

# Incorporating UCC Data to Obtain Greater Efficiency in Discovery Techniques & Appraisals in Business Personal Property

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**Bryan Fanis**

**Equipment Data Associates (EDA)**

*Division of Randall-Reilly*

# Focal Points

## Focal Points

- State of the Union for tax revenues
- Identify common discovery & appraisal practices
- UCC-1 education
- Benefits of incorporating UCC-1's
  - Increase revenue opportunities
  - Discovery
  - Valuation
  - Expose non-filing constituents or under reporting
- EDA Online & Analytics Tools
- Best Practices & Case Studies
- Review

# Article - Center on Budget & Policy Priorities

## States Faced Revenue Shortfalls in 2017 Despite Growing Economy

Policymakers Can Take Steps to Strengthen Their Tax Systems and Reserves

UPDATED OCTOBER 4, 2017 | BY ELIZABETH MCNICHOL AND SAMANTHA WAXMAN

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**At Risk: Federal Grants to State and Local Governments**

MARCH 13, 2017

During times of economic growth, states can be reasonably confident that the tax collections upon which they base their budgets will come in as predicted. Last fiscal year was different, however. In 2017, 22 states faced revenue shortfalls. More states faced mid-year revenue shortfalls in the last fiscal year than in any year since 2010, according to the National Association of State Budget Officers.<sup>[1]</sup>

IN 2017, 22 STATES  
FACED REVENUE  
SHORTFALLS.



The fiscal year 2017 revenue shortfalls and resulting budget problems — some of which were due to state policymakers' own ill-advised tax policy choices — were the first signs of continuing problems. Close to half the states lacked the revenue needed to maintain services at existing levels in 2018 when they began their budget deliberations. All told, 30 states have addressed revenue shortfalls in fiscal years 2017, 2018, or both. (See Figure 1 and Table 1.)

States cut spending, increase revenues, or tap rainy day funds or other reserves to close budget gaps and maintain a balanced budget, which all states do because of laws or tradition. In 2017, most states used reserve funds and spending cuts to balance their budgets. Policymakers in some states, including Georgia, Hawaii, Illinois, Kansas, and New York, increased taxes to help address their shortfall.

While states cannot control all of the factors contributing to their budget uncertainty — for example, potential cuts to federal grants that comprise nearly a third of their budgets — they can take a number of steps now to strengthen their tax systems and reserves that will protect revenues in the coming years.

## Slowing Revenues Are Adding to Budget Uncertainty

Despite the continued national economic recovery, state revenue growth is slowing. This slowdown does not appear to be the harbinger of a recession, but rather the result of many factors mostly, but not entirely, outside of states' control. States could also do a better job of planning for uncertainties.

### Reasons for Slower-Than-Expected Revenue Growth

- **Falling energy prices.** States with energy-based economies have seen energy-related taxes plummet as oil prices have dropped. The states with the greatest reliance on energy taxes like Alaska, Louisiana, Oklahoma, and West Virginia have struggled with budget problems since oil prices began to fall in 2014.<sup>[2]</sup>
- **Tax cuts.** Costly and ill-advised tax cuts enacted in recent years are suppressing some states' tax collections. For example, 11 states have enacted large, phased-in tax cuts since 2011 that will cost a combined \$8 billion a year once fully implemented.<sup>[3]</sup> Arizona, Indiana, Kansas, Maine, North Carolina, New Jersey, and New York enacted multi-year tax cuts that continued into 2017, with some of those cuts extending into 2018 and beyond.<sup>[4]</sup>
- **Stock market growth and a possible "Trump effect."** Sluggish stock market growth in 2015 and the beginning of 2016 slowed income tax collections. The stock market rebounded starting in late 2016, but income tax collections are now lagging expectations as wealthy taxpayers may be postponing selling stocks and other assets in the hope that President Trump and Congress will cut capital gains tax rates.<sup>[5]</sup>

This is a known phenomenon that was last seen when wealthy taxpayers took capital gains at the end of 2012 rather than waiting until 2013 in order to avoid potentially higher tax rates as the "fiscal cliff" loomed. A similar pattern — but in reverse — may be happening now. President Trump campaigned on and proposed in April 2017 a tax package that included reduced rates on capital gains and other income.<sup>[6]</sup> Initially, these tax changes were expected to happen in 2017, the first year of the new administration. This created the incentive at the end of 2016 for wealthy individuals to postpone taking capital gains until the following year so that the resulting income would be taxed in 2017 at the new lower rates.

Taxpayers with large holdings of assets like stocks whose sales generate taxable capital gains generally pay estimated tax payments throughout the year because unlike wages this income is not subject to withholding. Each April, they determine the actual amount owed based on actual income and then receive a refund or pay any additional amount owed. Thus, if a significant number of taxpayers postponed taking capital gains in 2016, we would expect to see lower-than-expected income tax collections in April 2017 (when 2016 tax returns were filed). Preliminary data on estimated state income tax payments show this pattern but data from later in the year is needed to determine if this is, in fact, the result of a timing shift rather than an actual decline in income.<sup>[7]</sup>

# Article – Tax Administration | Lipsman Paper

## The Puzzling Decline in State Sales Tax Collections

### Introduction

This is the first of a series of papers that will investigate fiscal problems confronting the states. In spite of low unemployment rates, many states are experiencing little or negative revenue growth. In a number of states fiscal problems are so severe that they approach conditions usually only experienced during recessions.<sup>1</sup> This series of papers will investigate what factors may be depressing state revenue growth and how these factors and their impacts vary among the states.

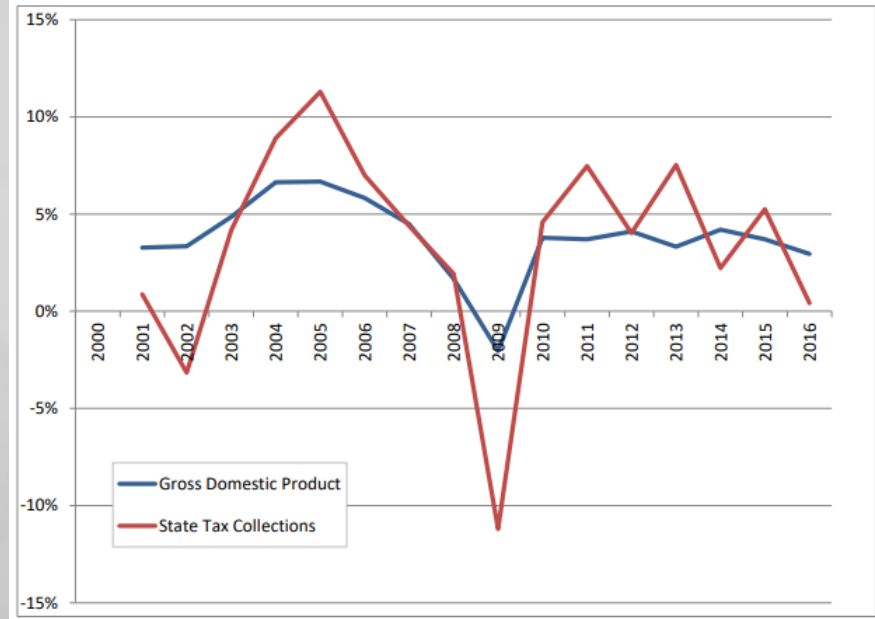
This first paper focuses on general sales and gross receipts taxes, which will be referred to simply as sales tax in the remainder of the paper. Tax collections derived from consumer purchases provide one of the most timely measures of the fiscal condition of the states. Also, this revenue source accounted for almost one-third (actually 31.5%) of state tax collections during 2016.<sup>2</sup>

But before targeting in on sales tax collections, a brief look at total tax collections is provided to illustrate the overall fiscal problem confronting the states. In spite of the national economy operating at near full employment, many states are experiencing only modest tax revenue growth. During 2016 all state tax collections increased by only \$3.9 billion (0.42%). When adjusted for inflation state tax collections actually decreased by \$7.8 billion (0.83%). Real economic growth during 2016 averaged 1.62%.<sup>3</sup>

Figure 1 shows that total state tax collections generally mirrored fluctuations in the national economy from 2000 through 2010, although tax collections exhibited greater volatility than did the nation's gross domestic product (GDP). But since 2010, while GDP has grown at a fairly consistent rate, state tax collections have jumped up and down but also they have noticeably trended downward. So, why are state tax revenues growing so slowly?

The energy states – North Dakota (-26.11%), Wyoming (-12.32%), Oklahoma (-10.17%), Montana (-7.51%), West Virginia (-7.16%), Texas (-5.65%) and New Mexico (-3.97%) – are definitely pulling down the overall average. But so are some non-energy states – Connecticut (-9.14%), Illinois (-5.94%), Maine (-3.85%) and New York (-3.85%). Among the 50 states, 24 experienced real (inflation adjusted) decreases in tax collections during 2016.

