



# Commercial Finance/Leasing



# **What is Commercial Finance?**

# Commercial Finance

It's another name for

Commercial Leasing

or

Equipment Finance

for a

Commercial Business

Commercial Finance  
is like  
Consumer Finance  
BUT it's  
for  
Companies and Businesses!



# Why Lease?



- **Businesses Finance/Lease Everything:**



- **Sources of credit can be somewhat limited**



- **What Business Has \$15,000+ available for HVAC?**



-  **70% approval rate**

**A majority of Commercial HVAC contractors do not offer end user financing options – These are missed opportunities!**

# For Dealers:



Dealer normally gets paid 48-72 hours after confirmation of job completion.



Takes 5 minutes to generate a payment estimate (Quote) to give to customer.



Dealer does not have to be approved, no Dealer Agreement required and no cost to Dealer !



# For Customers:



Affordable &  
flexible payments



Preserves  
Working Capital



# How it Works



## Dealer completes online estimated payment tool (Quote Calculator)

# STEP 1

*American Standard*  
HEATING & AIR CONDITIONING

Trane Technologies Financial Services  
800 Beatty Street  
Davidson, NC 28036  
Phone: (800) 724-6026  
Fax: (877) 531-3665  
Email: [TTFs@tranetechnologies.com](mailto:TTFs@tranetechnologies.com)  
[www.financing.tranetechnologies.com](http://www.financing.tranetechnologies.com)

Quote #: 100019382

Date: 5/27/2020

To: Duffy Stephens, President  
Stephens Widget Company, Inc.  
918 Left Turn Lane  
Kingsville MD 21087

Presented By: Robin Hood, President  
Hood Mechanical Systems, Inc.  
123 Sherwood Forest Lane  
Nottingham MD 21236  
443-345-6789

Thank you for the opportunity to provide the following financing proposal. This proposal will provide you with monthly payment estimates and other pertinent financing information.

Install a 10 Ton 3 Phase AmStd RTU Package system. New Curbs and Extended Warranty. See our Proposal # 20-207 for details

|                                     |             |
|-------------------------------------|-------------|
| Total Cost (Less Taxes):            | \$17,700.00 |
| 24 Month Estimated Monthly Payment: | \$516.68    |
| 36 Month Estimated Monthly Payment: | \$366.53    |
| 48 Month Estimated Monthly Payment: | \$280.55    |
| 60 Month Estimated Monthly Payment: | \$225.33    |
| 72 Month Estimated Monthly Payment: | \$176.83    |

**Terms & conditions:**

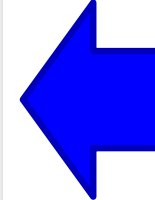
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- ⇒ Lessee is responsible for taxes, maintenance, insurance, etc. unless otherwise agreed to by the parties.
- ⇒ Landlord and/or Lien Waivers may be required.
- ⇒ Required credit information consists of a completed credit application, detailed equipment list with pricing and, for transactions above \$100,000, complete audited or accountant prepared financial statements for the last two fiscal years plus the latest available interim statement. Additional information may be required.
- ⇒ Lessee is responsible for the purchase order if the lease transaction is not completed.

Kindest Regards,  
Robin Hood, President

TRANE  
TECHNOLOGIES

✓ Takes about 5 minutes

✓ Generates  
professional-looking  
estimated payment  
letter (Quote)



<https://financing.tranetechnologies.com/QuoteCalculator.aspx>

TRANE  
TECHNOLOGIES

## STEP 2



Dealer presents the Leasing payment estimate (Quote) with their project proposal

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HEATING & AIR CONDITIONING

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| Total Cost (Less Taxes):            | \$17,700.00 |
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| 36 Month Estimated Monthly Payment: | \$566.53    |
| 48 Month Estimated Monthly Payment: | \$440.55    |
| 60 Month Estimated Monthly Payment: | \$365.33    |
| 72 Month Estimated Monthly Payment: | \$316.83    |

**Terms & conditions:**

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TRANE  
TECHNOLOGIES

✓ Dealer sends the payment estimate (Quote) and paper Lease application along with their Proposal to customer (or customer completes online app).

