



COMMERCIAL BUSINESS APPLICATION

Hartland Lubricants and Chemicals
914 Commercial Court
P.O. Box 809
Onalaska, WI 54650
608-779-6353 • Fax 608-779-6814

Business Name: Telephone No.:

DBA: Fax No.:

Location Address: Street City State Zip

Mailing Address: Street City State Zip

E-Mail Address:

Business Structure: Corporation Limited Liability Corp. Partnership Sole Proprietorship Co-op

If Corporation or LLC, provide: Date of Incorporation: State of Incorporation:

Fed. ID No.: Length of time in business:

Account Information:

Type of Business:

Do you: Own or Lease the property address?

Name of Property Owner:

Mortgage Holder Contact Ph.

If Lease - Landlord Telephone

Estimated Purchases Per Month: \$ Account Rep.

Invoice /Payment / Notices Delivery Options:

Fax: Fax No.

Email: Email Address:

A/P Contact: Name Ph.

CREDIT REFERENCES: Provide two (3) trade references in line with requested credit line amount.

Company: Contact Person:

Address: Street City State Zip

Telephone Number: Fax Number:

Company: Contact Person:

Address: Street City State Zip

Telephone Number: Fax Number:

Company: Contact Person:

Address: Street City State Zip

Telephone Number: Fax Number:

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**BANK INFORMATION: (Please note a letter of recommendation from your primary bank is acceptable.)**

Name of Bank: \_\_\_\_\_

Address: \_\_\_\_\_  
Street City State Zip

Bank officer to contact: \_\_\_\_\_ Telephone No. \_\_\_\_\_

Account No.'s: \_\_\_\_\_ Fax No. \_\_\_\_\_

**TAX INFORMATION:** Exempt from Federal Excise Tax?  Yes  No Exempt from State Excise Tax?  Yes  No  
Exempt from Sales Tax?  Yes  No

**NOTE: YOU WILL BE SUBJECT TO ALL TAXES UNLESS YOU PROVIDE COPIES OF ALL CURRENT FEDERAL AND STATE EXEMPTION CERTIFICATES.**

**TERMS AND CONDITIONS of SALE:** In addition to this business application, all prospective customers must sign and return the Continuing Guarantee Agreement.

**PAYMENT TERM: NET 30 DAYS FROM SHIPMENT. A SERVICE CHARGE OF 1.5% (18% APR) WILL BE CHARGED ON ALL PAST DUE ACCOUNTS. A \$35 NSF FEE WILL BE ASSESSED TO ALL RETURNED DRAFTS OR CHECKS.**

- Further:**
- The Undersigned warrant the information contained herein to be true and accurate and that Hartland Lubricants and Chemicals may rely on the information and representations made in this application and attached supplements.
  - All decisions with respect to the establishment of a business account and the extension or continuation of credit shall be at the sole discretion of Hartland Lubricants and Chemicals.
  - The Undersigned agree to provide financial statements or other financial documentation as deemed necessary to aid in the establishment and maintenance of a satisfactory line of credit. All financial information provided will be treated as "confidential" and maintained in your credit file.
  - The undersigned agree to pay all costs, expenses, interest and reasonable attorney fees including litigation expenses incurred by Hartland Lubricants and Chemicals to collect or attempt to collect any sums due Hartland Lubricants and Chemicals as a result of this business application.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name & Title

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Name & Title

THE FEDERAL EQUAL CREDIT OPPORTUNITY ACT PROHIBITS CREDITORS FROM DISCRIMINATING AGAINST CREDIT APPLICANTS ON THE BASIS OF RACE, COLOR, RELIGION, NATIONAL ORIGIN, SEX, MARITAL STATUS, AGE: (PROVIDED THE APPLICANT HAS THE CAPACITY TO ENTER INTO A BINDING CONTRACT); BECAUSE ALL OR PART OF THE APPLICANT'S INCOME DERIVES FROM ANY PUBLIC ASSISTANCE PROGRAM; OR BECAUSE THE APPLICANT HAS GOOD FAITH EXERCISED ANY RIGHT UNDER THE CONSUMER CREDIT PROTECTION ACT. THE FEDERAL AGENCY THAT ADMINISTERS COMPLIANCE WITH THIS LAW CONCERNING THIS CREDITOR IS FEDERAL TRADE COMMISSION, EQUAL CREDIT OPPORTUNITY, WASHINGTON, D.C. 20580.