Figure 1: Annual Percent Change in Gross Domestic Product and Nominal State Tax Collections





# Article – PEW Charitable Trusts

## Weak Growth in State Tax Revenue Persists in 2017

ARTICLE October 17, 2017 By: Barb Rosewicz & Daniel Newman Topics: Fiscal & Economic Policy & U.S. State Policy Projects: States' Fiscal Health Read time: 5 min

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Nearly eight years into the nation's economic recovery, state tax revenue in total and in 28 states was higher in the first quarter of 2017 than before it plunged during the Great Recession, after adjusting for inflation. But growth in tax collections tapered off over the past year, contributing to budget pressures in a number of states.

Total state tax collections nudged up in early 2017 but not by enough to offset a recent slowdown in 50-state tax revenue growth.

States collectively took in 5.7 percent more in the first quarter of 2017 than when total receipts peaked in the third quarter of 2008 before falling during the downturn, after accounting for inflation and averaging across four quarters to smooth seasonal fluctuations. The latest quarter was an improvement after a rare decline in mid-2016 and two quarters of stalled growth. But it still was short of a year earlier, when tax revenue hit a post-recession high of 6.6 percent above its peak during the recession.

The results mean that the 50 states combined had the equivalent of 5.7 cents more in purchasing power at the start of 2017 for every \$1 they collected at their peak in 2008.

But with little short-term growth in purchasing power, more states than at any time since the end of the recession reported midyear budget gaps in fiscal year 2017, which has now ended. And an unusually large number—11 states—were late passing balanced budgets by the July 1 start of most states' current fiscal year, amid forecasts that tax revenue growth will remain sluggish in fiscal 2018.

Slow growth can make it hard for states to balance their budgets. Even if revenue increases, states may face higher expenditures due to population growth, changes in Medicaid costs and enrollment, and deferred or new needs for schools, safety-net programs, corrections, employee salaries and pensions, and road maintenance and construction.

Since the 2007-09 recession, total state tax revenue has been slower to rebound than after any of the three previous downturns. But trends have varied widely by state. In eight of the 28 states in which collections had recovered from their losses in the recession by early 2017,

**DOWNLOADS**

- Real Tax Revenue in 28 States Has Recovered From Recession (PDF)
- Number of States in Which Tax Revenue Has Recovered, After Inflation (PDF)

EXPLORE FISCAL 50 INTERACTIVE



DATA VISUALIZATION August 29, 2018

Fiscal 50: State Trends and Analysis

Sort and chart data about key fiscal and economic trends in the 50 states, and read Pew's insights.

Chart Data, Read Analysis →

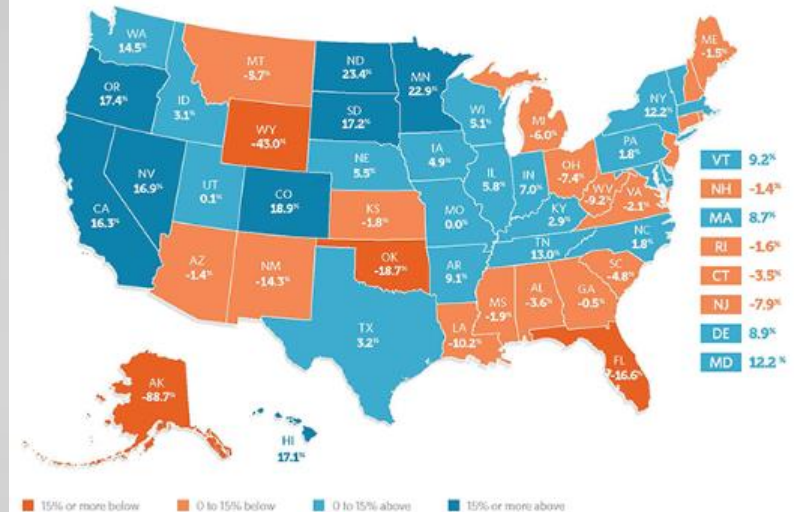
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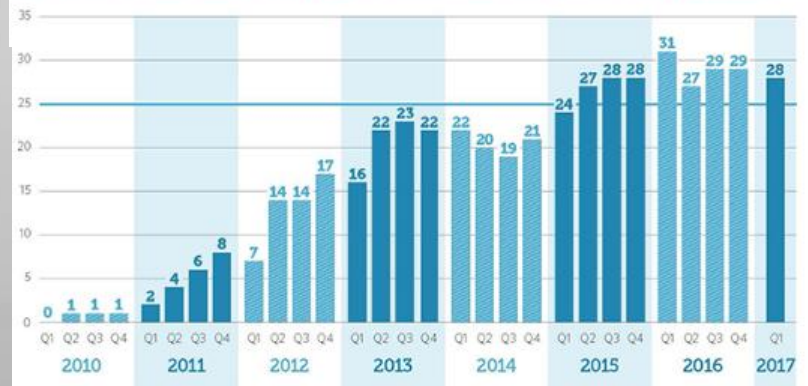
**Barb Rosewicz**  
Project Director  
Research and Content, State Fiscal Health

### Real Tax Revenue in 28 States Has Recovered From Recession

Tax collections in Q1 2017 compared with each state's peak, adjusted for inflation



### Number of States in Which Tax Revenue Has Recovered, After Inflation



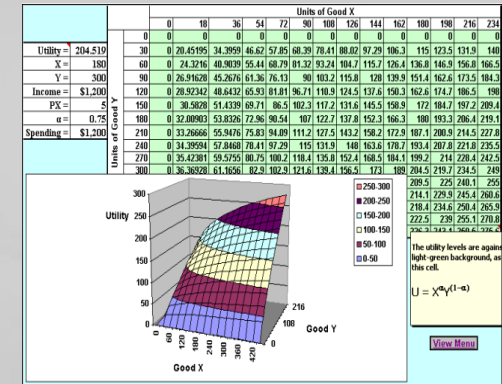
# Common Appraisal & Discovery Processes

## Common Appraisal & Discovery Processes

Field Visits

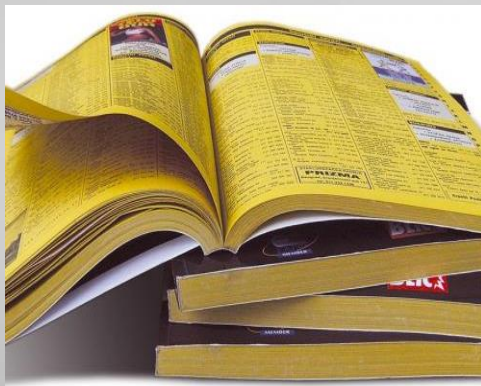


Antiquated Tables



Phone Books

Classified Ads & New Business Permits



Local Chatter & Discussion



Comparison of Filings

Self Reporting





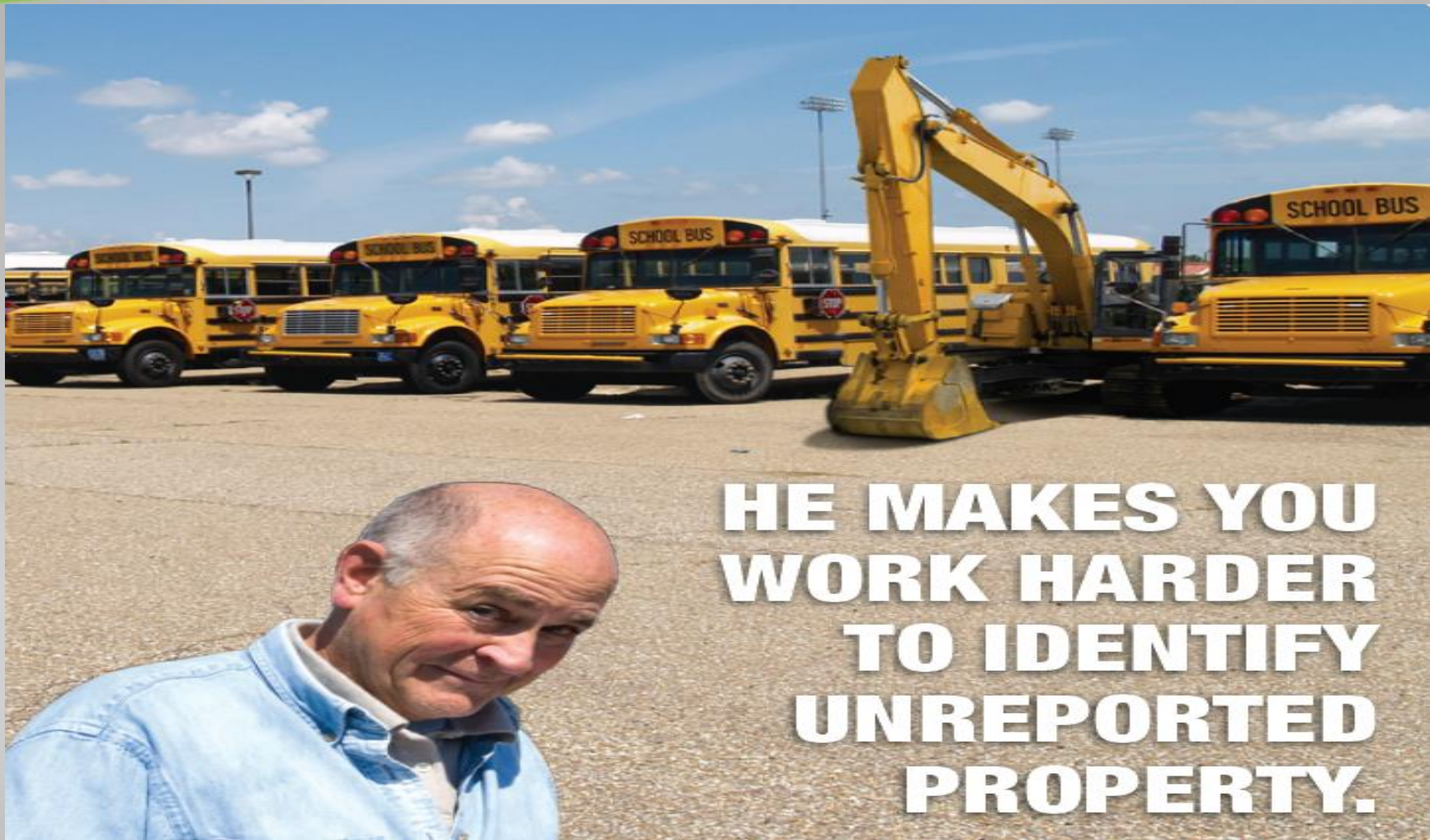
**MEET ERNEST. HE'S NOT  
ALL HIS NAME SUGGESTS,  
GUILTY OF UNDERREPORTING  
PERSONAL PROPERTY IN  
YOUR JURISDICTION.**