<https://financing.tranetechnologies.com/QuoteCalculator.aspx>

TRANE  
TECHNOLOGIES





## Customer completes and returns APP

Customer completes  
paper or online  
application



Sends application to  
Trane Technologies

# STEP 3

<https://financing.tranetechnologies.com>

**Who Is Providing Your Equipment?**

Company Name \*

Contact Name \*

Contact Phone # \*

**Customer Information**

Legal Business Name \*

DBA (Doing Business As)

Phone Number \*

Fax Number

Company Contact Person \*

Company Contact Ph #  ☐ Different From Business Phone

Business Address \*

Lease Credit Application

Vendor: \_\_\_\_\_ Tel: \_\_\_\_\_ Rep: \_\_\_\_\_

LESSEE: \_\_\_\_\_ Contact: \_\_\_\_\_

DBA: \_\_\_\_\_ Tel: \_\_\_\_\_

Address: \_\_\_\_\_ Fax: \_\_\_\_\_

City, St, Zip: \_\_\_\_\_ Federal Tax ID: \_\_\_\_\_

St of Inc: \_\_\_\_\_ Type of Business: \_\_\_\_\_ Years in business: \_\_\_\_\_

Location of Equipment - Street: \_\_\_\_\_ City: \_\_\_\_\_ St: \_\_\_\_\_ Zip: \_\_\_\_\_

☐ C-Corp ☐ S-Corp ☐ Prop ☐ Partnership ☐ Ltd Partnership ☐ LLC ☐

**PERSONAL INFO ON OFFICERS, PARTNERS AND GUARANTORS**

Officer 1: \_\_\_\_\_ Title: \_\_\_\_\_ Owner %: \_\_\_\_\_

SSN: \_\_\_\_\_ D.O.B.: \_\_\_\_\_ Tel: \_\_\_\_\_

Home Address: \_\_\_\_\_ City: \_\_\_\_\_ St: \_\_\_\_\_ Zip: \_\_\_\_\_

Officer 2: \_\_\_\_\_ Title: \_\_\_\_\_ Owner %: \_\_\_\_\_

SSN: \_\_\_\_\_ D.O.B.: \_\_\_\_\_ Tel: \_\_\_\_\_

Home Address: \_\_\_\_\_ City: \_\_\_\_\_ St: \_\_\_\_\_ Zip: \_\_\_\_\_

Officer 3: \_\_\_\_\_ Title: \_\_\_\_\_ Owner %: \_\_\_\_\_

SSN: \_\_\_\_\_ D.O.B.: \_\_\_\_\_ Tel: \_\_\_\_\_

Home Address: \_\_\_\_\_ City: \_\_\_\_\_ St: \_\_\_\_\_ Zip: \_\_\_\_\_

**BANK AND PRIOR LEASE REFERENCES**

Bank 1: \_\_\_\_\_ A/C # \_\_\_\_\_ Since: \_\_\_\_\_

Contact: \_\_\_\_\_ Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Bank 1: \_\_\_\_\_ A/C # \_\_\_\_\_ Since: \_\_\_\_\_

Contact: \_\_\_\_\_ Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Lease 1: \_\_\_\_\_ A/C # \_\_\_\_\_ Tel: \_\_\_\_\_

Lease 2: \_\_\_\_\_ A/C # \_\_\_\_\_ Tel: \_\_\_\_\_

**TRADE REFERENCES (By "COPY" yours please)**

Trade 1: \_\_\_\_\_ Contact: \_\_\_\_\_ Tel: \_\_\_\_\_

Trade 1: \_\_\_\_\_ Contact: \_\_\_\_\_ Tel: \_\_\_\_\_

Trade 1: \_\_\_\_\_ Contact: \_\_\_\_\_ Tel: \_\_\_\_\_

Landlord/Mortgage Holder: \_\_\_\_\_ Contact: \_\_\_\_\_

Tel: \_\_\_\_\_

**EQUIPMENT DETAILS**

Cost: \$ \_\_\_\_\_ (Do not include sales tax) Please attach a copy of the equipment schedule.

