

FAQs

Frequently asked questions about financing

Q. What monthly terms can be offered to the end customer for financing equipment solutions?

A. The end customer can be offered terms ranging from 24–72 months.

Q. As a ITWFEG dealer, how can I create a finance proposal for an end customer?

A. By accessing the Hobart/ITWFEG microsite (marlincapitalsolutions.com/hobart), a ITWFEG dealer representative can create an end customer proposal by accessing the excel quoting tool.

Q. Can multiple years of extended service/support be bundled into the monthly payment?

A. Multiple years of service/support can be bundled into the monthly payment options. Please obtain the annual service amounts from your Hobart representative and provide those annual amounts to your assigned Marlin National Account Executive. A finance proposal will be created that includes the product(s), initial warranty, installation, and extended years of service/support.

Q. Can a finance agreement be cancelled or paid off at an earlier date?

A. A finance agreement cannot be cancelled during the term of the agreement. However; at any time during the agreement, an end customer may contact Marlin for a quote to pay off the agreement. Should the end customer decide to pay off the agreement, they are responsible for the remaining balance of the payments plus any other outstanding obligations, including but not limited to sales tax, late fees, and property taxes.

Q. Upon execution of the lease agreement, when is the end customer's initial payment required?

A. The first and last monthly payments are due at the time of lease contract execution.

Q. Besides ITWFEG equipment, can the end customer include non-competitive ITW equipment into the lease contract?

A. End customers can bundle not only non-competitive ITW equipment into the lease contract, but also soft costs such as installation, warranty, project management and freight.

Q. If an end customer has been credit declined, what options does the end customer have to continue pursuing a credit approval?

A. The following options could be presented to the end customer if the initial request for credit has been declined:

- Provide a personal guaranty
- Provide a cross corporate guaranty
- Request a shorter term
- A down payment greater than the sum of the first two monthly payments

Q. What tax benefits are associated with financing the equipment?

A. End customers should always seek specific tax advice from their tax professionals, but when end customers utilize a \$ 1.00 Buy-out lease agreement as their finance vehicle (capital lease), they can take advantage of Section 179.

Q. What taxes are the end customer responsible for?

A. In most states and some local jurisdictions, Marlin is required to pay a Sales or Use tax on each monthly payment. Since the finance payment was calculated in advance, and these rates change from time-to-time, the tax amount is billed separately. In certain states, the full amount of Sales/Use taxes is due at the inception of the finance agreement, and the responsibility to pay the Sales/Use tax falls on Marlin. In these situations, the Sales/Use tax is added to the equipment cost to calculate the monthly payment.

Many states and local jurisdictions charge an annual tax on business tangible personal property. Since Marlin is the legal owner of the equipment, we are required to pay this tax. Our financing rate does not include these property taxes. We pass this cost on to you by invoicing your account. In most cases you will receive an invoice for the yearly estimate of the tax. When the actual tax is paid your account will be reconciled and you will be credited or invoiced for any differences. Again, property taxes are charged periodically and are not included in the calculation for the base monthly payment. Where required by state law, taxes may be applied to late fees, insurance, interim rent and the reimbursement of property taxes.