

West Coast Collaborative Meeting



Leasing Options for Cleaner Fleets
Olen Hunter, CTP
Director of Sales
PACCAR Leasing Company

Agenda

- PACCAR Overview
- Adoption Rationale
- Benefits of Leasing Natural Gas & Hybrid Units





PACCAR Inc



PACCAR
FINANCIAL



DYNACRAFT

DAF

PACCAR
ITD Information
Technology
Division

PACCAR PARTS

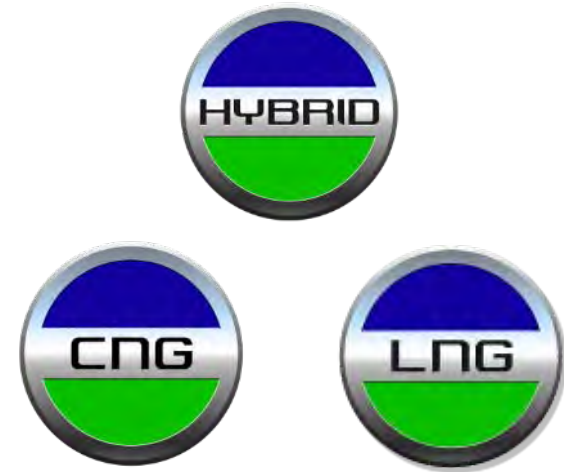
PACCAR WINCH DIVISION
BRADEN CARCO Gearmatic

PACCAR MEXICO

PACCAR **MX**

Alternative Fuel Technology

- Leaders In:
 - Diesel Electric Hybrid Technology
 - Liquefied Natural Gas
 - Compressed Natural Gas
- Environmental Stewardship
 - Green House Gas Reduction
 - Zero Waste to Landfill Manufacturing Plants