Term Requested: ☐ 5 years ☐ 4 years ☐ 3 years ☐ 2 years ☐ other \* \_\_\_\_\_

\*7 years Available on Transactions >\$100,000.00

I certify the information provided herein is correct, that I am empowered to authorize Trane Leasing Services and/or assigns to make whatever inquiries about us deemed necessary to evaluate our credit application, including contacting banks, trade references and reporting agencies, and that individuals herein named are aware of this request. Should application be declined, I understand that I am entitled to receive written confirmation of the reason why within 30 days of the receipt of my written request of same.

Owner: \_\_\_\_\_ Date: \_\_\_\_\_

Owner: \_\_\_\_\_ Date: \_\_\_\_\_

2105 Elm Hill Pike • Nashville, Tennessee 37210 • Telephone: (800) 724-6026 • Fax: (877) 331-3665

✓ Trane Technologies Financial Services does the heavy lifting!

- Coordinates final approval with Leasing Companies
- Facilitates paperwork with customer

## STEP 4



App sent to Leasing Company for approval



- ✓ Most decisions made in 24-72 hours or less.

# STEP 5



Lease Docs sent to Customer for completion



- ✓ Leasing company e-mails documents to Customer to be executed.



## STEP 6



Dealer receives P.O. to start project



- ✓ Upon receiving properly executed docs from Customer, P.O. is issued to dealer to start the project.