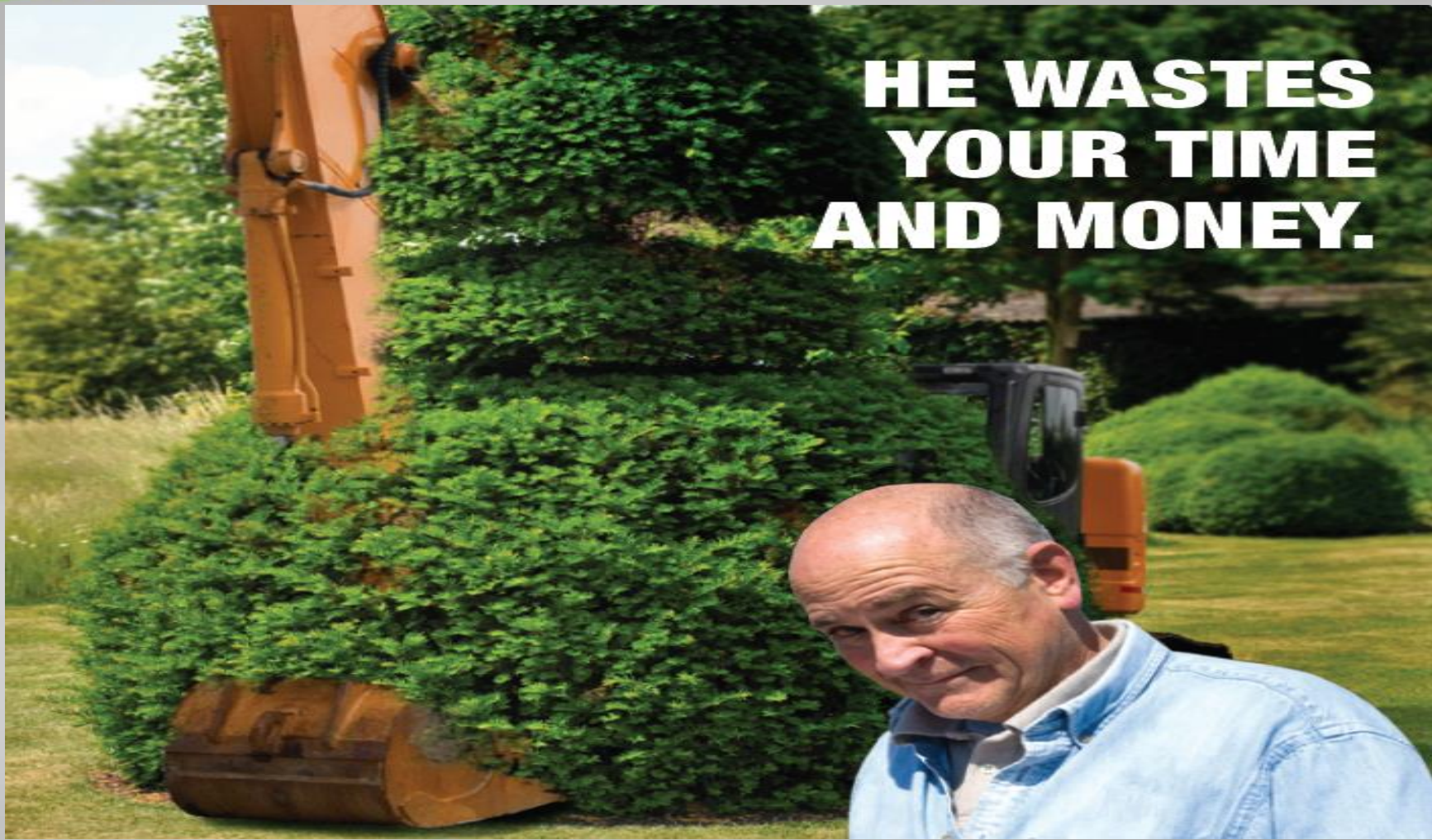
**HE'S AGILE AT HIDING  
EQUIPMENT.**





**HE MAKES YOU  
WORK HARDER  
TO IDENTIFY  
UNREPORTED  
PROPERTY.**





**HE WASTES  
YOUR TIME  
AND MONEY.**





THERE'S AN EASIER WAY.



**EDA**



# UCC Filings

## What is a UCC filing?

A UCC is what a lender uses to perfect a lien on a piece of collateral. The filing notifies other lenders, dealers and other interested parties that there is a security interest in a piece of collateral.

## When is a UCC filed?

A filing takes place when the financing agreement is completed with the debtor. It is the lender's responsibility to file promptly to secure the collateral.

## How is a UCC filed?

The lender uses a form called a UCC-1 indicating an original agreement is completed and filed with the Secretary of State in which the debtor resides.

STATEMENT

COMPLETELY

CONTACT AT FILER [optional]  
(713) 533-4718

TO: (Name and Address)  
es  
-3248

Email: Donna\_Kienke@uccdirect.com

THE ABOVE SPACE IS FOR FILING OFFICE USE ONLY

LEGAL NAME  
AL AND IRON CORP.

NAME	FIRST NAME	MIDDLE NAME	SUFFIX

CITY	STATE	POSTAL CODE	COUNTRY
ST LOUIS	MO	63147	USA

TYPE OF ORGANIZATION  
Corporation

1f. JURISDICTION OF ORGANIZATION  
MO

1g. ORGANIZATIONAL ID #  
00271103  None

ME  
Corporation

1b. INDIVIDUAL'S LAST NAME	FIRST NAME	MIDDLE NAME	SUFFIX

CITY	STATE	POSTAL CODE	COUNTRY
Torrance	CA	90510-3457	USA

ME  
LOUIS, INC.

NAME	FIRST NAME	MIDDLE NAME	SUFFIX


CITY	STATE	POSTAL CODE	COUNTRY
ST. LOUIS	MO	63134	USA

Covers the following collateral:  
WORKLIFT

# UCC-1 Filing – Line Item Details

- Tax Payer Contact & Address Information
- Personal Property or Collateral
- Lending Institution

File Number: 20060019128M  
 Date Filed: 02/21/2006 03:08 PM  
 Robin Carnahan  
 Secretary of State



**UCC FINANCING STATEMENT**  
 FOLLOW INSTRUCTIONS CAREFULLY

A. NAME & PHONE OF CONTACT AT FILER [optional]  
 Rinaldi, Julie B (660) 886-9621

B. SEND ACKNOWLEDGMENT TO: (Name and Address)  
 Community Bank of Marshall  
 PO Box 700  
 Marshall MO 65340

Email: [pjohnson@murlin.com](mailto:pjohnson@murlin.com) Fax: (660) 886-8891

THE ABOVE SPACE IS FOR FILING OFFICE USE ONLY

1. DEBTOR'S EXACT FULL LEGAL NAME

1a. ORGANIZATION'S NAME

OR

1b. INDIVIDUAL'S LAST NAME CRANK	FIRST NAME ROGER	MIDDLE NAME L	SUFFIX
1c. MAILING ADDRESS RT 1 BOX 13		STATE MO	POSTAL CODE 65344
		CITY MIAMI	COUNTRY USA
1e. TYPE OF ORGANIZATION	1f. JURISDICTION OF ORGANIZATION	1g. ORGANIZATIONAL ID #	

None

2. DEBTOR'S EXACT FULL LEGAL NAME

2a. ORGANIZATION'S NAME

OR

2b. INDIVIDUAL'S LAST NAME CRANK	FIRST NAME ROSEMARY	MIDDLE NAME S	SUFFIX
2c. MAILING ADDRESS RT 1 BOX 13		STATE MO	POSTAL CODE 65344
		CITY MIAMI	COUNTRY USA
2e. TYPE OF ORGANIZATION	2f. JURISDICTION OF ORGANIZATION	2g. ORGANIZATIONAL ID #	

