

Daimler Truck Financial



Financing for  
Thomas Built Buses



## Daimler Truck Financial: Over 35 Years Strong

Daimler Truck Financial is the captive financial services partner for Thomas Built Buses. Founded in 1974 as the captive finance arm for Daimler Trucks North America LLC, Daimler Truck Financial is a member of the Daimler AG global family. We manage a portfolio that exceeds \$5 billion and over 100,000 commercial vehicles.

We stand behind our partner, Thomas Built Buses, and its customers. Our flexible financing options allow us to provide custom solutions for everyone from large fleet customers to one bus operators.

Daimler Truck Financial believes in building partnerships by adding value and providing excellent customer service. The service you will receive as our customer is second to none.

If you would like more information on financing programs and how we can help you obtain the buses you need, contact Daimler Truck Financial today at +1 800 222-4221 or visit your local Thomas Built Buses dealer.

## Solutions Developed with Bus Customers in Mind

As the financial services provider for Thomas Built Buses, Daimler Truck Financial understands the unique needs of school districts and private transportation companies. With staff specifically dedicated to bus financing, Daimler Truck Financial offers a full suite of customizable finance solutions to meet a wide range of budgetary needs. Our flexible terms, simple application process and “Best in Class” customer service make it easy to obtain the buses you need now.

### Daimler Truck Financial programs and features include\*:

- Retail and lease finance programs, including loans, TRAC leases and Zero TRAC leases
- Highly competitive rates
- Flexible repayment terms, up to 7 years
- Up to 100% financing with no down payment
- Lines of credit
- Variable, skip and balloon payment options
- Easy application/approval process
- Simple documentation
- “Best in class” customer service

### Additional finance options for municipal customers include\*:

- Low, tax-exempt rates
- Flexible repayment terms, up to 10 years
- Option to defer first payment for up to one year
- Monthly, annual, semi-annual or quarterly payment options
- Non-Appropriation clause

\*Actual rates, terms, down payment and program eligibility will be determined by the Daimler Truck Financial Credit Team based upon creditworthiness of customer.

“We are a repeat customer because of the relationship that we have built as well as the competitive interest rates that Daimler continually brings to the table.”

- Rob Nelson, President, Dousman Transport Co, Dousman, WI



### Financing Can Help Maximize Your Budget

Daimler Truck Financial's flexible financing can help school districts and private transportation companies maximize their budgets.

### Benefits of utilizing financing to replace older equipment include:

- Reduce average age of fleet
- Lower fuel costs through improved fuel economy
- Maximize fleet utilization with less downtime
- Lower maintenance costs
- Obtain new buses covered by warranty
- Increase reliability of bus fleet
- Apply monetary savings for other vital projects or areas of your business



"Everyone at Daimler Truck Financial has been very friendly & helpful throughout the whole process."

- Diana Luker, Chief School Finance Officer  
Marengo County Board of Education, Linden, AL

### Comparison: Purchase vs. Finance

In the following example, we compare two acquisition strategies. The results show that a customer can realize savings through reduced maintenance costs and lower fuel costs when it replaces older buses.

#### Assumptions

Average Age of Fleet	8 years
Total Units in Fleet	27 units
Annual Acquisition Budget	\$150,000
Maintenance Budget	\$100,000
Cost of New Bus	\$75,000

#### Strategy Comparison

	Purchase	Finance
Equipment	2 buses	9 buses
Payment / Annual Payment	\$150,000	\$145,657
Average Age of Fleet	8 years	5 years
Annual Maintenance Cost**	\$81,000	\$67,500

#### Estimated Results in First Year<sup>^</sup>

Maintenance Savings	\$13,500
Fuel Cost Savings	\$11,223
Trade-in Value Savings	\$5,500
<b>Total Savings</b>	<b>\$30,223</b>

<sup>^</sup>Estimates are for comparison purposes only.

\*\*Estimate includes maintenance based on typical bus usage.

"It was a learning process for me and Daimler Truck Financial helped me through the whole process, which was really important to me. Customer service was excellent."

- Mark Smith, Flora CUSD, Flora, Illinois

Daimler Truck Financial  
13650 Heritage Parkway  
Fort Worth, TX 76177  
U.S.A.

Phone +1 800 222 4221  
[www.daimler-truckfinancial.com](http://www.daimler-truckfinancial.com)

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