

# Rosenbauer Fire Truck Financing



# Rosenbauer Finance and Wells Fargo Equipment Finance working together

## Why Rosenbauer America, LLC and Wells Fargo?

A leader in a highly competitive market:

### Rosenbauer

- Top producer of fire apparatus in the US
- Strong & established dealer network
- Funding program provides a seamless sales/financing solution for their customers

### Wells Fargo

- Wells Fargo Equipment Finance is a leading bank-affiliated equipment leasing and finance business in the U.S.
- Established industry experience
- Satisfy our customers' financial needs and help them succeed financially



## What is a Municipal Fire Truck Lease?

A tax-exempt municipal lease, also known as a lease-purchase agreement, is a contract that enables government entities to acquire essential-use assets, including fire and public safety equipment and vehicles. Section 103 of the Internal Revenue Code allows municipal entities to obtain financing at lower interest rates than what is available to commercial and industrial businesses due to the interest earned by the Lessor being exempt from federal income taxes.

## Benefits of a Municipal Fire Truck Lease

- No Down Payment – 100 % financing is available. Make vehicle purchases without having to use critical budget dollars which helps overcome budget challenges.
- Balances out capital expenditures in budgets from year to year.
- Allows for the acquisition of equipment urgently needed without incurring long term debt.
- Saves money by replacing maintenance intensive older equipment.
- Spreads the cost of a fire truck over its useful life rather than burdening one fiscal period with the entire cost.

**Structure and Terms**

<b>Fire Trucks:</b>	Up to 10 Years with annual payments in arrears
<b>Payment Frequency:</b>	Annual, Semi-Annual, Quarterly, Monthly
<b>First Payment Due Date:</b>	Deferrals up to one year after lease starts for annual payments
<b>Down Payments:</b>	Optional
<b>Early Payoffs:</b>	Permitted throughout the lease

The example below illustrates a representative payment structure for various finance terms assuming \$500,000 is financed with annual payments in arrears.

	5 year Lease Purchase	7 year Lease Purchase	10 year Lease Purchase
Payment 1 (1 year from lease start date)	\$112,000	\$83,000	\$61,500
Payment 2	\$112,000	\$83,000	\$61,500
Payment 3	\$112,000	\$83,000	\$61,500
Payment 4	\$112,000	\$83,000	\$61,500
Payment 5	\$112,000	\$83,000	\$61,500
Payment 6		\$83,000	\$61,500
Payment 7		\$83,000	\$61,500
Payment 8			\$61,500
Payment 9			\$61,500
Payment 10			\$61,500

**Index:** Payments are indexed to like term US SOFR SWAP rates. Payment amounts are subject to change based on US SOFR SWAP rates.

**Lease:** The lease will be a “net” lease under which, all costs, including insurance, maintenance, and taxes are paid by the lessee for the term of the contract.

**Approval:** All transactions are subject to credit, collateral and essential use review and approval by Wells Fargo, and to the execution and delivery of all appropriate documents (in form and substance satisfactory to Wells Fargo).

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## Contact info

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