None

3. SECURED PARTY'S NAME

1a. ORGANIZATION'S NAME  
COMMUNITY BANK KOF MARSHALL

OR

1b. INDIVIDUAL'S LAST NAME	FIRST NAME	MIDDLE NAME	SUFFIX
1c. MAILING ADDRESS PO BOX 700		STATE MO	POSTAL CODE 65340
		CITY MARSHALL	COUNTRY USA

This FINANCING STATEMENT covers the following collateral:

1987 JOHN DEERE 550C DOZER S/N-245075



# Business Personal Property or Equipment



# Business Personal Property or Equipment

## AGRICULTURE

- 22 Miscellaneous Attachments
- 81 Irrigation
- 82 Utility Tractors
- 84 4-Wheel Drive Agriculture Tractors
- 85 Harvesters
- 86 Combines
- 87 Balers
- 88 Agriculture Implements
- 89 Agriculture Implements

## CONSTRUCTION

- 01 Crawlers
- 02 Off Road Trucks
- 03 Excavators
- 04 Skidders
- 05 Skid Steer Loaders
- 06 Wheel Loaders
- 07 Cranes
- 08 Paving Equipment
- 09 Scrapers
- 10 Graders
- 11 Compactors
- 12 Logging Equipment
- 13 Logging Attachments
- 14 Industrial Tractors
- 15 Rough Terrain Forklifts
- 16 Trenchers
- 17 Tree Spades and Stump Cutters
- 18 Air Compressors
- 19 Drills
- 20 Crushing and Screening Equipment
- 21 Engines, Generators, Light Plants
- 22 Miscellaneous Attachments
- 34 Aerial Lifts
- 38 Sweepers

## COPIERS

- 41 Copiers

## LIFT TRUCKS

- 70 Lift Trucks (NEC)
- 71 Electric Lift Trucks
- 72 Narrow Aisle Lift Trucks
- 73 Walk/Ride Lift Trucks

## LIFT TRUCKS (CON'T)

- 74 IC Cushion Tire Lift Trucks
- 75 IC Pneumatic Tire Lift Trucks
- 76 Tow Tractors
- 77 Electric Lift Trucks – No Model Given
- 78 IC Lift Trucks – No Model Given
- 15 Rough Terrain Forklifts

## LOGGING

- 01 Crawler Dozers
- 03 Excavators
- 04 Skidders
- 05 Skid Steer Loaders
- 06 Wheel Loaders
- 07 Cranes
- 12 Logging Equipment
- 13 Logging Attachments
- 17 Tree Spade and Stump Cutters

## MEDICAL

- 46 Scanning Equipment
- 47 Miscellaneous Equipment
- 65 Lasers

## MACHINE TOOLS

- 50 Machining Centers
- 51 Lathes
- 52 Milling Machines
- 53 EDM Machines
- 54 Grinders
- 55 Presses
- 56 Plastic Form Machines
- 57 Iron Workers
- 58 Machine Tools (NEC)
- 59 Boring Mills
- 60 Cutting Systems
- 61 Saws

## TRUCKING


- 32 On-Road Trucks
- 37 Trailers/Bodies


## WOODWORKING

- 61 Saws
- 66 Woodworking Tools



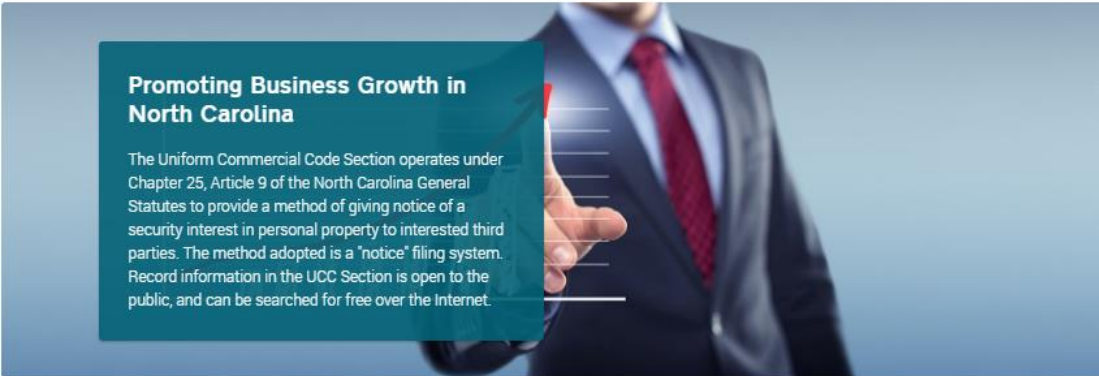
# NC UCC-1 Look-Up

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## Uniform Commercial Code

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**Promoting Business Growth in North Carolina**

The Uniform Commercial Code Section operates under Chapter 25, Article 9 of the North Carolina General Statutes to provide a method of giving notice of a security interest in personal property to interested third parties. The method adopted is a "notice" filing system. Record information in the UCC Section is open to the public, and can be searched for free over the Internet.

### Search Uniform Commercial Code Records

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# NC – Individual UCC Listings

File Number ^	Filing Date	Lapse Date	Filing Type	Debtors
<a href="#">20120089486A</a>	9/25/2012 9:20:00 AM	9/25/2017 9:20:00 AM	Initial	BARTON CONTRACTING CORPORATION 6015 DOMINION PLACE CHARLOTTE, NC 28271
<a href="#">20120092890E</a>	10/4/2012 9:52:00 AM	10/4/2017 9:52:00 AM	Initial	BARTON CONTRACTING CORPORATION PO Box 78494 Charlotte, NC 28092
<a href="#">20120113365F</a>	12/11/2012 8:08:00 AM	12/11/2017 8:08:00 AM	Initial	Barton Contracting Corporation PO BOX 78494 CHARLOTTE, NC 28271
<a href="#">20130004415A</a>	1/14/2013 1:00:00 PM	1/14/2018 1:00:00 PM	Initial	BARTON CONTRACTING CORPORATION 6018 DOMINION PL CHARLOTTE, NC 282772369
<a href="#">20130032246E</a>	4/4/2013 2:07:00 PM	4/4/2023 2:07:00 PM	Initial	BARTON CONTRACTING CORPORATION P.O. Box 78494, 6018 Dominion Place CHARLOTTE, NC 28271
<a href="#">20130036859J</a>	4/18/2013 9:17:00 AM	4/18/2018 9:17:00 AM	Initial	Barton Contracting Corporation P O BOX 78494 CHARLOTTE, NC 28271
<a href="#">20130037742M</a>	4/22/2013 8:39:00 AM	4/22/2023 8:39:00 AM	Initial	BARTON CONTRACTING CORPORATION 6015 DOMINION PLACE CHARLOTTE, NC 28271
<a href="#">20130041535F</a>	5/1/2013 9:35:00 AM	5/1/2018 9:35:00 AM	Initial	Barton Contracting Corporation P O BOX 78494 CHARLOTTE, NC 28271
<a href="#">20130041550B</a>	5/1/2013 9:45:00 AM	5/1/2018 9:45:00 AM	Initial	Barton Contracting Corporation P O BOX 78494 CHARLOTTE, NC 28271
<a href="#">20130117628B</a>	12/17/2013 2:41:00 PM	12/17/2018 2:41:00 PM	Initial	BARTON CONTRACTING CORPORATION P.O. Box 78494 CHARLOTTE, NC 28271
<a href="#">20130118507K</a>	12/19/2013 10:07:00 AM	12/19/2018 10:07:00 AM	Initial	Barton Contracting Corporation 6018 Dominion Place Charlotte, NC 28277

<a href="#">20140059801A</a>	6/23/2014 2:59:00 PM	6/23/2019 2:59:00 PM	Initial	BARTON CONTRACTING CORPORATION 1310 S Tryon St Ste 106, 6018 Dominion Place CHARLOTTE, NC 28203
<a href="#">20140061170C</a>	6/26/2014 1:00:00 PM	6/26/2019 1:00:00 PM	Initial	BARTON CONTRACTING CORPORATION 1310 S TRYON ST STE 106 CHARLOTTE, NC 282034233
<a href="#">20140064497J</a>	7/8/2014 9:05:00 AM	7/8/2019 9:05:00 AM	Initial	BARTON CONTRACTING CORPORATION 1310 SOUTH TRYON #103 CHARLOTTE, NC 28271
<a href="#">20140064734B</a>	7/8/2014 1:24:00 PM	7/8/2019 1:24:00 PM	Initial	BARTON CONTRACTING CORPORATION 1310 S. TRYON ST #106 CHARLOTTE, NC 28203
<a href="#">20140089640F</a>	9/23/2014 5:06:00 PM	9/23/2019 5:06:00 PM	Initial	Barton Contracting Corporation 1310 South Tryon St. #106 Charlotte, NC 28203
<a href="#">20140089878J</a>	9/24/2014 9:42:00 AM	9/24/2019 9:42:00 AM	Initial	Barton Contracting Corporation 1310 S. Tryon St. # 103 Charlotte, NC 28203
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<a href="#">20150009948K</a>	2/3/2015 12:52:00 PM	2/3/2020 12:52:00 PM	Initial	Barton Contracting Corporation 1310 South Tryon Street, Unit 106 Charlotte, NC 28203

