



TRANE®



Financial Services

*Featuring flexible financing options to
make purchasing decisions easier*





Financing is Good Business

The benefits of financing through Trane, 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.

Our mission is to provide flexible financing options to make purchasing decisions easier. Capital and budgetary restrictions can be overcome with one of Trane's tailored financial solutions.



Financing through Trane:

- Allows you to spread the cost of the entire system, including equipment, engineering, installation and delivery, over the financing 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" payment options
- Allows the later upgrade or addition of equipment to the financing

Trane will work with you and your contractor to tailor a financing program specific to your needs.



Keeping it Simple

Common Questions

Who qualifies for financing?

Any commercial entity may apply for 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 financing secured by?

It is secured by the equipment that you finance/purchase in most cases.

What is the minimum transaction?

Typically, we can finance as low as \$5,000. However, this is determined on a case-by-case basis.

Can we do structured finance?

Yes, Trane can structure financing 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 with your application.

Is there money due up front?

Generally, no. However documentation fees and advance payments may apply.

Will payments change during the financing period?

The monthly payments are fixed for the term unless a special payment 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 term?

Under the financing (typically a capital lease) the equipment is purchased for \$1 after all payments are made. Other types of financing are available upon request.

Seven Steps to Successful Financing

- 1** A monthly payment should be quoted to you by your contractor. If you have not been quoted a payment, contact your contractor.
- 2** A signed Credit Application is required if you are ready to proceed with the financing. Fax the completed, signed application with the job proposal to Trane at 1-877-331-3665.
- 3** Additional paperwork may be required.
 - If the financed amount is over \$75,000, two years of financials may be requested along with other documentation.
 - Not-for-profit or religious entities must complete a Not-For-Profit/ Religious Organization Questionnaire.
- 4** A credit underwriter will review your application. Typically you should receive a response within 24 hours with an approval, denial, or request for additional information.
- 5** A financing 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 the installation.
- 6** Upon completion of the project, the contractor will submit an invoice. After review, you will be contacted to verify equipment acceptance.
- 7** After the verbal approval, a check will be sent to your contractor within 48 hours.



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