



**TRANE**<sup>®</sup>

# *Leasing Services*

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*Featuring flexible financing options  
to make purchasing decisions easier.*



# Leasing is Good Business

**Our mission is to provide**

**flexible financing options to**

**make purchasing decisions**

**easier. Capital and budgetary**

**restrictions that once stood in**

**the way can be overcome with**

**one of Trane Leasing Services'**

**tailored financial solutions.**



The benefits of leasing through Trane Leasing Services, rather than borrowing from the bank or paying cash, are numerous.

While a bank loan provides direct ownership and the interest expense may be tax-deductible, it reduces valuable business credit lines, may have a short repayment term, and may not cover extras such as taxes, freight and installation.

Paying cash also provides direct and immediate ownership and eliminates finance charges. However, using cash for a large expenditure reduces operating cash that could have been used for alternate investments and provides no hedge against inflation.

Leasing through Trane Leasing Services:

- Allows you to spread the cost of the entire system, including equipment, engineering, installation and delivery, over the lease term
- Can provide fixed or variable payments
- Offers flexibility in structuring: two- to seven-year terms and monthly, quarterly, semiannual, or annual payment schedules

- Offers flexibility to accommodate seasonal periods or sales peaks with "step-up" or "step-down" options
- Allows the later upgrade or addition of equipment to the lease
- Offers an option for start-ups and new businesses (defined as businesses less than two years old): maximum term is 36 months and may require up to 20% down payment

Trane Leasing Services will work with you and your Contractor to tailor a lease financing program specific to your needs. If required, we can also structure other types of leases.



# Keeping it Simple

## Common Questions

### Who qualifies for leasing?

Any commercial entity may apply for lease financing.

### What can be financed?

We specialize in commercial HVAC financing. However, building controls, lighting, computer-related equipment, industrial/manufacturing equipment, telecommunications, refrigeration, and ice machines are other products we are able to finance. If you need financing for equipment not listed here, call our office.

### What is the lease secured to?

The lease is secured to the equipment that you finance, in most cases.

### What is the minimum transaction?

Typically, we can do a lease as low as \$2,000. However, this is determined on a case-by-case basis.

### Can we do structured leases?

Trane Leasing Services can structure a lease to fit most needs.

### Does the monthly payment include tax?

The payment quoted to you will not include any applicable taxes. Tax will be added to your payment on a monthly basis according to your state laws. If you are tax exempt, fax a copy of the certificate to Trane Leasing Services at 1-877-331-3665 with your application.

### Is there money due up front?

Generally, two payments are required to start the lease.

### Will payments change during the financing period?

The monthly payments are fixed for the term of the lease unless a special lease structure is pre-arranged.

### Is insurance needed on the equipment?

Yes, you are responsible for insuring the equipment. Usually, covering financed equipment does not increase insurance premiums on an existing property insurance policy.

### What happens at the end of the lease term?

The equipment is purchased for \$1 after all scheduled lease payments are made. Other types of leases are available upon request.

## Seven Steps to a Successful Lease

- 1** A monthly payment should be quoted to you by your Contractor. If you have not been quoted a payment, contact your Contractor.
- 2** We require a signed Lease Credit Application if you are ready to proceed with the lease. Fax the completed, signed application with the job proposal to Trane Leasing Services at 1-877-331-3665.
- 3** Additional paperwork may be required. If the lease amount is over \$75,000, two years of financials may be requested along with any other documentation. (Not-for-profit or religious entities must complete a Not-For-Profit/Religious Organization Questionnaire. Call us at 1-800-724-6026 to request the questionnaire.)
- 4** A credit underwriter will review your application. Typically you should receive a response within 24 hours with an acceptance, denial, or request for additional information.
- 5** A lease agreement will be sent for execution following approvals. Upon receipt of the properly executed documents, advance payment and documentation fee (if required), a purchase order will be issued to your Contractor. This serves as notice to proceed with installation.
- 6** Upon completion of the project, the Contractor will submit an invoice. After review, you will be called to verbally verify equipment acceptance.
- 7** After the verbal approval, a check will be sent to your Contractor within 48 hours. The check will be sent via overnight service.



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