# Individual UCC-1 History



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Elaine F. Marshall

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## Filing Chain

Initial Filing: 20170076374J



### [20170076374J](#)

Filing Date: 7/24/2017  
Filing Type: Initial  
Lapse Date: 7/24/2022  
Page Count: 1  
Alt Type: UCC

#### Debtors:

**BARTON CONTRACTING CORPORATION**  
1310 S Tryon St Ste 106  
CHARLOTTE, NC 28203 USA

#### Secured Parties:

**Komatsu Financial Limited Partnership**  
1701 W. Golf Rd., Ste 1-300  
Rolling Meadows, IL 60008 USA

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# Original UCC-1 Document

File Number: 20170076374J  
 Date Filed: 7/24/2017 11:55:00 AM  
 Elaine F. Marshall  
 NC Secretary of State

## UCC FINANCING STATEMENT

FOLLOW INSTRUCTIONS

A. NAME & PHONE OF CONTACT AT FILER (optional) Gisella Melendez
B. E-MAIL CONTACT AT FILER (optional) efiling@wolterskluwer.com
C. SEND ACKNOWLEDGMENT TO: (Name and Address)  CT Lien Solutions P.O. Box 29071 Glendale, CA 91209-9071

THE ABOVE SPACE IS FOR FILING OFFICE USE ONLY

1. DEBTOR'S NAME: Provide only one Debtor name (1a or 1b) (use exact, full name; do not omit, modify, or abbreviate any part of the Debtor's name); if any part of the Individual Debtor's name will not fit in line 1b, leave all of item 1 blank, check here  and provide the Individual Debtor information in item 10 of the Financing Statement Addendum (Form UCC1Ad)

1a. ORGANIZATION'S NAME BARTON CONTRACTING CORPORATION			
OR	1b. INDIVIDUAL'S SURNAME	FIRST PERSONAL NAME	ADDITIONAL NAME(S)/INITIAL(S) SUFFIX
1c. MAILING ADDRESS 1310 S Tryon St Ste 106		CITY CHARLOTTE	STATE POSTAL CODE COUNTRY NC 28203 USA

2. DEBTOR'S NAME: Provide only one Debtor name (2a or 2b) (use exact, full name; do not omit, modify, or abbreviate any part of the Debtor's name); if any part of the Individual Debtor's name will not fit in line 2b, leave all of item 2 blank, check here  and provide the Individual Debtor information in item 10 of the Financing Statement Addendum (Form UCC1Ad)

2a. ORGANIZATION'S NAME			
OR	2b. INDIVIDUAL'S SURNAME	FIRST PERSONAL NAME	ADDITIONAL NAME(S)/INITIAL(S) SUFFIX
2c. MAILING ADDRESS		CITY	STATE POSTAL CODE COUNTRY

3. SECURED PARTY'S NAME (or NAME OF ASSIGNEE OF ASSIGNOR SECURED PARTY): Provide only one Secured Party name (3a or 3b)


3a. ORGANIZATION'S NAME Komatsu Financial Limited Partnership			
OR	3b. INDIVIDUAL'S SURNAME	FIRST PERSONAL NAME	ADDITIONAL NAME(S)/INITIAL(S) SUFFIX
3c. MAILING ADDRESS 1701 W. Golf Rd., Ste 1-300		CITY Rolling Meadows	STATE POSTAL CODE COUNTRY IL 60008 USA

4. COLLATERAL: This financing statement covers the following collateral:

ONE (1) KOMATSU PC290LC-11 Hydraulic Excavator, S/N# A27478, 72" Coupler Forks.  
 BKT-QC-3.0.  
 CPLR-H..

This transaction is a lease and is not intended by the Debtor as a security transaction; the filing is only intended to make the lease a matter of public record. \*Claiming proceeds does not constitute permission for the Debtor to dispose of the collateral.

# EDA Website



BY RANDALL-REILLY

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[REPORTS](#)
[PRM BETA](#)
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🏠
Dashboard

SEP 10

NEW RECORDS **11,223** PROSPECTS  
View 17,656 UNITS

NEW PROSPECTS **3,233** PROSPECTS  
View 4,850 UNITS

Last Viewed ▾ ▶ Sep 07, 2018

Dynamic Homepage BETA

☆☆☆☆☆ Rate and [leave feedback](#)

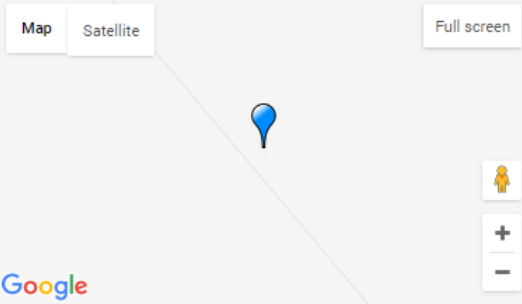
Refresh + Add Widget

Conquest Accounts (10+..) ⚙️ 🗑️ ↗️

Map

Satellite

Full screen



+  
-

Google

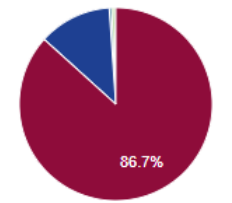
Heavy OTR Equipment ⚙️ 🗑️ ↗️

Page 1 of 1381 - Previous | Next

☆ 📄 Company	D&B <sup>®</sup> Enhanced	Location	Last Activity	Count
Bluff City Minerals LLC	■	Maryland Heights, MO	3/7/2017	199
Blackhawk Mining LLC	■	Lexington, KY	7/24/2018	164
Charrah LLC	■	Louisville, KY	8/2/2018	119
Global Contr Grp LLC	■	Wildwood, FL	3/23/2018	110
Iron Mtn Trap Rock Co	■	Maryland Heights, MO	10/13/2017	108

Agriculture Equipment ⚙️ 🗑️ ↗️

Equipment Type Market Share



- 4WD AG TRACTOR
- UTILITY TRACTOR
- COMBINE
- UTILITY LOADER
- UTIL BKT/LDR ATT

Industry Trends - Cons.. ⚙️ 🗑️ ↗️

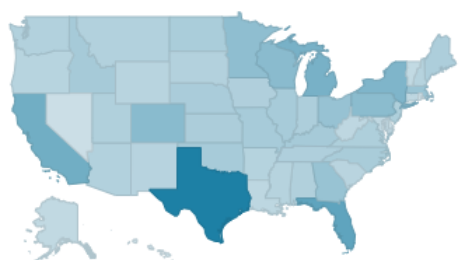
1Y
3Y
5Y
All

New
  Used



2005

Aging Equipment (5+ yr..) ⚙️ 🗑️ ↗️



0 3,445

Recent Transactions ⚙️ 🗑️ ↗️

Brand Market Share




- CAT
- DEERE
- UTILITY
- FANUC
- THERMO...
- GENIE

▲ 1/2 ▼





# EDA Website



BY RANDALL-REILLY

Welcome Bryan Fanis

SEARCH WATCH 4 ANALYZE REPORTS BETA PRM LABS

**Search** Search Name: **NC Association of Assessing Officers** 2,631 PROSPECTS 18,087 UNITS

back to saved searches

Search by keywords

Route Planner Summary **Prospects** Brand Model Equipment

Jump to  / 176 Go

				Company	D&B <sup>®</sup> Enhanced	Location	Last Activity	Count
Date Range*	+	<span style="background-color: #0070C0; color: white; padding: 2px 5px;">ADD NEW</span>	<input type="checkbox"/>	A S C Const EQT USA Inc	<input checked="" type="checkbox"/>	Charlotte, NC	11/18/2016	85
Location*	-	<input type="checkbox"/>	<input type="checkbox"/>	South Creek Const Inc	<input checked="" type="checkbox"/>	Cornelius, NC	7/30/2018	82
> State		<input type="checkbox"/>		J W Demo LLC	<input checked="" type="checkbox"/>	Charlotte, NC	11/29/2017	82
> County*		<input type="checkbox"/>		Electrolux Home Prods Inc	<input checked="" type="checkbox"/>	Charlotte, NC	5/18/2018	82
> City		<input type="checkbox"/>		Public Library Charlotte MECK	<input checked="" type="checkbox"/>	Charlotte, NC	5/30/2017	80
> ZIP Code		<input type="checkbox"/>		Hendrick Auto Grp	<input checked="" type="checkbox"/>	Charlotte, NC	1/9/2015	78
Equipment	+	<input type="checkbox"/>		Barton Contr Corp	<input checked="" type="checkbox"/>	Charlotte, NC	7/3/2018	76
Filing Status	+	<input type="checkbox"/>		Carolina Motor Club Inc	<input checked="" type="checkbox"/>	Charlotte, NC	5/30/2017	75
Lender	+	<input type="checkbox"/>		Letourneau Ent LLC	<input checked="" type="checkbox"/>	Charlotte, NC	3/20/2018	73
Prospects powered by D&B <sup>®</sup>	+	<input type="checkbox"/>		Siteworks LLC	<input checked="" type="checkbox"/>	Charlotte, NC	6/25/2018	69
Match	+	<input type="checkbox"/>		Nyborg Integrated Logistics	<input checked="" type="checkbox"/>	Pineville, NC	8/22/2017	69
Fleet Size	+	<input type="checkbox"/>		D A K Americas LLC	<input checked="" type="checkbox"/>	Charlotte, NC	9/18/2017	66
Prospect Filters	+	<input type="checkbox"/>		Wayne Bros Inc	<input checked="" type="checkbox"/>	Davidson, NC	6/11/2018	64
		<input type="checkbox"/>		E S P ASSC PA	<input checked="" type="checkbox"/>	Pineville, NC	4/13/2018	63
		<input type="checkbox"/>		Compass Grp USA Inc	<input checked="" type="checkbox"/>	Charlotte, NC	8/7/2017	58

