

Northwest Airlines invoices all Cargo credit customers electronically via the Internet. By applying for credit, the customer acknowledges and accepts NWA's invoicing method.

Credit Application Procedures

1. Customer must already be a known shipper per FAA regulations. If not, please go to www.cargo.nwa.com and click on "Known Shipper Validation" for instructions.
2. Credit application must be filled out in its entirety and signed by an officer of the company applying for credit. The credit application is to include:
 - a. One bank reference
 - b. At least three unsecured trade references
 - c. A financial statement
3. Fax or mail the completed application to:

Northwest Airlines, Inc.
Department A4180
2700 Lone Oak Parkway
Eagan, MN 55121

FAX: (612) 726-3638 Attn: Credit Administration

Credit Extension Procedures

1. NWA's payment terms are NET15, from invoice date to payment deposit date. Based on the review of each application, payment terms and collateral requirements may differ.
2. In addition to obtaining Bank and Trade references, NWA uses several different credit reporting agencies to assist in credit reviews.

Payment Instructions

All charges incurred on an approved NWA credit account must be remitted as follows:

US Dollar accounts

Northwest Airlines, Inc.
Cargo Credit – NW 8887
P O Box 1450
Minneapolis, MN 55485-8887

Canadian Dollar accounts

Northwest Airlines, Inc.
Cargo Credit
P O Box 1728
Winnipeg, MB R3C 2Z6
CANADA

Northwest Airlines, Inc. Freight Account Application

For NWA Use Only

Complete front and back of application in full and return to:

Northwest Airlines, Inc.
Department A4180
2700 Lone Oak Parkway
Eagan, MN 55121
FAX: (612) 726-3638
Phone: (800) 345-9987

Account Number
Credit Limit
Date Approved
Approved by

Company Name _____ Date of Application _____

Type of Business _____ In Business Since _____

Street Address _____ City _____ State _____ Zip _____

Billing Address _____

Contact Person/Title _____ Telephone # _____

Contact Email _____ Company Web Address _____

FAX # _____ Expected Monthly Business with NWA \$ _____

Do you have a parent company? Y N If yes, provide parent company name and location:

Bank and Trade Reference Information

Bank Name/Contact _____ FAX # _____

Street _____ City _____ State _____ Zip _____

Account Number(s): Checking _____ Savings _____ Loan _____

Reference 1/Account # _____ FAX # _____

Street _____ City _____ State _____ Zip _____

Reference 2/Account # _____ FAX # _____

Street _____ City _____ State _____ Zip _____

Reference 3/Account # _____ FAX # _____

Street _____ City _____ State _____ Zip _____

In consideration for extension of credit, debtor agrees to (1) Credit Terms of NET 15 DAYS from invoice date, and (2) in the event it becomes necessary for creditor to either bring suit or employ a collection agency to aid in the recovery of any debt owed by the debtor, the creditor shall be entitled to recover, in addition to the amount of debt due, all of its costs and attorneys fees. The signature below authorizes NWA to charge interest on outstanding balances OVER 15 DAYS OLD at a rate of 1.0% per month (12% per annum) or to the extent permitted by law.

We hereby authorize the above listed Bank and Trade References to release information to Northwest Airlines, Inc. for use in the evaluation of this Freight Account request.

Signature of Officer* _____ Date _____

Print Officer Name and Title _____

***Credit cannot be granted without a signature acknowledging credit terms.**

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Financial Statement

(IN U.S. DOLLARS)

A current financial statement must be provided in order for Northwest Airlines to process your application. Figures may be provided below. Failure to provide this information may affect our application decision.

Balance Sheet (as of Date _____)

ASSETS

LIABILITIES

Cash on Hand and in Bank		Accounts Payable	
Accounts Receivable		Notes Payable	
Notes Receivable		Accrued Expenses	
Prepaid Expenses		Employee Compensation	
Inventory		Income Tax Payable	
Other (Specify)		Other (Specify)	

TOTAL CURRENT ASSETS

TOTAL CURRENT LIABILITIES

Land		Long Term Debt	
Buildings		Other Long Term Liabilities	
Equipment		Common Stock	
Less Depreciation		Capital Surplus	
Other (Specify)		Retained Earnings	
Total Assets		Total Liabilities & Net Worth	

Income Statement (Period Covered _____)

Sales	
Cost of Sales	
Gross Profit	
Less Operating Expenses	
Operating Income	
Other Income	
Less Income (Loss)	
Net Income (Loss)	

The undersigned represents that the financial statement figures are true and correct as of the date thereof and is intended to be relied on by Northwest Airlines, Inc. whether or not to extend credit.

Signature _____

Print Name _____

Title _____

Date _____