

Daimler Truck Financial

# Financing for Vocational Trucks





## **Your Ideal Vocational Financing Partner**

As the captive finance provider for Daimler Trucks North America since 1974, we partner with Freightliner Trucks and Western Star Trucks to provide a complete line of financial products tailored to vocational customers. We know that your equipment has different uses and life cycles, which is why we have a team of vocational experts specifically trained and dedicated to provide you with the financing to support your unique needs.



We understand that your truck *is* your business. It's the main tool you use to get the job done. Whether you're hauling dirt, delivering beverages or working on power lines, you need a truck that is tough, efficient and durable.



**Construction**



**Utility**



**Refuse**



**Specialized  
Hauling**



**Food &  
Beverage**

You also need a finance partner who understands your unique financing needs. We specialize in developing customized finance solutions for all vocational segments and can finance the truck, body and additional equipment into one package.



## **Financing Options for Vocational Customers**

We are proud to offer products and services that cater to the needs of all vocational customers. Here is an overview of our line of finance products:<sup>1,2</sup>

### **Loan**

This is a simple-interest, fixed-payment contract that locks in an interest rate. If you wish to own the vehicle and show depreciation on your financial statements, this is probably the best option for you. Additionally, loan terms and payment structure can be customized based on what works for you, and variable-rate options may be available under certain circumstances.

### **TRAC Lease<sup>3</sup>**

Terminal Rental Adjustment Clause (TRAC) leases are the most commonly used instrument for commercial vehicle leases. If you are looking for lower payments than a retail loan and multiple options at lease-end, consider one of our TRAC leases.

### **Modified TRAC Lease<sup>3</sup>**

A Modified TRAC lease is similar to a TRAC lease, but can be classified as an operating lease for financial reporting purposes.

### **Zero TRAC Lease<sup>3</sup>**

A Zero TRAC lease offers many of the same benefits as a TRAC lease. It is a fully amortized lease offering ownership at lease-end with little or no cash outlay beyond potential sales tax that may be due, depending on the state.<sup>4</sup>

## **Special Finance Programs for Vocational Customers**

From time to time, we offer special finance programs in conjunction with programs sponsored by Daimler Trucks North America. Be sure to ask what programs may be available at the time of financing your vehicle(s).



## **Flexible Payment Options**

When you finance your vocational vehicle(s) with us, you can choose from a number of payment options.<sup>1</sup> (Note that all of the following options must be set up prior to contracting.)

### **Balloon Payments**

Pay a lump sum at the end of your contract. As a result, smaller payments are made throughout the term of the loan. Customers can choose to pay the balloon payment in cash or refinance the balance.

### **Skip/Seasonal/Token Payments**

If your vocational business is seasonal, you can personalize your payment schedule to help reduce expenses in a given month or slow season to better manage cash flow.

For example, if you work in the construction industry (or other seasonal industry), you can make higher payments during the months you are operating and reduced payments during months of downtime.

### **Delayed First Payment**

Get up to 60 days from the contract execution to first payment to help with cash flow at the beginning of the contract.

### **Step Payments**

Ease into full payment amounts with predetermined initial, graduated and full monthly payment amounts. This option enables you to purchase a vehicle (and body, if needed) and start earning money while building up to full payments.

For example, if you are a local refuse truck operator, you can purchase a vehicle and start earning money, utilizing step payments to make it easier to pay any up-front licensing and registration costs or to purchase any auxiliary equipment needed for the business.

### **Extended Terms**

To help our customers acquire the vehicles they need with a payment they can afford, we offer extended terms of up to 84 months for medium duty and select vocational applications.



## **Prepare for the Future with a Line of Credit**

Obtaining a line of credit from Daimler Truck Financial can help when you have regular trade cycles due to high-usage vehicles or if you are looking to upgrade the average age of your fleet to reduce maintenance costs and take advantage of new technology and safety features.

### **With a line of credit, you can:**

- Acquire newer, up-to-date vehicles quickly and efficiently.
- Expand your fleet and avoid the risk of overextending.
- Eliminate the need to apply for new financing every time you add a new unit (or units) to your fleet or replace an obsolete vehicle.

We understand that it is common for vocational businesses to have a line of credit with their bank. However, opening a line of credit for your equipment with Daimler Truck Financial can keep your bank line of credit available for other business purposes and opportunities.