# STEP 7

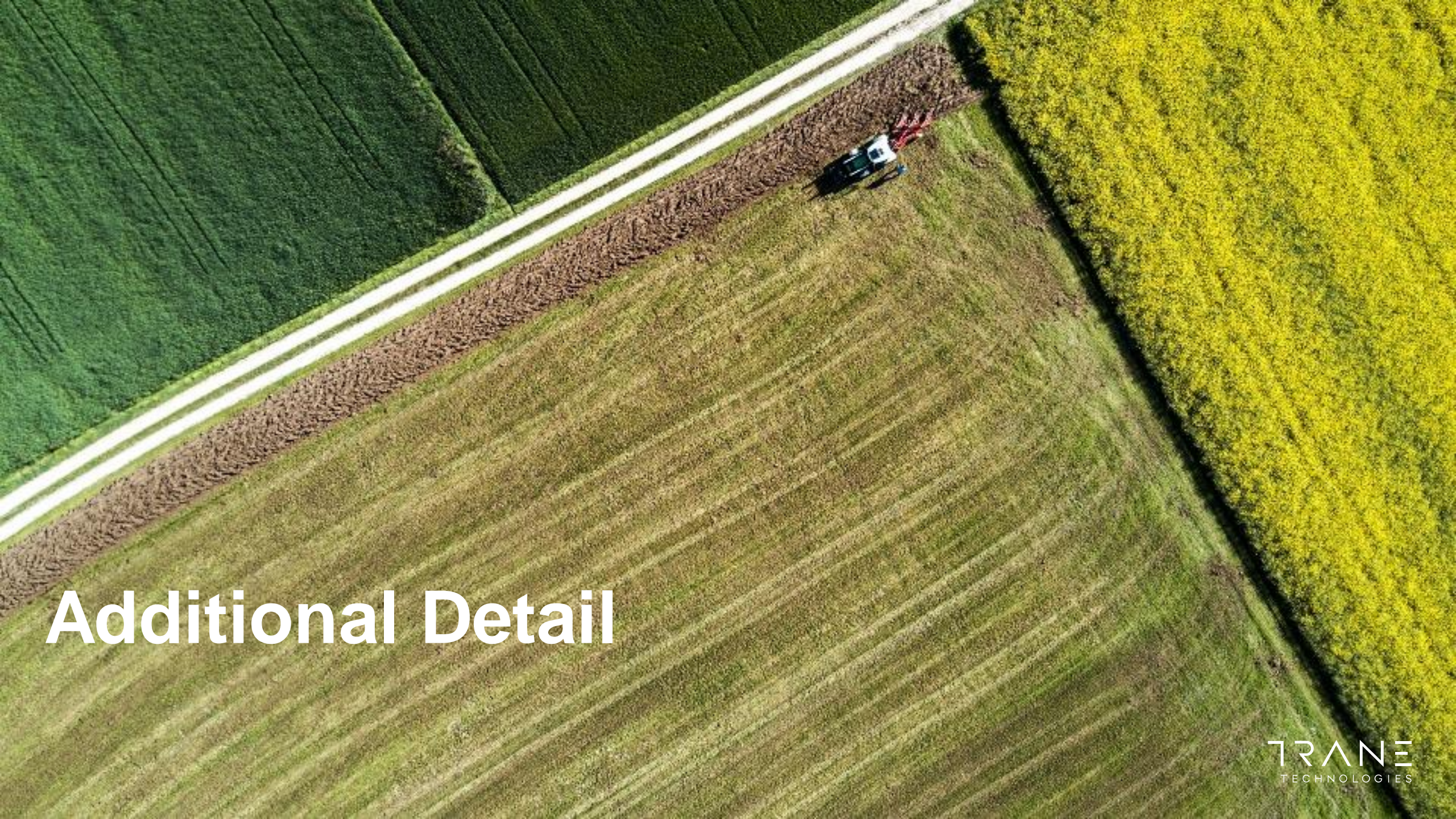


## Dealer gets paid



- ✓ After completing job, Dealer submits invoice to Leasing Company.
  - ✓ After Lender receives written Delivery and Acceptance (D & A) form back from Customer confirming project completion, Dealer gets paid in 48-72 hours!
- \* If Project is significant, the Lender may also require a verbal confirmation of project completion from customer as well.





# Additional Detail



# Program Flexibility

## ✓ Different Payment Options

- *Monthly, Quarterly, Semi-Annual & Annual Payment Options*

## ✓ Seasonal Payments

- *Great for Schools, Tourist and Vacation Businesses*
- *Matches Seasonal Income with Lease Payments*

## ✓ Step Payments

- *Good for Expanding Businesses*
- *As Revenue Grows, Lease Payments Grow*

## ✓ Special Programs

- *Progress Payment Available During Contraction Period*

# What Can Be Leased?

- ✓ **All Equipment**
- ✓ ***Engineering and Install Costs***
- ✓ ***Extended Warranties***
- ✓ ***“Interim” Repair Cost on Old Equipment***
- ✓ ***Other Job-Related Accessories***
- ✓ ***Building Controls, Associated Electrical, Plumbing, etc.***

*If you're not sure if a project or part of a project can be leased, call your regional finance manager or TTFS / Leasing at 800-724-6026; Option #2*

# Examples of Customers:

- Churches
- Professional Offices (i.e. Dr.'s / Lawyers Office)
- Industrial Buildings
- Commercial Properties
- Restaurants
- Retail Stores/Properties
- Property Management Groups
- Condo Properties/Associations
- Apartment Buildings
- Hospitals
- Government → Municipal / State /Federal
- School Districts / Colleges





# Contractor Benefits

- ✓ Increased Sales
- ✓ Reduced Price Negotiations
- ✓ Affordable Monthly Payments
- ✓ Preserve Working Capital / Maintain Cash Flow
- ✓ No Fees for Dealers
  - *Application fee for Customers*
- ✓ Standard Funding to Contractor in 48-72 Hours
- ✓ All **Trane** and **American Standard** Dealers Qualify
- ✓ Easy to Use
- ✓ Customer Doesn't Have to Own Building



