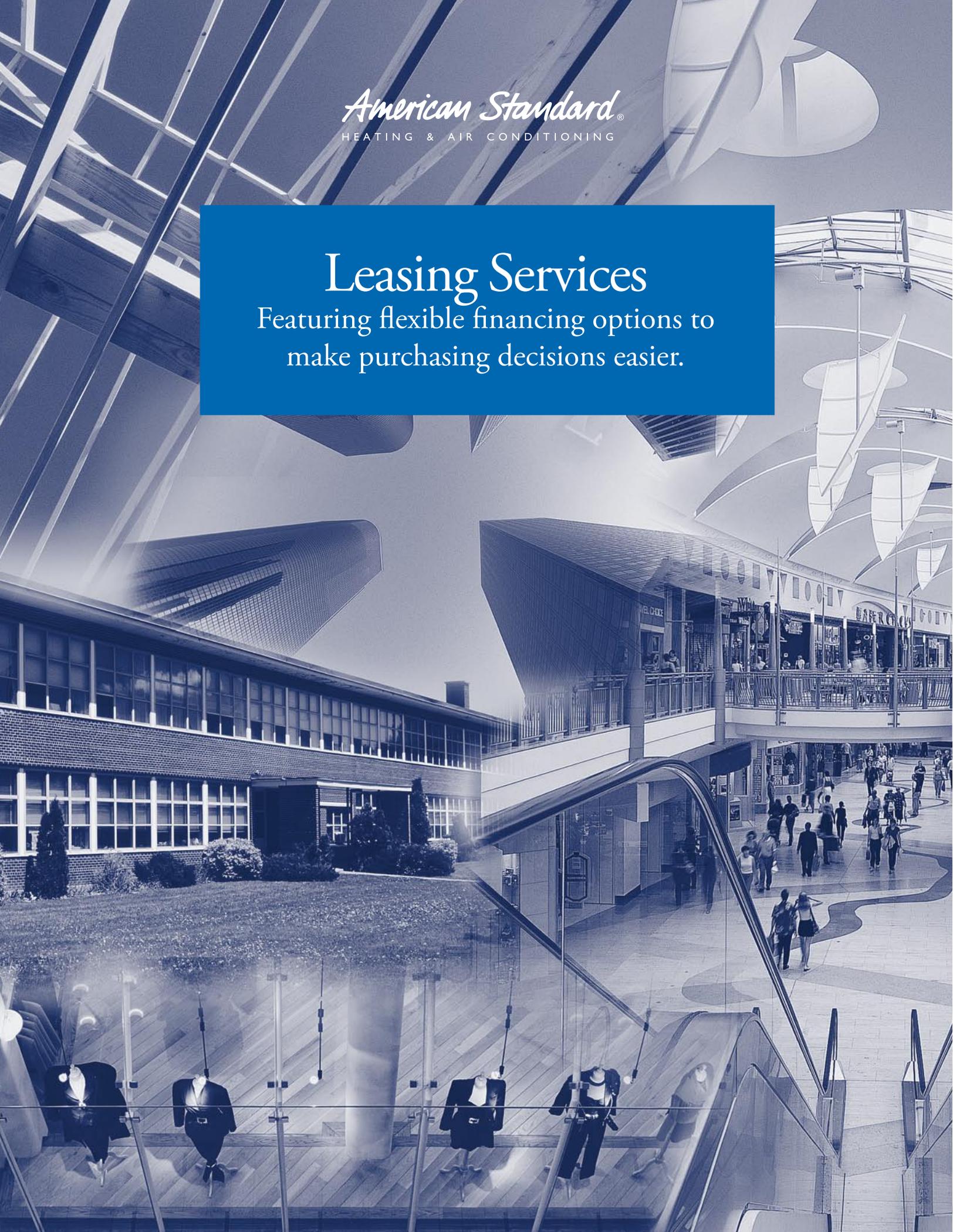


American Standard[®]
HEATING & AIR CONDITIONING

Leasing Services
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 American Standard Heating & Air Conditioning's tailored financial solutions.

The benefits of leasing through American Standard Heating & Air Conditioning, 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 American Standard Heating & Air Conditioning:

- 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

American Standard Heating & Air Conditioning 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?

American Standard Heating & Air Conditioning 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 American Standard Heating & Air Conditioning 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 American Standard Heating & Air Conditioning 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 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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