

HOW TO COMPETE AGAINST THE CHEMICAL COMPANIES



ITW FEG Offerings:

- Include a monthly payment with a \$1.00 Buy Out lease
- Offering a monthly payment option, in addition to a cash price, can assist your end customer overcome budget constraints
- Include installation dollars
- Include extended warranty
- Offer a 60 or 72 month term to offer the lowest monthly payment

Chemical Company Rental Offering:

- Monthly payment includes: Dish Machine / Install Service / Chemicals

Easy Application Process:

- Apply for financing
- Obtain a credit decision within 2-4 hours
- Upon approval, finance documents will be sent to the end customer
- It's that easy!

Benefits to the End Customer:

- Upon completion of the finance term, the monthly payments STOP
- Ownership of the dish machine
- Preservation of capital and bank lines
- 100% Financing
- Fixed monthly payments
- Flexible Options - such as 90 Day Deferral
- Simple Approval Process

Disadvantages to the End Customer:

- The monthly payment is perpetual
- The end customer NEVER owns the dish machine
- Changes to Lease Accounting standards could have a negative effect on Rental agreement

CONTACT US FOR MORE INFO:

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