# Available On AsDealerNet or ComfortSite



The screenshot displays the American Standard DealerNet website. The header includes the American Standard logo and the text "HEATING & AIR CONDITIONING". The navigation bar contains links for Home, Site Map, Help, Contact, and Logout. A left sidebar lists various service categories, with "FINANCIAL CENTER" highlighted by a red circle. The main content area is titled "Financial Center" and features a list of links: "Account Track Online", "American Standard Leasing Information" (circled in red), "Finance Program Documents", and "Consumer Financing". Below this list, a paragraph explains that payment and invoicing systems are maintained on a regular basis to ensure optimum performance, and notes that systems may be unavailable during maintenance. A section titled "Account Track Online Maintenance Schedule" specifies the downtime as "Sundays 12:00pm-6:00pm". At the bottom of the sidebar, there is a "Quick Order" section with input fields for item and quote numbers, radio buttons for "Equipment" (selected) and "Parts", and buttons for "Add This Item" and "Add Multiple Items". A "< back" button is located at the bottom of the main content area.

**American Standard**  
HEATING & AIR CONDITIONING

**American Standard™ DealerNet™**

Home Site Map Help Contact Logout

- PROJECT TRACKING
- RETROFIT & REPLACEMENT
- ORDER CENTER
- PARTS & SUPPLIES
- FINANCIAL CENTER**
- MARKETING CENTER
- WARRANTY CENTER
- TRAINING CENTER
- SUPPLIER CENTER
- PRODUCT INFO
- TECH SUPPORT
- AMSTDNET
- ADMIN CENTER
- SITE ADMINISTRATION

**Quick Order**

Enter Item # Here  
Enter Quote # Here

☒ Equipment ☐ Parts

Add This Item  
Add Multiple Items

## Financial Center

- Account Track Online
- American Standard Leasing Information**
- Finance Program Documents
- Consumer Financing

The payment and invoicing systems are maintained on a regular basis to ensure optimum performance. Please note the maintenance schedule below, as the systems may be unavailable during these times and, therefore, affect your ability to use this area of the site. Our apologies for any inconvenience this may cause.

### Account Track Online Maintenance Schedule

Sundays 12:00pm-6:00pm

[< back](#)

# Trane Technologies Financing Site

*Trane Technologies Financial Services | Commercial Financing* [Home](#) [Contact Us](#)

[About Us](#)

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[Why Finance?](#)

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[How Does The Program Work?](#)

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[Advantages To Financing](#)

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[Common Questions](#)

---

[Quote Calculator](#)

---

[Online Application](#)

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[Downloads & Literature](#)

---

[Rate Sheets / Docs \(Secure Access\)](#)

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[Residential Financing](#)

**Welcome to Trane Technologies Financial Services**

Business owners today face a variety of challenges. Remaining competitive and growing your business often requires the need to modernize facilities and acquire new equipment. Companies will consider a range of issues when determining how to meet these business needs. How a company accommodates the acquisition of new equipment is the focus of Trane Technologies Financial Services.

**Trane Technologies Financial Services** provides creative financing solutions to businesses that allow them to acquire new equipment without utilizing their existing working capital. TTFS both guides the customer and facilitates the financing process. TTFS specializes in providing financing solutions for the Trane family of brands, including American Standard, Thermo King, and Trane as well as complementary products and services of other companies.

Let us show you how **Trane Technologies Financial Services** can become your business partner!

**What's going on**

If you have any questions or need any assistance please click on the Contact Us link at the top of the page for all of our contact information.

<https://financing.tranetechnologies.com>

# Quote Calculator (Estimated Payment)

Automatically produces a professional payment proposal that includes:

- ✓ Calculated Payments Based on Current Available Rates
- ✓ Dealer Contact
- ✓ Customer
- ✓ Equipment
- ✓ Payment Options
- ✓ Includes Credit Application *(not shown)*



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#### Terms & conditions:

- ⇒ This quotation is for informational purposes and is not a commitment to enter into a lease
- ⇒ The lease is subject to final lender credit and other approvals and documentation.
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Kindest Regards,  
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# COVID-19 Special Leasing Promo



Click here  
to apply  
now

Deferred payments  
up to 90 days on  
your HVAC projects

**You don't need to put off  
HVAC projects due to  
budget uncertainty in these  
unprecedented times.**

**Buy now at \$0 down, and defer  
payments up to 90 days with our HVAC  
installation Budget Relief Program,  
including construction costs.**

This program will allow you to go-ahead with those HVAC project that could save energy and maintenance costs in the future and continue to provide the HVAC benefits to buildings, systems, and people.