Save or Cancel

# Analytics Reports – Top Buyers



**Top Buyers** - Displays the top buyers in descending order of units financed

Equipment Family	(All)
Equipment Code	(All)
Manufacturer	(All)
Lender	(All)
New/Used	(All)
UCC Status	(All)
SIC Code	(All)
Buyer State	(All)
Buyer County (State)	(All)
List Match UDF 1	(All)
List Match UDF 2	(All)
UDF County 1	(All)

(Double click in a cell with values to view the details)

Units		Year	↓↑			
Buyer Lookup	Buyer	EDA Buyer ID	↓↑	2015	2016	2017
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Compass Grp USA Inc	E859382	↓	54	1	3
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		J796150		996		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		J983452		1,106		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		J983453		1		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Teachers Ins & Annuity ASSC	H055553	↓	1,044		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Amer Whol Ins Holding Co	J256953		733		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Steritech Grp Inc	K083719		303	100	
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Concrete Supply Co	J849593		101	69	115
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Amer Natl Red Cross	K026477		13		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Carolina Urology Prtnr PLLC	J080553		186	30	42
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Duncan Parnell Inc	E231368		94	40	68
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Duke Energy Carolinas LLC	E223801		21	158	44
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Blue Max Trans Inc	1052710		82		16
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Hendrick Auto Grp	1798393		4		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		J269508		3		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		J869681		4		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		J869683		2		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		J869685		2		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		J869700		1		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		J869701		1		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		J869702		3		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		J894083		115		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		J943379		78		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		K194693		2		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	City of Charlotte NC	1801688		165	15	1
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Blythe DVLP Co	H518721		71	68	14
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	All Nations CH Inc	K132823		153		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Ingersoll Rand Co	E285598		83	33	24
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		K548176				10
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		K857871			1	
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Amer Red Cross	H055535		9	14	125
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Hendrick Auto Grp Inc	J869708		129		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		J943380		6		
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Trane US Inc	K132944		128	5	



**Top Buyers** - Displays the top buyers in descending order of units financed

Equipment Family	(All)
Equipment Code	(All)
Manufacturer	(All)
Lender	(All)
New/Used	(All)
UCC Status	(All)
SIC Code	(All)
Buyer State	(All)
Buyer County (State)	(All)
List Match UDF 1	(All)
List Match UDF 2	(All)
UDF County 1	(All)

(Double click in a cell with values to view the details)

Units		Year	↓↑					
Buyer Lookup	Buyer	EDA Buyer ID	↓↑	2015	2016	2017	2018	Grand Total
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Amer Red Cross	H055535		9	14	125		148
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Hendrick Auto Grp Inc	J869708		129				129
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		J943380		6				6
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Trane US Inc	K132944		128	5			133
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Horsepower Site Svc LLC	J689290		36	31	40	18	125
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Lift It Rntl LLC	J702856		9	26	21	64	120
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Hoopaugh Grdng Co	H086880		38	16	39	18	111
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Sona Holdings LLC	K677447				101		101
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	McGladrey LLP	J894119		101				101
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Blue Dot Read Mix LLC	G655992		41	30	27	3	101
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	River Recycling LLC	J195839		98				98
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Charlotte Choice Charter Sch	J854359		95				95
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	A S C Const EQT USA Inc	G276526		10				10
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>		H447040		6	79			85
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Etimex USA Inc	F346995			93	1		94
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Advanced DVLP Concepts LLC	G249233		27	2	41	23	93
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Velocitor Solutions LLC	J796470		91				91
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	South Creek Const Inc	K198531		25	14	15	28	82
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Electrolux Home Prods Inc	H457838			7	73	2	82
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	J W Demo LLC	G975480			81	1		82
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Public Library Charlotte MECK	K635293				80		80
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Barton Contr Corp	K548132		30	18	22	6	76
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Carolina Motor Club Inc	K635239				75		75
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Letourneau Ent LLC	K198506		1	29	8	35	73
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Nyborg Integrated Logistics	J242962		50		19		69
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Siteworks LLC	1856281		19	21	14	15	69
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	D A K Americas LLC	G386767		14		52		66
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Wayne Bros Inc	1052739		8	15	10	31	64
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	E S P ASSC PA	E591303		41			22	63
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Paramount Mrktng Grp LLC	J943395		57				57
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Bank of Amer Natl ASSC	F765353		23	22	12		57
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Lifetouch Natl Sch Studios Inc	J869721		54				54
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Johnson C Smith Univ Inc	1953178				53		53
<a href="#">map</a> <a href="#">it!</a> <a href="#">Report</a>	Avidxchange Inc	J894033		8	35	7	1	51



# Analytics Reports

New/Used	Manufacturer	Model	Eqt Description	Code	Eqt Serial Number	Size	Eqt Year	Eqt Value
N	SAKAI	SV-400-D	1 DRUM VIB COMP	1130	40151	D		113901
U	CAT	262-D	SKID STEER LDR	0500	DTB857	P	2014	44686
N	DEERE	672-G	MOTOR GRADER	1000	661993	J	2014	219142
U	CAT	320-E-LRR	EXCAVATOR	0310	TFX1046	K	2014	140748
U	LEE-BOY	420	STATIC COMPACTOR	1140	114567	Y		32992
U	MACK	GU-713	CLASS 8 TRUCK	3280	1M2AX04C8FM022829	J	2015	92620
U	MACK	GU-713	CLASS 8 TRUCK	3280	1M2AX04C5FM023016	J	2015	92620
N	CAT	289-D	TRACK SKID LDR	0520	TAW2799	P	2015	72944
U	LEE-BOY	8515	TRACKED PAVER	0817	83862	X		49000
U	CAT	259-B-3	TRACK SKID LDR	0520	YYZ1196	P	2011	44240
N	CAT	308-E-2-CR-SB	MINI EXCAVATOR	0320	FJX2130	W	2015	86485
N	BOBCAT	T-590	TRACK SKID LDR	0520	ALJU14239	P	2015	60787
N	KOMATSU	D-39-PX-23	LGP DOZER	0112	NSN 183819541	J		144115
U	CRAFCO	SUPERSHOT125D	ASPHALT MELTER	0813	1C9SV1223C1418446	X	2012	0
U	HAMM	HD-12-VO	2 DRUM VIB COMP	1120	H2300060	L	2014	34847
U	CAT	924-K	WHEEL LOADER	0610	PWR1607	J	2013	133334
U	CAT	320-E-L	EXCAVATOR	0310	WBK2050	K	2013	139354
U	LEE-BOY	420	STATIC COMPACTOR	1140	114567	Y		32992
N	KNAPHEIDE	N/A	SVC VEHICLE BODY	3291	NSN 183368661	Z		0
U	WIRTGEN	W-150-I	PLANER/MILL MACH	0830	06130129	E		48861
N	CAT	416-F	LOADER BACKHOE	1430	KSF1764	L	2014	117370
U	CAT	329-E-L	EXCAVATOR	0310	PLW372	N	2012	175449
N	BOBCAT	T-590	TRACK SKID LDR	0520	ALJU14446	P	2015	60787
U	ETNYRE	PRTN-55-ETD-3	LARGE CONST TRL	3719	1E9313165DE111280	X	2013	0
U	CAT	259-B-3	TRACK SKID LDR	0520	YYZ5521	P	2013	45128
N	CAT	320-E-LRR	EXCAVATOR	0310	TFX1046	K	2014	247619
U	MACK	GU-713	CLASS 8 TRUCK	3280	1M2AX04C7FM023017	J	2015	92620
U	CAT	PS-150-C	STATIC COMPACTOR	1140	FPS1249	Y	2012	58786
U	CAT	329-E-L	EXCAVATOR	0310	PLW372	N	2012	175449
U	SAKAI	SV-400-TF	1 DRUM VIB COMP	1130	40141	F		43212
U	ROAD-WIDENER	RD	PLANER ATTACH	0831	FHR1028	X		0
U	CAT	924-K	WHEEL LOADER	0610	PWR1607	J	2013	133334
N	SAKAI	SV-505-TF-1	1 DRUM VIB COMP	1130	50493	F		0
U	CAT	914-K	WHEEL LOADER	0610	CD2425	F	2015	82417
U	CAT	320-E-L	EXCAVATOR	0310	WBK2050	K	2013	139354
N	CAT	305-E-CR	MINI EXCAVATOR	0320	XFA3739	C	2014	73729
N	CAT	914-K	WHEEL LOADER	0610	CD2425	F	2015	130707
U	CAT	12-H	MOTOR GRADER	1000	AMZ457	I	2004	126905
U	CAT	262-D	SKID STEER LDR	0500	DTB2777	P	2015	45579
N	DEERE	750-K	CRAWLER DOZER	0110	297476	K	2016	222238
U	WIRTGEN	W-150-I	PLANER/MILL MACH	0830	06130129	E		48861
N	PETERBILT	389	CLASS 8 TRUCK	3280	1NPXGGGG10D341303	P	2015	161098
N	KOMATSU	D-39-PX-23	LGP DOZER	0112	90866	J	2015	146997
N	WEILER	P-385-B	TRACKED PAVER	0817	P385B2015	D	2016	71914
U	CAT	D-5-K-2-XL	CRAWLER DOZER	0110	KWWW787	I	2014	73089
U	CAT	416-F	LOADER BACKHOE	1430	KSF1764	L	2014	78845