### Support Online or Over the Phone

When you are ready, our vocational experts will support you throughout the entire financing process—and beyond. As a customer, you will enjoy the benefits of both online and dedicated over-the-phone support.

If you prefer to manage your account online, here are some of the online features available to our customers at [daimler-truckfinancial.com](http://daimler-truckfinancial.com):

#### Account Management

- Revise profile
- Edit payment options
- Make payments and payoffs

#### Advanced Features

- Line of credit utilization
- Detailed statements
- Amortization tables

### Get Started

Contact your Freightliner or Western Star dealer to find out more about the many ways Daimler Truck Financial can meet your financing needs, or go to:



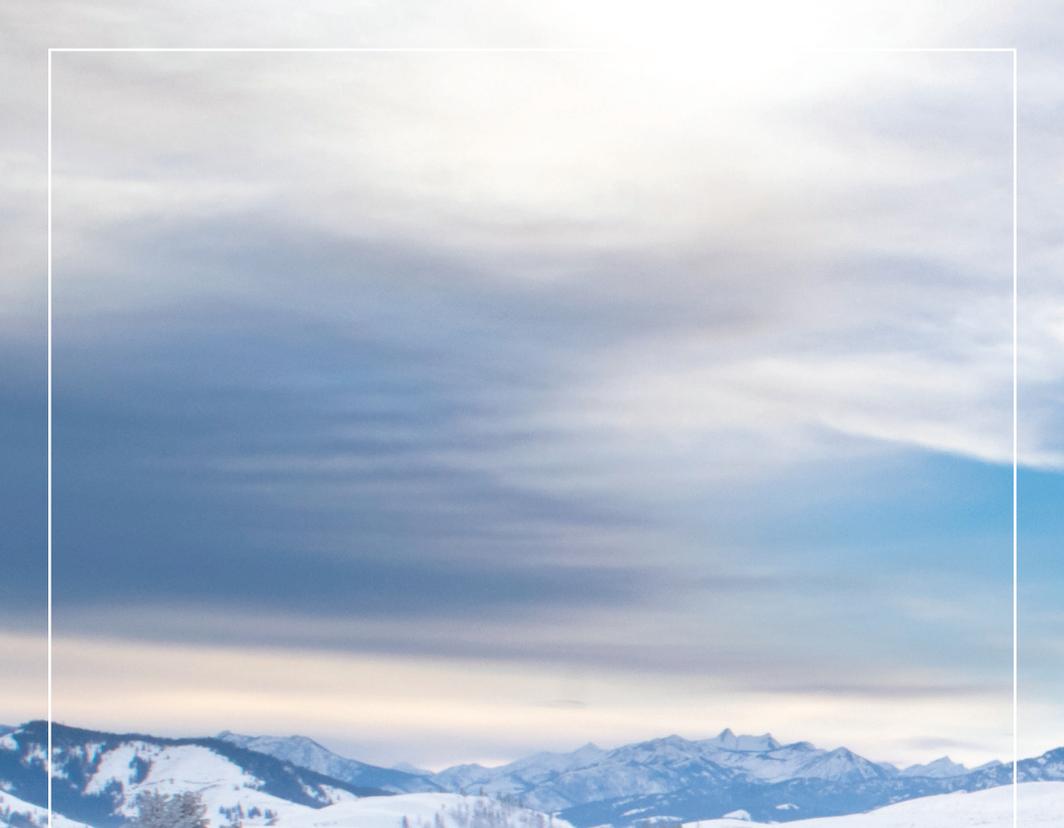
**Daimler Truck Financial**  
[daimler-truckfinancial.com](http://daimler-truckfinancial.com)



**Freightliner Trucks**  
[freightliner.com](http://freightliner.com)



**Western Star Trucks**  
[westernstartucks.com](http://westernstartucks.com)



## Daimler Truck Financial Services

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<sup>1</sup> Actual payments, terms, down payment and program eligibility is determined by Daimler Truck Financial's credit team based upon creditworthiness of the customer.

<sup>2</sup> Daimler Truck Financial does not provide or endorse any tax advice, accounting advice or tax strategy to its dealers, customers or potential customers. Consult with your accountant or tax advisor for any accounting and tax implications for all finance and lease products.

<sup>3</sup> TRAC leases are limited to motor vehicles leased to businesses and used at least 50% of the time for business purposes.

<sup>4</sup> In some states, sales taxes will be due on the fair market value of the vehicle at lease-end. Check with your tax accountant for details.