

*American Standard*

HEATING & AIR CONDITIONING



## *Financial Services*

*Featuring flexible financing options to  
make purchasing decisions easier*





## Financing is Good Business

*The benefits of financing through American Standard, 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 American Standard's tailored financial solutions.*



### *Financing through American Standard:*

- 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

American Standard 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, American Standard 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 American Standard 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 American Standard at 1-877-331-3665 or apply online at [www.financeingersollrand.com](http://www.financeingersollrand.com).
- 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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One Centennial Avenue  
Piscataway, New Jersey 08854  
Phone 800-724-6026  
Fax 877-331-3665  
[www.financeingersollrand.com](http://www.financeingersollrand.com)



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