# Prospect Profile

**Barton Contr Corp**

Overview | Equipment | Transactions | Contacts | Map | Prospect Filters | Notes

BUYER ID: K548132  
 CONTACT: Bart Ward  
 ADDRESS: 6000 Old Pineville Rd, Charlotte, NC 28217  
 COUNTY: Mecklenburg  
 PHONE: (704) 910-4264 / FAX: —  
 SIC: 1611 - Highway And Street Construction  
 LAST ACTIVITY: 7/3/2018 (Active)

CREDIT RISK  
 EMPLOYEES  
 ANNUAL SALES  
 EXECUTIVE  
 D-U-N-S® NUMBER  
 NAICS  
 INDUSTRY  
 YEAR STARTED

**Barton Contr Corp** ☆ 106 Units All My Data 76 Units Search Results

Overview | Equipment | Transactions | Contacts | Map | Prospect Filters | Notes & Tasks | Legacy Notes

### Equipment by Type

Equipment	Count	% of Total	Brand	Model	Sub-count
TRACK SKID LDR	11	12.8 %			
EXCAVATOR	10	11.6 %			
			CAT	320-E-L	2
			KOMATSU	PC-210-LC-11	2

Sale & Lease Units: 86\*

**Brands**

Brand	Count	%
1. CAT	34	39.5%
2. KOMATSU	7	8.1%
3. LEE-BOY	7	8.1%
4. MACK	6	7.0%
5. DEERE	5	5.8%
6. SAKAI	5	5.8%
7. HAMM	4	4.7%
8. ETNYRE	3	3.5%
9. OX	3	3.5%
10. BOBCAT	2	2.3%

**Equipment**

Equipment	Count	%
1. TRACK SKID LDR	11	12.8%
2. EXCAVATOR	10	11.6%
3. 2 DRUM VIB C...	8	9.3%
4. CLASS 8 TRUCK	8	9.3%
5. TRACKED PAVER	6	7.0%
6. 1 DRUM VIB C...	5	5.8%
7. SKID STEER LDR	5	5.8%
8. MINI EXCAVATOR	4	4.7%
9. MOTOR GRADER	4	4.7%
10. WHEEL LOADER	4	4.7%

**Barton Contr Corp** ☆ 76 Units Search Results

Overview | Equipment | Transactions | Contacts | Map | Prospect Filters | Notes & Tasks | Legacy Notes

### All Transaction Activity

Filter with search criteria

☆☆☆☆☆ Rate and [leave feedback](#)

DATE	AGE	BRAND	MODEL	EQUIPMENT	Serial #	STATUS	LENDER
7/3/2018	N	DEERE	672-G	MOTOR GRADER	645302	T	JOHN DEERE IND...
6/28/2018	N	LEE-BOY	695	MOTOR GRADER	179803	S	WELLS FARGO E...
6/4/2018	N	WIRTGEN	W-200-I	PLANER/MILL MACH	14201424	R	LINDER INDL MC...
2/2/2018	U	VOLVO	A-25-G	ART HAUL UNIT	740135	S	WELLS FARGO E...
2/2/2018	U	CAT	305.5-E-2-CR	MINI EXCAVATOR	EJX1065	S	WELLS FARGO E...
2/2/2018	N	CAT	259-D	TRACK SKID LDR	FTL11747	S	WELLS FARGO E...
12/28/2017	N	DEERE	650-K	CRAWLER DOZER	321785	L	JOHN DEERE IND...
12/11/2017	U	SAKAI	SV-412-T	1 DRUM VIB COMP	3SV5050187	S	WELLS FARGO E...
12/11/2017	U	CAT	320-E-L	EXCAVATOR	WBK3542	S	WELLS FARGO E...
12/8/2017	N	KOMATSU	PC-88-MR-10	EXCAVATOR	NSN 221954281	S	KOMATSU FIN

1 / 8 Go

**New vs. Used**

**Financing Cycles:**

EDA



# Prospect Profile – Equipment Detail

Transactions: All Activity						
Date	N/U	Brand	Model	Equipment	Serial #	Status Lender
7/3/2018	N	DEERE	672-G	MOTOR GRADER	645302	T JOHN DEERE INDL CREDIT
6/28/2018	N	LEE-BOY	695	MOTOR GRADER	179803	S WELLS FARGO EQT FIN
6/4/2018	N	WIRTGEN	W-200-I	PLANER/MILL MACH	14201424	R LINDER INDL MCHNY
2/2/2018	U	VOLVO	A-25-G	ART HAUL UNIT	740135	S WELLS FARGO EQT FIN
2/2/2018	U	CAT	305.5-E-2-CR	MINI EXCAVATOR	EJX1065	S WELLS FARGO EQT FIN
2/2/2018	N	CAT	259-D	TRACK SKID LDR	FTL11747	S WELLS FARGO EQT FIN
12/28/2017	N	DEERE	650-K	CRAWLER DOZER	321785	L JOHN DEERE INDL CREDIT
12/11/2017	U	SAKAI	SV-412-T	1 DRUM VIB COMP	3SV5050187	S WELLS FARGO EQT FIN
12/11/2017	U	CAT	320-E-L	EXCAVATOR	WBK3542	S WELLS FARGO EQT FIN
12/8/2017	N	KOMATSU	PC-88-MR-10	EXCAVATOR	NSN 221954281	S KOMATSU FIN
9/8/2017	N	CAT	336-F-L	EXCAVATOR	RKB10746	S CATERPILLAR FIN SVC CORP
8/3/2017	N	CAT	242-D	SKID STEER LDR	DZT3533	S CATERPILLAR FIN SVC CORP
7/28/2017	N	CAT	930-M	WHEEL LOADER	KTG3117	S CATERPILLAR FIN SVC CORP
7/24/2017	U	FORD	F-750	CLASS 7 TRUCK	3FRWF75G97V446093	S STAR CAPITAL GRP
7/24/2017	N	KOMATSU	PC-210-LC-11	EXCAVATOR	A12385	L KOMATSU FIN

7/24/2017	N	KOMATSU	PC-290-LC-11	EXCAVATOR	A27478	L	KOMATSU FIN
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6/9/2017	N	LEE-BOY	250-T	DISTRIBUTOR	149338	S	WELLS FARGO EQT FIN
6/9/2017	N	SAKAI	SV-410-D-2	1 DRUM VIB COMP	40176	S	WELLS FARGO EQT FIN
6/9/2017	U	CAT	CB-24-B	2 DRUM VIB COMP	42213	S	WELLS FARGO EQT FIN
6/9/2017	N	CAT	AP-555-F	TRACKED PAVER	AP5178	S	WELLS FARGO EQT FIN
6/9/2017	N	CAT	CB-44-B	2 DRUM VIB COMP	JXL270	S	WELLS FARGO EQT FIN
6/9/2017	N	WEILER	P-385-B	TRACKED PAVER	P385B2332	S	WELLS FARGO EQT FIN
6/9/2017	N	CAT	930-K	WHEEL LOADER	RHN3659	S	WELLS FARGO EQT FIN
6/9/2017	N	CAT	CB-34-B	2 DRUM VIB COMP	XB4431	S	WELLS FARGO EQT FIN
3/23/2017	N	CAT	259-D	TRACK SKID LDR	FTL10010	S	CATERPILLAR FIN SVC CORP

