



SPECIFY FINANCIAL STABILITY **WITH ROSENBAUER**

With top fire apparatus manufacturing firms running into financial troubles, now, more than ever, fire departments have to be aware of the companies they seek out to build their life-saving vehicles. At Rosenbauer, we meet and exceed all financial qualifications to be classified as a financially stable manufacturer.

If you entered into a contract with a company that is on shaky ground, you could be opening your department up to a world of instability. Should problems arise, your department could lose any down payments already made or even the entire cost of a piece of equipment in certain prepay discount situations that go awry.

While the prepay discounts may be enticing, it is important to know the stability of the manufacturer before hand. If you enter into one of these agreements and the manufacturer hits a rough patch, you will be the one hurting. However, if you enter into one of the contracts with a financially sound firm, you will reap all of the benefits of a well-built truck at a lower cost.

Forming a relationship with Rosenbauer means securing a life-saving vehicle with rock-solid financial stability, and we can prove it to you.

In order for bids to be accepted by the institutions seeking them, they must meet several criteria. The first is that the builders debt-to-equity ratio does not exceed 2.0. Rosenbauer stands at 1.51, which is well below the accepted amount. This low number is a result of Rosenbauer itself owning more assets rather than a bank or other creditor.

The second requirement is that the debt coverage ratio of the body builder exceeds 100.0. The higher the number, the better able a company is to meet its payment obligations with its banks and creditors. Rosenbauers number is at 279.6 which is nearly three times the required amount.

Finally, a companys Dun and Bradstreet PAYDEX[®] score needs to be greater than 75. This score is a dollar-weighted numerical indicator of how a firm paid its bills over the past year and is based on trade experiences reported by various vendors. A higher number indicates better payment performance. The industry average is at 72, but Rosenbauer has been at 77 for the last two years.

It is clear that Rosenbauer stands on financially stable ground and continues to show signs of improving its financial position in the fire apparatus manufacturing market. Rosenbauer meets and exceeds all financial bid requirements to ensure customers of a strong relationship and Rosenbauer will continue to work hard to do so.

