bureau, and any financial institution (bank) or trade creditor as well as any other credit investigation that Plaza Auto Auction, Inc. deems necessary. Dealer authorizes Plaza Auto Auction to maintain and provide to any other National Auto Auction Association auction requesting information regarding its performance, dealer in good standing information and information regarding the dealers representatives.

Dealer acknowledges receipt of Plaza Auto Auction, Inc. Auctions' Policies, Terms and Conditions, which set forth the terms and conditions under which Dealer may conduct business at Plaza Auto Auction, Inc. and by executing and submitting to Plaza Auto Auction, Inc. this Dealer Application and subsequent use of Plaza Auto Auctions buyers card issued to Dealer upon approval of this Dealer Application, Dealer agrees to the Auction Policies, Terms and Conditions, which may change from time to time. Dealer will not be allowed to conduct business with Plaza Auto Auction, Inc. unless Dealer has reviewed and agreed to the Policies, Terms and Conditions.

Dealer acknowledges that Plaza Auto Auction shall have the authority to approve or disapprove Dealer doing business at Plaza Auto Auction, Inc.

Dealer gives the express permission to receive fax transmissions to the above listed fax number, telephone calls to the listed telephone numbers, emails to the listed email addresses, mailings to the listed address and any other form of communication from Plaza Auto Auction, Inc. This permission will remain in effect until cancelled in writing.

Date: _____

Dealership Name: _____

Printed Name of Owner/Officer: _____

Signature of Owner/Officer: _____



Bank Authorization Letter

Date: _____

To Whom It May Concern:

I hereby authorize you to release the necessary credit information to Plaza Auto Auction, Inc. to enable us to do business there with our business checking account.

If there is a reasonable fee for this inquiry, I authorize bank to deduct this fee from the following account.

Account Number: _____ Dealership Name: _____

Address: _____

Your prompt attention in answering their attached letter is greatly appreciated.

(Signature of Dealer)

(Printed Name of Dealer)

(Bank Name)

(Bank Address)

(Bank Contact)

(Bank Phone Number)



Bank Reference

Bank Information

Bank Name: _____ Bank Contact: _____

Bank Address: _____ City: _____ State: _____ Zip: _____

Phone Number: _____ Fax Number: _____

Dealership Information

Dealership Name: _____ Account Number: _____

Dealership Address: _____ City: _____ State: _____ Zip: _____

To Be Completed By Bank Personnel Only

Attention: Credit Department or Officer

Your bank is listed by the above named dealer as their principal depository and banking reference.

Plaza Auto Auction, Inc. operates as a wholesale automobile auction for licensed new and used car dealers. Since we guarantee all dealer checks for vehicles bought or sold at Plaza Auto Auction, Inc., we require that all dealers doing business at Plaza establish their financial responsibility.

Please indicate below your estimate of this account. This information will be held in the strictest of confidence, and used for our purpose only. If you have any questions please do not hesitate to call.

Sincerely,
Mark Greb

- | | |
|--|------------------------------|
| 1. Customer has been banking with us for? | Year(s) _____ Month(s) _____ |
| 2. How long has this business account been open? | Year(s) _____ Month(s) _____ |
| 3. Average balance? | \$ _____ |
| 4. Current Balance? | \$ _____ |
| 5. Is the Dealer prompt in meeting obligations? | Yes: _____ No: _____ |
| 6. Is there a limit or a open line of credit? | Yes: _____ No: _____ |
| 7. If so, the amount of credit limit? | \$ _____ |
| 8. Amount owing on credit limit? | \$ _____ |
| 9. Amount past due on credit limit? | \$ _____ |
| 10. Does dealer refuse payment of checks? | Yes: _____ No: _____ |
| 11. Any checks returned in the last two years? | Yes: _____ No: _____ |
| 12. If so, how many? | _____ |
| 13. Additional comments _____ | _____ |

Date: _____ Printed Officer Name: _____ Signed Officer Name: _____

Please fax the completed information to: Dealer Registration (319) 895 - 6727