

FINANCIAL SOLUTIONS THAT WORK

Terex Financial Services (TFS) helps you build the fleet you need with competitive financing rates and special lease and purchase financing options. For more than 10 years, TFS has assisted Terex Utilities customers by providing trusted financial resources to help them purchase the equipment needed to meet their goals.

Our Business Model

- **Knowledgeable:** Integrated with Terex Utilities Equipment Sales Team, with a rich understanding of the industry
- **Committed:** Underwrite to protect our customers' best interests, remarket to maximize value, and structure transactions to meet customer goals
- **Dedicated:** Solely to finance Terex Utilities equipment, with a specialized salesforce

What We Provide

- **Loans** – enjoy the benefits of ownership. A variety of repayment structures available ranging from monthly to annually.
- **Fair Market Value Leases** – experience the benefit of lower monthly payments and end of term flexibility. Commonly referred to as Operating Leases.
- **TRAC or Split TRAC Leases** – a TRAC (terminal rental adjustment clause) lease is a tax-oriented lease of qualified motor vehicles and trailers. A TRAC lease permits or requires an adjustment of rentals according to the amount realized by the lessor upon a sale of the leased equipment.
- **Capital Leases** – A capital lease is a contract entitling a renter to the temporary use of an asset, and such a lease has the economic characteristics of asset ownership for accounting purposes. The capital lease requires a renter to book assets and liabilities associated with the lease if the rental contract meets specific requirements.

Why Lease or Finance?

- Extremely competitive finance rates
- Maximize amount of equipment obtained within budget constraints
- Annual payment options available for those on annual budgets
- Equipment ordered to your specification
- New warranty each time equipment is replaced
- Eliminate creeping maintenance costs
- Equipment can be replaced with new equipment at end of term
- Eliminate need to transfer equipment
- No equipment transfer costs
- No downtime from equipment transfers
- No need to hassle with equipment disposition

Contact your Terex Utilities sales account manager or Al Herndon with Terex Financial Services for more information: (517) 552-2420 or al.herndon@terex.com.