






Aeroquip Auto Program

<p>Aeroquip Credit Union Hours (EST) Monday thru Friday: 9 am – 5pm</p> <p>Lending Dept loans@aeroquipcu.com Laura Hayes (517) 936-2177 laura@aeroquipcu.com</p> <p>All applications can be submitted with</p>   	<p>Title Address: 901 Plymouth Street Jackson, MI 49201 Phone: (517) 789-2890</p> <p>Rate Sheet Guidelines</p> <p>Minimums \$5000 Minimum Total Amount Financed 73+ months Loans minimum \$20,000 *Extended terms will be reviewed on an individual basis</p>	<p>Contact Numbers Funding Pending: 1-866-877-2269 opt 1 Client Services: 1-800-407-9985 opt 4 **DO NOT MAIL LOAN PACKETS**</p> <p>Loan Packets: Online: https://crifselectlink.com Email: autoshift@crif.com Fax: 1-866-491-4994</p> <p>Missing Stips/Held Offerings: Online: https://crifselectlink.com Email: stips@crif.com Fax: 1-866-369-4736</p> <p>*Contact Client Services for Online Log In</p>
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March 1, 2024 <i>Rates Effective Until Further Notice</i> 2019 and older please add .50%	A+ 730+ 110%LTV	A 680-729 110%LTV	B 640-679 110%LTV	C 600-639 100%LTV	D 599-575 90%LTV	E 574 & Below 90%LTV
0-48 months	8.00	8.00	8.25	10.00	15.50	16.50
49-60 months	8.00	8.00	8.50	11.50	16.00	16.50
61-66 months	8.25	8.75	9.00	12.00	16.00	17.50
67-72 months	8.75	9.00	9.25	12.25	16.50	17.50
73-84 months	9.25	9.49	9.75	12.50	17.00	18.00

<p>DEALER RESERVE 1% of Total Amount Financed 90 Day Chargeback period</p>	<p>\$15.00 Document Automation Fee on all funded loans</p>	<p>*Eliminate overnight expenses! Faster Funding! Please contact Client Services @ 800-407-9985 for Electronic Upload option, otherwise use the packet fax or email address listed above.</p>
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FINAL LTV: Total Amount Financed (Final LTV) cannot exceed 125% for all tiers, including all TT&L and any Backend Products (Warranty, GAP, etc.)

Program Guidelines:

- **LTV New:** Based on MSRP for current or prior year models with less than 10,000 miles
- **LTV Used:** Based on J.D. Power Retail. Vehicles that do meet the new automobile definition.
- **LTV Used: Like Invoice:** When using like invoice for value, the lender will finance up to 90%.
- **Definition of a Qualifying Credit Bureau:** TransUnion FICO 9. May accept external bureaus, will require review and approval.
- **Rates** may vary based on risk, structure and state law restrictions. Submissions outside the stated program parameters require specific approval from Lender and may be subject to increased rates. Rates will be determined by the highest credit score. Zero and no scores will receive the B Tier rate.
- **Older Vehicle Loans** – Maximum age of vehicle is 10 years. Older vehicles will be reviewed on an individual basis
- **Maximum Mileage** - Vehicles with more than 125,000 miles will be considered on an individual basis.
- **Excluded Vehicles** – No branded / salvage / rebuilt titles, grey market, flood, lemon law, or commercial vehicles.
- **Excluded Loans** – No Trusts, Power of Attorney, or Straw Purchases.
- **Approvals valid for 30 days from approval date.**

Backend / Products: All adds must be cancellable and refundable.

- **Warranty** - Maintenance Agreements may be included in the total amount financed, up to a final Loan to Value of 125% of NADA Retail Value unless restricted otherwise. Maintenance agreements must be included with funding packet and must have the option to be cancelled at any time.
- **GAP Insurance** - Gap Insurance coverage may be included in the total amount financed, up to a final Loan to Value of 125% of NADA Retail Value unless restricted otherwise. A copy of the GAP contract must be included with funding packet and must have the option to be cancelled at any time.
- **Acceptable adds include** (can be added to the approval amount, unless stated otherwise): dealer handling, taxes, title, filing fees, licensing, mechanical breakdown warranty (within limits specified herein), approved GAP coverage, credit life and disability. **ANY ADD OUTSIDE THESE GUIDELINES MUST GET PRIOR APPROVAL BEFORE FUNDING. IF PRIOR APPROVAL IS NOT RECEIVED, YOU MAY NOT BE FUNDED ON THE DEAL.**

Credit applications MUST include MSRP on new; complete equipment lists on used, and total of taxes

Credit Union	Deposit Requirement	Eligibility
Aeroquip CU	\$5.00	Anyone who lives, works, or goes to school in Jackson, Hillsdale, Eaton, Ingham, Washtenaw, Calhoun and Lenawee Counties

For additional information, please contact: Michigan Account Manager: Michael Graham (419) 376-9369 or your Business Development Manager Kenny Derrick (901) 830-1855