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**CONTINUING GUARANTEE AGREEMENT**

In consideration of One Dollar (\$1.00) and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, and in order to induce HARTLAND LUBRICANTS AND CHEMICALS division of HARTLAND FUEL PRODUCTS, L.L.C. ("Lender") to make loans and other advances of credit to the borrower hereinafter named, which loans and advances of credit will benefit each of the undersigned, the undersigned (the "Guarantors"), jointly and severally hereby unconditionally guarantee to Lender due performance of all obligations and the prompt payment of all monies at any time owing by \_\_\_\_\_, a \_\_\_\_\_ (the "Borrower") to Lender, whether at maturity or by acceleration or otherwise, and the due performance and prompt payment of any and all obligations and indebtedness, whether now existing or hereafter arising of Borrower to Lender (the "Indebtedness").

No exercise or non-exercise by Lender of any right hereby given it, no dealing by Lender with Borrower or any guarantor, endorser or any other person, and no change, impairment, or suspension of any right or remedy of Lender shall in any way affect any of the obligations of the Guarantors hereunder of any security furnished by Guarantors or give Guarantors any recourse against Lender. Guarantors hereby agree that Lender, without the consent of Guarantors and without prior notice to them, may grant to Borrower multiple extensions of the time or the manner of payment of the obligations hereby guaranteed or may release, substitute or add any one or more guarantors or endorsers, accept as additional or substituted security therefore, or release or subordinate any security therefore without affecting the liability of the Guarantors hereunder.

Guarantors jointly and severally agree to pay to Lender on demand reasonable attorney's fees and all costs and other expenses which Lender expends or incurs in collecting or comprising the Indebtedness hereby guaranteed or in enforcing the Guaranty against the Guarantors, or any other guarantor of any indebtedness hereby guaranteed whether or not suit is filed.

This Guaranty shall inure to the benefit of Lender, its successors and assigns, and the owners and holder of the Indebtedness hereby guaranteed.

IN WITNESS WHEREOF, the undersigned Guarantors have hereunto set their hands and seals as of the \_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_.

GUARANTOR:              Signature: \_\_\_\_\_              Date: \_\_\_\_\_

Print Name: \_\_\_\_\_

GUARANTOR:              Signature: \_\_\_\_\_              Date: \_\_\_\_\_

Print Name: \_\_\_\_\_

WITNESS:              Signature: \_\_\_\_\_              Date: \_\_\_\_\_

Print Name: \_\_\_\_\_

**Hartland Lubricants and Chemicals**  
914 Commercial Court  
P.O. Box 809  
Onalaska, WI 54602

To Whom It May Concern

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

Re: \_\_\_\_\_

**AUTHORIZATION and RELEASE**

The undersigned authorizes Hartland Lubricants and Chemicals to make credit inquiries as are necessary to obtain credit information and personal credit history for the purpose of establishing credit.

The undersigned further authorizes financial institutions, trade references, and credit references to release such information to Hartland Lubricants and Chemicals regarding the referenced applicant.

Signed by: \_\_\_\_\_

Printed Name: \_\_\_\_\_

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

# AUTHORIZATION AGREEMENT FOR FUNDS TRANSFERS

\_\_\_\_\_ hereby authorizes Hartland Lubricants and  
(Name of Company)  
Chemicals to originate entries transferring funds from ("debit") or to ("credit")  
Purchaser's deposit account as follows:

Financial Institution: \_\_\_\_\_  
Located at: \_\_\_\_\_  
Phone Number: \_\_\_\_\_  
Transit/ABA number: \_\_\_\_\_  
Account Number: \_\_\_\_\_  
Checking or Savings \_\_\_\_\_

The amount of debit entries to Purchaser's account will be based on moneys due Hartland Lubricants and Chemicals.

Any notice required or permitted under this Agreement will be properly given when deposited in the U.S. Mail or faxed. Notices mailed or faxed to Purchaser will be sent to Purchaser's address at \_\_\_\_\_ or faxed to \_\_\_\_\_ and a copy maintained at Hartland Lubricants and Chemicals in the Credit Department, P O Box 809, Onalaska, WI 54650.

Notice of termination shall not affect entries originated prior to actual receipt of notice of termination of this Agreement and will not be effective until fifteen (15) days after properly given. Hartland Lubricants and Chemicals may terminate this Agreement at any time without notice.