Financing is offered through an agreement between Trane Technologies and De Lage Landen Financial Services, Inc. (DLL), a 10-year financing pioneer for clean technology projects.

**To find out more, or to take  
advantage of this program:**

Name  
Title  
T +1 000 000 0000  
E firstname.lastname@dligroup.com

[www.tranetechnologies.com](http://www.tranetechnologies.com)

<https://www.dligroup.com/us/en-us/industries/clean-technology>

Financing terms and conditions are subject to credit approval by DLL and will be based on DLL's review of the creditworthiness of the customer, prevailing interest rates and other factors. All financing is in DLL's sole discretion. Cannot be combined with any other program or promotion, and may be modified or withdrawn without notice at any time. Offer expires December 31, 2020.

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All other copyrights and trademarks belong to their respective owners.

# Return on Investment Calculator

○ Are you familiar with it?

○ Where can you find it?

○ AsDealerNet → Marketing Center → Sales Tools →

*Unitary Product Replacement Feasibility Est.*

○ ComfortSite → Marketing Center → Light

*Commercial Sales → Unitary Product ROI Calculator*

| Unitary Product Replacement Feasibility Estimator   |               |                     |                 | March 5, 2018 |  |
|---|---------------|---------------------|-----------------|---------------|--|
| Contractor Name: <input type="text"/>   |               |                     |                 |               |  |
| Job Name: <input type="text"/>  |               |                     |                 |               |  |
| Sales Person: <input type="text"/>  |               |                     |                 |               |  |
| Parameter   | Existing Unit | Standard Efficiency | High Efficiency | Guidelines    |  |
| Size of Unit(s) (Tons)  | 12.5          | 12.5                | 12.5            | 3 - 25        |  |
| Unit Efficiency (EER) or (SEER)   | 6.5           | 11                  | 12              | 4 - 20        |  |
| Unit Repair Cost (\$/Ton/Year)  | 70            | 0                   | 0               | 0 - 300       |  |
| Unit Installed Cost (\$/Ton)  |               | 1200                | 1400            | 500 - 2500    |  |
| Direct Utility Rebate to Customer (\$/Ton)  |               | 0                   | 21              | 0 - 150       |  |
| Parameter   | Value         | Guidelines          |                 |               |  |
| Electric Consumption Charge (\$/kWh)  | 0.125         | 0.06 - 0.30         |                 |               |  |
| Equivalent Full Load Hours based on A   | 4681          | 800 - 8700          |                 |               |  |
| Lease Rate Factor   | 0.02120       | See Lease Factors   |                 |               |  |
| Lease Term (years)  | 5             | 2 - 7               |                 |               |  |
| Existing Unit Annual Operating Cost (\$/Year)   |               | \$14,378            |                 |               |  |
| Standard Efficiency Annual Operating Cost (\$/Year)   |               | \$7,979             |                 |               |  |
| High Efficiency Annual Operating Cost (\$/Year)   |               | \$7,314             |                 | ROI*          |  |
| Standard Efficiency Annual Operating Cost Savings (\$/Year)   |               | \$6,399             |                 | 42.7%         |  |
| High Efficiency Annual Operating Cost Savings (\$/Year)   |               | \$7,064             |                 | 40.4%         |  |
| Standard Efficiency Simple Payback (Years)  |               | 2.3                 |                 |               |  |
| High Efficiency Simple Payback (Years)  |               | 2.4                 |                 | Month Avg**   |  |
| Standard Efficiency Net Lease Cost (\$/Year)  |               | (\$2,583)           |                 | (\$215)       |  |
| High Efficiency Net Lease Cost (\$/Year)  |               | (\$2,679)           |                 | (\$223)       |  |
| Std Eff. Net Total Savings to Owner over Lease Term   |               | \$27,915            |                 |               |  |
| High Eff. Net Total Savings to Owner over Lease Term  |               | \$30,560            |                 |               |  |
| This guideline is for cooling operation only, may vary for Heat Pump applications.<br>It does not account for Gas or Electric Heating costs.  |               |                     |                 |               |  |
| * <b>Return on Investment</b> = Annual Energy Savings / Actual Job Cost as a %.<br>It provides a true picture of the actual value of the job to the customer.   |               |                     |                 |               |  |
| ** Annual Energy Savings minus 12 months lease payment; ( ) = Positive Cash Flow  |               |                     |                 |               |  |
| This shows the actual cost savings to the customer over the full lease term. It calculates the total interest charges over the lease period (Sum of Payments minus Cash Price) and subtracts this figure from the total energy savings over the same number of years. <i>No allowance is taken for utility rate increases or inflation.</i> |               |                     |                 |               |  |
| This software is to be used for annual cost comparison purposes only. Operating costs may differ depending on occupancy levels of the conditioned space, activity levels and control settings.  |               |                     |                 |               |  |