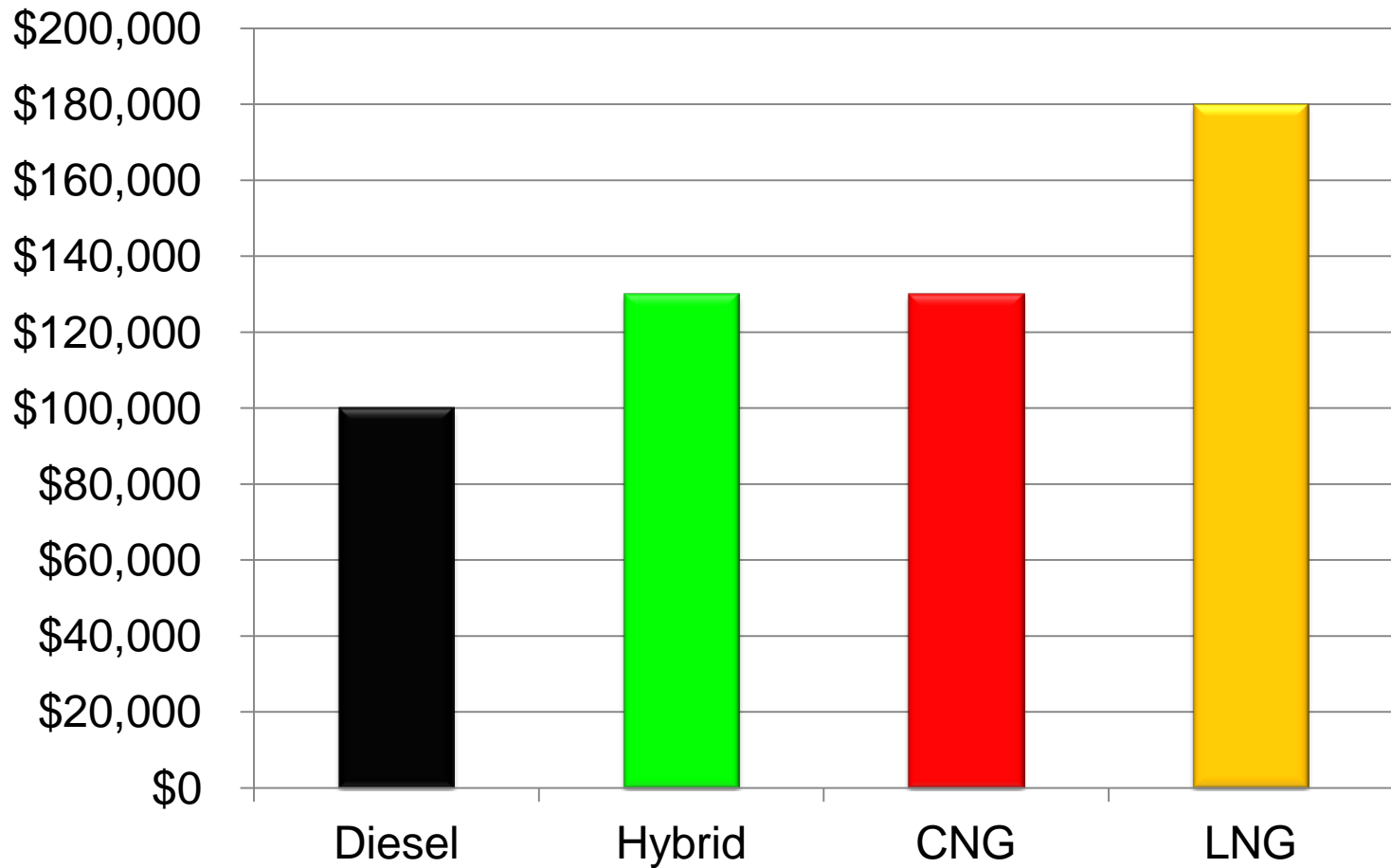
Adoption Rationale

- Initial Investment
- Maintenance Expertise
- Operating Costs
- Return on Investment
- Equipment Disposal





Initial Investment- Class 8 Tractor



Maintenance Expertise

- Tooling
- Training
- Technology
- Parts Investment
- Facility Investments





Full Service Lease Expertise

- Operations
- Finance
- Maintenance
- Regulatory Compliance
- Supply Chain Optimization
- Asset Management



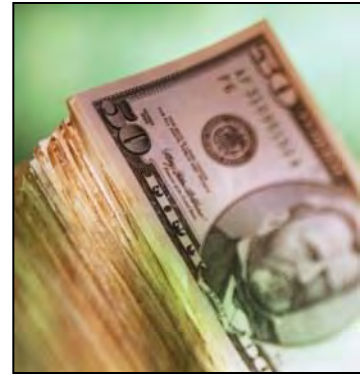


Value Added Services- Leasing

- Custom-Spec'd Vehicles
- Full Service Leasing
- Finance Leasing
- Contract Maintenance
- Commercial Truck Rental
- National Account Program
- Preventive Maintenance
- 24-Hour Roadside Assistance
- Fuel Mapping
- Vehicle Washing
- Licensing & Permitting
- Liability Insurance
- Physical Damage Coverage
- Driver Safety Training
- Telematics

Financial Advantages

- Low-Cost Financing
 - Tax-Leveraged Interest Rate
 - Keeps Bank Line of Credit Available for Ongoing Operation
 - Frees Working Capital
 - No Tax Preference Helps Avoid AMT
- Predictable Cash Flows
 - No Up-Front Expenses
 - Allows for Better Budgeting, Forecasting and Planning
 - Closed-End Lease with High Residual





Preventive Maintenance

- Services Performed Around Fleets Operational Requirements
- Technicians Qualified to Latest Industry Standards- ASE Certified
- Natural Gas Tank Certification
- Hybrid Certification
- Extensive Network of Service Locations for Vehicles on the Move



Benefits of Leasing

- Specification Expertise
- Maintenance Risk Elimination
- Reduce Residual Risk
- Low Cost of Entry
- Immediate ROI Attainment



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Thank You!

Olen Hunter, CTP

Director of Sales

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