Hartland Lubricants and Chemicals will use its best efforts to ensure that debit entries to Purchaser's account originated by Hartland Lubricants and Chemicals are in the correct amounts. In no event will Bob Johnson Lubricants be liable for any incidental or consequential damages associated with an incorrect entry processed by Purchaser's financial institution and will be responsible only for the refund of any overcharge when verified by Hartland Lubricants and Chemicals as such.

Purchaser understands that a funds transfer entry will be accepted by its financial institution only if there are sufficient funds in the Purchaser's account to process the entry. Purchaser agrees to keep sufficient funds in the account to cover debit entries originated by Hartland Lubricants and Chemicals.

Purchaser agrees to be bound by the Operating Rules of the National Automated Clearing House Association (the funds transfer system used by Hartland Lubricants and Chemicals) in effect from time to time.

Agreed to and accepted this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_\_.

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

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

## UNIFORM SALES & USE TAX CERTIFICATE—MULTIJURISDICTION

The below-listed states have indicated that this form of certificate is acceptable, subject to the notes on pages 2-4. The issuer and the recipient have the responsibility of determining the proper use of this certificate under applicable laws in each state, as these may change from time to time.

Issued to Seller: HARTLAND LUBRICANTS AND CHEMICALS

Address: PO BOX 809, ONALASKA, WI 54650-0809

I certify that: \_\_\_\_\_ is engaged as a registered

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

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- 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, ingredients or components of a new product or service<sup>1</sup> to be resold, leased, or rented in the normal course of business. We are in the business of wholesaling, retailing, manufacturing, leasing (renting) 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>2</sup>	_____	MO <sup>13</sup>	_____
AR	_____	NE <sup>14</sup>	_____
AZ <sup>22</sup>	_____	NV	_____
CA <sup>3</sup>	_____	NJ	_____
CO <sup>1</sup>	_____	NM <sup>1,15</sup>	_____
CT <sup>4</sup>	_____	NC <sup>25</sup>	_____
DC <sup>5</sup>	_____	ND	_____
FL <sup>23</sup>	_____	OH <sup>26</sup>	_____
GA <sup>6</sup>	_____	OK <sup>16</sup>	_____
HI <sup>1,7</sup>	_____	PA <sup>27</sup>	_____
ID	_____	RI <sup>17</sup>	_____
IL <sup>1,8</sup>	_____	SC	_____
IA	_____	SD <sup>18</sup>	_____
KS	_____	TN	_____
KY <sup>24</sup>	_____	TX <sup>19</sup>	_____
ME <sup>9</sup>	_____	UT	_____
MD <sup>10</sup>	_____	VT	_____
MI <sup>11</sup>	_____	WA <sup>20</sup>	_____
MN <sup>12</sup>	_____	WI <sup>21</sup>	_____

I further certify that if any property or service so purchased tax free is used or consumed by the firm 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 which we may hereafter give to you, unless otherwise specified, and shall be valid until canceled by us in writing or revoked by the 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)

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

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

## INSTRUCTIONS REGARDING UNIFORM SALES & USE TAX CERTIFICATE

To Seller's Customers:

In order to comply with the majority of state and local sales tax law requirements, the seller must have in its files a properly executed exemption certificate from all of its customers who claim a sales tax exemption. If the seller does not have this certificate, it is obliged to collect the tax for the state in which the property or service is delivered.

If the buyer is entitled to sales tax exemption, the buyer should complete the certificate and send it to the seller at its earliest convenience. If the buyer purchases tax free for a reason for which this form does not provide, the buyer should send the seller its special certificate or statement.

Caution to Seller:

In order for the certificate to be accepted in good faith by the seller, seller must exercise care that the property or service being sold is of a type normally sold wholesale, resold, leased, rented or incorporated as an ingredient or component part of a product manufactured by buyer and then resold in the usual course of its business. A seller failing to exercise due care could be held liable for the sales tax due in some states or cities. Misuse of this certificate by seller, lessee, or the representative thereof may be punishable by fine, imprisonment or loss of right to issue certificate in some states or cities.