# Full Report of All Activity

## Transactions: All Activity

Date	N/U	Brand	Model	Equipment	Serial #	Status	Lender
7/3/2018	N	DEERE	672-G	MOTOR GRADER	645302	T	JOHN DEERE INDL CREDIT
6/28/2018	N	LEE-BOY	695	MOTOR GRADER	179803	S	WELLS FARGO EQT FIN
6/4/2018	N	WIRTGEN	W-200-I	PLANER/MILL MACH	14201424	R	LINDER INDL MCHNY
2/2/2018	U	VOLVO	A-25-G	ART HAUL UNIT	740135	S	WELLS FARGO EQT FIN
2/2/2018	U	CAT	305.5-E-2-CR	MINI EXCAVATOR	EJX1065	S	WELLS FARGO EQT FIN
2/2/2018	N	CAT	259-D	TRACK SKID LDR	FTL11747	S	WELLS FARGO EQT FIN
12/28/2017	N	DEERE	650-K	CRAWLER DOZER	321785	L	JOHN DEERE INDL CREDIT
12/11/2017	U	SAKAI	SV-412-T	1 DRUM VIB COMP	3SV5050187	S	WELLS FARGO EQT FIN
12/11/2017	U	CAT	320-E-L	EXCAVATOR	WBK3542	S	WELLS FARGO EQT FIN
12/8/2017	N	KOMATSU	PC-88-MR-10	EXCAVATOR	NSN 221954281	S	KOMATSU FIN
9/8/2017	N	CAT	336-F-L	EXCAVATOR	RKB10746	S	CATERPILLAR FIN SVC CORP
8/3/2017	N	CAT	242-D	SKID STEER LDR	DZT3533	S	CATERPILLAR FIN SVC CORP
7/28/2017	N	CAT	930-M	WHEEL LOADER	KTG3117	S	CATERPILLAR FIN SVC CORP
7/24/2017	U	FORD	F-750	CLASS 7 TRUCK	3FRWF75G97V446093	S	STAR CAPITAL GRP
7/24/2017	N	KOMATSU	PC-210-LC-11	EXCAVATOR	A12385	L	KOMATSU FIN
7/24/2017	N	KOMATSU	PC-290-LC-11	EXCAVATOR	A27478	L	KOMATSU FIN
7/19/2017	N	WIRTGEN	W-150-CFI	PLANER/MILL MACH	08130104	R	LINDER INDL MCHNY
6/9/2017	N	LEE-BOY	250-T	DISTRIBUTOR	149338	S	WELLS FARGO EQT FIN
6/9/2017	N	SAKAI	SV-410-D-2	1 DRUM VIB COMP	40176	S	WELLS FARGO EQT FIN
6/9/2017	U	CAT	CB-24-B	2 DRUM VIB COMP	42213	S	WELLS FARGO EQT FIN
6/9/2017	N	CAT	AP-555-F	TRACKED PAVER	AP5178	S	WELLS FARGO EQT FIN
6/9/2017	N	CAT	CB-44-B	2 DRUM VIB COMP	JXL270	S	WELLS FARGO EQT FIN
6/9/2017	N	WEILER	P-385-B	TRACKED PAVER	P385B2332	S	WELLS FARGO EQT FIN
6/9/2017	N	CAT	930-K	WHEEL LOADER	RHN3659	S	WELLS FARGO EQT FIN
6/9/2017	N	CAT	CB-34-B	2 DRUM VIB COMP	XB4431	S	WELLS FARGO EQT FIN

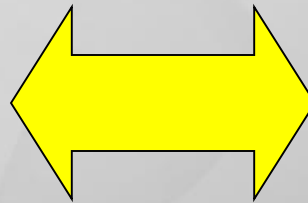
3/22/2017	N	KOMATSU	PC-290-LC-11	EXCAVATOR	A27497	S	KOMATSU FIN
12/28/2016	U	CAT	914-K	WHEEL LOADER	CD2425	S	CATERPILLAR FIN SVC CORP
11/28/2016	U	CAT	262-D	SKID STEER LDR	DTB2777	S	WELLS FARGO EQT FIN
9/29/2016	U	ROAD-WIDENER	RD	PLANER ATTACH	FHR1028	S	WELLS FARGO EQT FIN
9/29/2016	N	CAT	259-D	TRACK SKID LDR	FTL9498	S	WELLS FARGO EQT FIN
9/29/2016	U	CAT	D-5-K-2-XL	CRAWLER DOZER	KWW787	S	WELLS FARGO EQT FIN
9/29/2016	N	WEILER	P-385-B	TRACKED PAVER	P385B2015	S	WELLS FARGO EQT FIN
8/26/2016	N	CAT	914-K	WHEEL LOADER	CD2425	R	C T RNTL
8/9/2016	N	DEERE	750-K	CRAWLER DOZER	297476	S	JOHN DEERE INDL CREDIT
6/1/2016	N	KOMATSU	PC-360-LC-11	EXCAVATOR	A35575	R	LINDER INDL MCHNY
5/9/2016	U	CAT	12-H	MOTOR GRADER	AMZ457	S	WELLS FARGO EQT FIN
4/11/2016	U	WIRTGEN	W-150-I	PLANER/MILL MACH	06130129	S	WELLS FARGO EQT FIN
4/11/2016	N	PETERBILT	389	CLASS 8 TRUCK	1NPXGGGG10D341303	S	WELLS FARGO EQT FIN
4/11/2016	N	SAKAI	SV-505-TF-1	1 DRUM VIB COMP	50493	S	WELLS FARGO EQT FIN
3/30/2016	U	CAT	416-F	LOADER BACKHOE	KSF1764	S	CATERPILLAR FIN SVC CORP
3/30/2016	U	CAT	924-K	WHEEL LOADER	PWR1607	S	CATERPILLAR FIN SVC CORP
3/28/2016	N	KOMATSU	D-39-PX-23	LGP DOZER	90866	S	KOMATSU FIN
3/8/2016	U	CAT	320-E-L	EXCAVATOR	WBK2050	S	CATERPILLAR FIN SVC CORP
1/5/2016	N	CAT	305-E-CR	MINI EXCAVATOR	XFA3739	S	CATERPILLAR FIN SVC CORP
12/29/2015	U	WIRTGEN	W-150-I	PLANER/MILL MACH	06130129	R	LINDER INDL MCHNY
12/22/2015	U	CAT	320-E-LRR	EXCAVATOR	TFX1046	S	CATERPILLAR FIN SVC CORP
11/12/2015	U	CAT	329-E-L	EXCAVATOR	PLW372	S	CATERPILLAR FIN SVC CORP
11/3/2015	U	CAT	924-K	WHEEL LOADER	PWR1607	R	C T RNTL
11/3/2015	U	CAT	320-E-L	EXCAVATOR	WBK2050	R	C T RNTL
10/19/2015	N	CAT	416-F	LOADER BACKHOE	KSF1764	R	C T RNTL
9/18/2015	U	LEE-BOY	420	STATIC COMPACTOR	114567	S	WELLS FARGO EQT FIN

**New Revenue Opportunities**  
**Discovery**  
**Valuation**  
**Identify non-filing constituents & under reporting**

**2017 Tax Filing**

**25 BPP Units Claimed**

***Self Reported***  
***Missing Key Info***  
***No Structured Audit***



**2017 UCC Activity**

**35 UCC Filings** *(actual)*

***Increased Accuracy***  
***Legal Document***  
***Itemized Fleet Detail***



# Google Earth™ Mapping Service

- Evaluate personal property concentrations
- Understand Hot Spots
- Obtain driving directions
- Create focus on targeted accounts
- Monitor fleet size and annual growth

The screenshot displays a Google Earth interface with a satellite view of an industrial area. A red pin is placed on a large building, and a white information popup is overlaid on the map. The popup contains the following details:

- Barton Contr Corp**
- 6000 Old Pineville Rd
- Charlotte, NC 28217
- Contact: Bart Ward
- Phone: (704) 910-4264
- EDA Buyer ID: K548132
- Last Activity: 7/3/2018
- Units: 106
- [Directions](#)

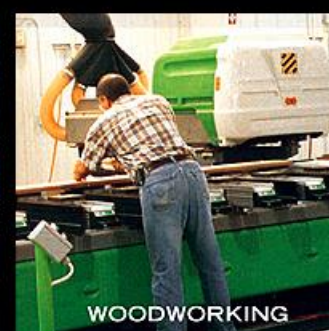
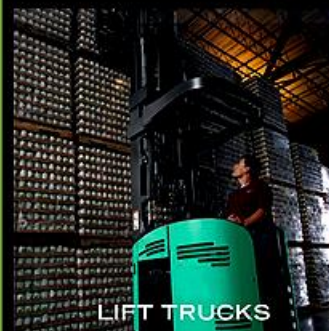
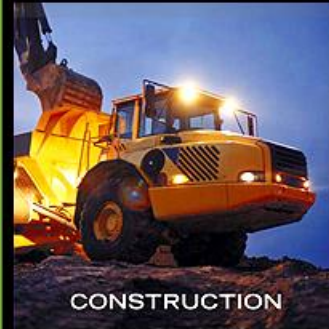
The interface also shows a top navigation bar with tabs for Overview, Equipment, Transactions, Contacts, Map, Prospect Filters, Notes & Tasks, and Legacy Notes. On the right side, there are statistics: 106 Units (All My Data) and 76 Units (Search Results). The map includes street names like Tyvola Rd, Kings Branch, and South Blvd, and a green pin for Fordham Park.



# Equipment-based Market Intelligence

EDA provides accurate equipment-based market intelligence for a variety of industries, including:

- Agriculture
- Construction
- Lift trucks
- Logging
- Machine tools
- Trucking
- Woodworking
- Printing
- Medical



# Recap

## Recap – Benefits of Implementing UCC's

- Overcome common obstacles & challenges
- Identify new revenue opportunities
- Discovery of business personal property
- Valuation of historical filings
- Build structure within assessing & appraisal process
- Accountability mandated by legal bound documents
- Increase in effectiveness & efficiency



Thank you for attending this morning.

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**Bryan Fanis**  
**Equipment Data Associates (EDA)**