# ROI Calculator Tools

|    | A                                      | B       | C   | D                         | E           | F        | G         |
|----|--|---------|---|---------------------------|-------------|----------|-----------|
| 1  | Items in Yellow require input by user. |         |   |                           |             |          |           |
| 2  | Select City                            |         | © Ingersoll Rand 2012                           |                           |             |          |           |
| 3  | Lufkin, TX                             |         | **uses "Hours" sheet Bin Data from BinMaker Pro |                           |             |          |           |
| 4  |  |         | 1125  | New Equipment Sensible    |             |          |           |
| 5  | O.T.                                   | DELTA T | BIN HOURS                                       | BTU / H/ DEGREE           | COOLING CAP | RUN TIME | RUN HOURS |
| 6  | 102                                    | 89      | 10  | 100199                    | 106500      | 94%      | 9         |
| 7  | 97                                     | 84      | 77  | 94573                     | 106500      | 89%      | 68        |
| 8  | 92                                     | 79      | 362   | 88947                     | 106500      | 84%      | 302       |
| 9  | 87                                     | 74      | 437   | 83321                     | 106500      | 78%      | 342       |
| 10 | 82                                     | 69      | 846   | 77694                     | 106500      | 73%      | 617       |
| 11 | 77                                     | 64      | 1177  | 72068                     | 111825      | 64%      | 759       |
| 12 | 72                                     | 59      | 1265  | 66442                     | 111825      | 59%      | 752       |
| 13 | 67                                     | 54      | 889   | 60816                     | 111825      | 54%      | 483       |
| 14 | 62                                     | 49      | 930   | 55190                     | 111825      | 49%      | 459       |
| 15 | 57                                     | 44      | 597   | 49563                     | 117150      | 42%      | 253       |
| 16 | 52                                     | 39      | 552   | 43937                     | 117150      | 38%      | 207       |
| 17 | 47                                     | 34      | 621   | 38311                     | 117150      | 33%      | 203       |
| 18 | 42                                     | 29      | 382   | 32685                     | 117150      | 28%      | 107       |
| 19 | 37                                     | 24      | 318   | 27059                     | 117150      | 23%      | 73        |
| 20 | 32                                     | 19      | 205   | 21432                     | 117150      | 18%      | 38        |
| 21 | 27                                     | 14      | 67  | 15806                     | 117150      | 13%      | 9         |
| 23 | TOTAL Run Hours                        |         |   |                           |             |          | 4681      |
| 25 | Economizer                             |         |   |                           |             |          | 843       |
| 26 | COOLING                                |         |   |                           |             |          | 3838      |
| 27 | OUTDOOR DESIGN (°F)                    |         | 105   | COOLING SENSIBLE          |             | 103575   |           |
| 28 | INDOOR DESIGN (°F)                     |         | 75  | INTERNAL GAIN (SENSIBLE)  |             | 91758    |           |
| 29 | Temp. Difference (TD or ΔT)            |         | 30  | HEATING LOSS              |             | 76900    |           |
| 30 |  |         |   | HEATING ΔT                |             | 52       |           |
| 31 | Total Delta T                          |         |   |                           |             |          |           |
| 32 | (Exterior + Internal)                  |         | 92  | BTU / H/ DEGREE (Heating) |             | 1479     |           |
| 33 |  |         |   |                           |             |          |           |