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Notes:

1. The state of Colorado, Hawaii, Illinois, and New Mexico do not permit the use of this certificate to claim a resale exemption for the purchase of a taxable service for resale.
2. Alabama: Each retailer shall be responsible for determining the validity of a purchaser's claim for exemption.
3. California:
  - A. This certificate is not valid as an exemption certificate. Its use is limited to use as a resale certificate subject to the provisions of Title 18, California Code of Regulations, Section 1668 (Sales and Use Tax Regulation 1668, Resale Certificate).
  - B. By use of this certificate, the purchaser certifies that the property is purchased for resale in the regular course of business in the form of tangible personal property, which includes property incorporated as an ingredient or component part of an item manufactured for resale in the regular course of business.
  - C. When the applicable tax would be sales tax, it is the seller who owes that tax unless the seller takes a timely and valid resale certificate in good faith.
  - D. A valid resale certificate is effective until the issuer revokes the certificate.
4. Connecticut: This certificate is not valid as an exemption certificate. Its use is limited to use as a resale certificate subject to Conn. Gen. State §§12-410(5) and 12-411(14) and an regulations and administrative pronouncements pertaining to resale certificates.
5. District of Columbia: This certificate is not valid as an exemption certificate. It is not valid as a resale certificate unless it contains the purchaser's D.C. sales and use tax registration number.
6. Georgia: the purchaser's state of registration number will be accepted in lieu of Georgia's registration number when the purchaser is located outside Georgia, does not have nexus with Georgia, and the tangible personal property is delivered by drop shipment to the purchaser's customer located in Georgia.
7. Hawaii allows this certificate to be used by the seller to claim a lower general excise tax rate or no general excise tax, rather than the buyer claiming an exemption. The no tax situation occurs when the purchaser of imported goods certifies to the seller, who originally imported the goods into Hawaii, that the purchaser will resell the imported goods at wholesale. If the lower rate or no tax does not in fact apply to the sale, the purchaser is liable to pay the seller the additional tax imposed. See Hawaii Dept. of Taxation Tax Information Release No. 93-5, November 10, 1993, and Tax Information Release No. 98-8, October 30, 1998.
8. Use of this certificate in Illinois is subject to the provisions of 86 Ill. Adm. Code Ch.I, Sec. 130.1405. Illinois does not have an exemption on sales of property for subsequent lease or rental, nor does the use of this certificate for claiming resale purchases of services have any application in Illinois.

The registration number to be supplied next to Illinois on page 1 of this certificate must be the Illinois registration or resale number; no other state's registration number is acceptable.

"Good faith" is not the standard of care to be exercised by a retailer in Illinois. A retailer in Illinois is not required to determine if the purchaser actually intends to resell the item. Instead, a retailer must confirm that the purchaser has a valid registration or resale number at the time of purchase. If a purchase fails to provide a certificate of resale at the time of sale in Illinois, the seller must charge the purchaser tax.

While there is no statutory requirement that blanket certificates of resale be renewed at certain intervals, blanket certificates should be updated periodically, and no less frequently than every three years.

9. Maine does not have an exemption on sales of property for subsequent lease or rental.
10. Maryland: This certificate is not valid as an exemption certificate. However, vendors may accept resale certificates that bear the exemption number issued to a religious organization. Exemption certifications issued to religious organizations consist of 8 digits, the first two of which are always "29". Maryland registration, exemption and direct pay numbers may be verified on the website of the Comptroller of the Treasury at [www.marylandtaxes.com](http://www.marylandtaxes.com).
11. Michigan: Effective for a period of three years unless a lesser period is mutually agreed t and stated on this certificate. Covers all exempt transfers when accepted by the seller in "good faith" as defined by Michigan statute.
12. Minnesota:
  - A. Does not allow a resale certificate for purchases of taxable services for resale in most situations.
  - B. Allows an exemption for items used only once during production and not used again.
13. Missouri:
  - A. Purchases who improperly purchase property or services sales tax free using this certificate may be required to pay the tax, interest, additions to tax or penalty.
  - B. Even if property is delivered outside Missouri, facts and circumstances may subject it to Missouri tax, contrary to the second sentence of the first paragraph of the above instructions.
14. Nebraska: A blanket certificate is valid 3 years from the date of issuance.
15. New Mexico: For transactions occurring on or after July 1, 1998, New Mexico will accept this certificate in lieu of a New Mexico nontaxable transaction certificate and as evidence of the deductibility of a sale tangible personal property provided:
  - a) this certificate was not issued by the State of New Mexico;
  - b) the buyer is not required to be registered in New Mexico; and
  - c) the buyer is purchasing tangible personal property for resale or incorporations as an ingredient or component part into a manufactured product.
16. Oklahoma would allow this certificate in lieu of a copy of the purchaser's sales tax permit as one of the elements of "properly completed documents" which is one of the three requirements which must be met prior to the vendor being relieved of liability. The other tow requirements are that the vendor must have the certificate in his possession at the time the sale is made and must accept the documentation in good faith. The specific documentation required under OAC 710-:65-7-6 is:
  - A) Sales tax permit information may consist of:
    - (i) A copy of the purchaser's sales tax permit; or
    - (ii) In lieu of a copy of the permit, obtain the following:
      - (I) Sales tax permit number; and
      - (II) The name and address of the purchaser;
  - B) A statement that the purchaser is engaged in the business of reselling the articles purchased;
  - C) A statement that the articles purchased are purchased for resale;
  - D) The signature of the purchaser or a person authorized to legally bind the purchaser; and
  - E) Certification on the face of the invoice, bill or sales slip or on separate letter that said purchaser is engaged in reselling the articles purchased.

