



Real Story: How they got their truck

Fleet Replacement Plan

The problem

Chief Ansen had old equipment and needed to develop a multi-year fleet replacement plan. He did not know where to start something like this and did not know which factors and variables to include into the plan. He tried to develop some ideas but the results seemed incorrect and did not look very professional.

He called ENVIZION after reading about the Fleet Replacement Plan on the website.

What happened next

Chief Ansen provided the last three years financial statements.

He also talked with his ENVIZION fire finance specialist about the department's future equipment needs and plans, the timing of replacement purchases and the trends in revenues and expenses.

The conversation lasted about 90 minutes.

The result

The ENVIZION Financial Fleet Replacement Plan provided a comprehensive, professional-looking total fleet replacement plan. It detailed the future purchases in future dollars to ensure accuracy in their financial plan.

He used the plan to begin discussions with the County about the critical years ahead to obtain the funding for a modern fleet.

"I can not express how grateful I am to ENVIZION Financial. Not only did they help me with a project I was not equipped to complete, they gave me a solid plan to keep our fleet safe and new for years to come..

Also, they will help me year-to-year so that I am always on track with the plan" – Chief Ansen, MD

The problem: The Department had a pledge from the local Township to help with the payments on a new truck. But the Department did not know how much money to request for the truck they needed.

The result: An ENVIZION Readiness Report provided the Department with the amount to request from the local Township to get the truck they needed. They received enough to get the truck they needed.

Why ENVIZION Financial?

Unlike local banks, ENVIZION Financial specializes in fire truck lending and purchase planning. We've helped hundreds of fire departments across the U.S. plan for and purchase thousands of trucks valued at a half-billion dollars. That's experience you won't find anywhere else.

What our customers say:

"Would definitely do business again" – T. Smith, TX

"You make borrowing so easy, it is a pleasure!" – S. Archer, TN

"ENVIZION was very professional" – K. Wiles, SC

"The customer service is great" - R. Baltus, IN

"This was a huge expenditure for a department of our size and you made us comfortable every step of the way" – W. Francis, IL

"These are people who can make your dream come true. They are great to work with and extremely helpful" – B. Brockmann, PA

www.envizionfire.com