# ROI Calculator Tools

**Unitary Product Replacement Feasibility Estimator** March 4, 2014

Contractor Name:   
 Job Name:   
 Sales Person:

| Parameter                                  | Existing Unit | Standard Efficiency | High Efficiency | Guidelines |
|--|---------------|---------------------|-----------------|------------|
| Size of Unit(s) (Tons)                     | 12.5          | 12.5                | 12.5            | 3 - 25     |
| Unit Efficiency (EER) or (SEER)            | 6.5           | 11                  | 12              | 4 - 20     |
| Unit Repair Cost (\$/Ton/Year)             | 70            | 0                   | 0               | 0 - 300    |
| Unit Installed Cost (\$/Ton)               |               | 1200                | 1400            | 500 - 2500 |
| Direct Utility Rebate to Customer (\$/Ton) |               | 0                   | 21              | 0 - 150    |

| Parameter                             | Value   | Guidelines        |
|---------------------------------------|---------|-------------------|
| Electric Consumption Charge (\$/kWh)  | 0.125   | 0.06 - 0.30       |
| Equivalent Full Load Hours based on A | 4681    | 800 - 8700        |
| Lease Rate Factor                     | 0.02120 | See Lease Factors |
| Lease Term (years)                    | 5       | 2 - 7             |

For Actual delivered cost: **Pwr Bill \$ / KWH**

|   |           |                    |
|---|-----------|--------------------|
| Existing Unit Annual Operating Cost (\$/Year)               | \$14,378  |                    |
| Standard Efficiency Annual Operating Cost (\$/Year)         | \$7,979   |                    |
| High Efficiency Annual Operating Cost (\$/Year)             | \$7,314   | <b>ROI*</b>        |
| Standard Efficiency Annual Operating Cost Savings (\$/Year) | \$6,399   | <b>42.7%</b>       |
| High Efficiency Annual Operating Cost Savings (\$/Year)     | \$7,064   | <b>40.4%</b>       |
| Standard Efficiency Simple Payback (Years)                  | 2.3       |                    |
| High Efficiency Simple Payback (Years)                      | 2.4       | <b>Month Avg**</b> |
| Standard Efficiency Net Lease Cost (\$/Year)                | (\$2,583) | <b>(\$215)</b>     |
| High Efficiency Net Lease Cost (\$/Year)                    | (\$2,679) | <b>(\$223)</b>     |
| Std Effic. Net Total Savings to Owner over Lease Term       | \$27,915  |                    |
| High Effic. Net Total Savings to Owner over Lease Term      | \$30,560  |                    |

This guideline is for cooling operation only, may vary for Heat Pump applications.  
 It does not account for Gas or Electric Heating costs.

Navigation: Cooling Hours -1 | **Energy Analysis & Proposal** | Lease Factors | EER Calculation | Hours | Data



# TTFS- Contact Information

## Commercial Finance:

Dave Webb - Office 615-542-4596 (Over \$150k)

Michael Pickard - Office 704-655-5826 (Under \$150k)

## Regional Finance Managers:

Steve Johnson - West - 303-619-9477

Skip McCaffery - East - 410-340-5797

Thomas Kieta - South / Midwest - 770-329-9899

## General Access:

**Office 800-724-6026, Option# 2**

Email: [TBSTLS@trane.com](mailto:TBSTLS@trane.com)

## Leasing Website:

<https://financing.tranetechnologies.com>

An aerial photograph of the ocean with numerous icebergs of various sizes and shapes floating on the surface. The water is a deep teal color, and the icebergs are white and grey, some with visible meltwater. The distribution of icebergs is scattered across the frame, with a higher concentration on the right side.

Questions?