Absent strict compliance with these requirements, Oklahoma holds a seller liable for sales tax due on sales where the claimed exemption is found to be invalid, for whatever reason, unless the Tax Commission determines that purchaser should be pursued for collection of the tax resulting from improper presentation of a certificate.



17. Rhode Island allows this certificate to be used to claim a resale exemption only when the item will be resold in the same form. They do not permit this certificate to be used to claim any other type of exemption.
18. South Dakota: Services which are purchased by a service provider and delivered to a current customer in conjunction with the services contracted to be provided to the customer are claimed to be for resale. Receipts from the sale of a service for resale by the purchaser are not subject to sales tax if the purchaser furnishes a resale certificate which the seller accepts in good faith. In order for the transaction to be a sale for resale, the following conditions must be present:
  - (1) The service is purchased for or on behalf of a current customer;
  - (2) The purchaser of the service does not use the service in any manner; and
  - (3) The service is delivered or resold to the customer without any alteration or change.
19. Texas: Items purchased for resale must be for resale within the geographical limits of the United States, its territories and possessions.
20. Washington:
  - A. Blanket resale certificates must be renewed at intervals not to exceed four years;
  - B. This certificate may be used to document exempt sales of “chemicals to be used in processing an article to be produced for sale.”
  - C. Buyer acknowledges that the misuse of the tax due, in addition to the tax, interest, and any other penalties imposed by law.
21. Wisconsin allows this certificate to be used to claim a resale exemption only. It does not permit this certificate to be used to claim any other type of exemption.
22. Arizona: This certificate is not valid as an exemption certificate. This certificate is for use when making sales of tangible personal property for resale in the ordinary course of business, pursuant to A.R.S. §42-1328, Burden of proving sales not at retail.
23. Florida: This certificate is not valid as an exemption certificate. It is valid as a resale certificate only if it contains the purchaser’s Florida sales and use tax registration number. A purchaser cannot extend this certificate to sellers for transactions occurring prior to the date of the purchaser’s registration in Florida. The effective date of the purchaser’s registration in Florida must be noted on the face of the certificate.
24. Kentucky:
  1. Kentucky does not permit the use of this certificate to claim a resale exclusion for the purchase of a taxable service.
  2. This certificate is not valid as an exemption certificate. Its use is limited to use as a resale certificate subject to the provisions of Kentucky Revised Statute 139.270 (Good Faith).
  3. The use of this certificate by the purchaser constitutes the issuance of a blanket certificate in accordance with Kentucky Administrative Regulation 103 KAR 31:111.
25. North Carolina: This certificate is not valid as an exemption certificate or if signed by a person such as a contractor who intends to use the property. Its use is subject to G.S. 105-164.28 and any administrative rules or directives pertaining to resale certificates.
26. Ohio:
  - A. The buyer must specify which one of the reasons for exemption on the certificate applies. This may be done by circling or underlining the appropriate reason or writing it on the form above the state registration section. Failure to specify the exemption reason will, on audit, result in disallowance of the certificate.
  - B. In order to be valid, the buyer must sign and deliver the certificate to the seller before or during the period for filing the return.
27. Pennsylvania: This certificate is not valid as an exemption certificate. It is valid as a resale certificate only if it contains the purchaser’s Pennsylvania Sales and Use Tax eight-digit license number, subject to the provisions of 61 PA Code §32.3.