

## OUR VEHICLE AND HEAVY EQUIPMENT SERVICES HELP PROVIDE TANGIBLE BENEFITS

### OUR SERVICES INCLUDE:

- ▶ Competitive bank RFP process for financing vehicles
- ▶ Negotiations with banks to try and secure the best deal
- ▶ Our project management saves your staff time
- ▶ “Lease vs. buy” policy analysis & budget management support
- ▶ Fire engines and pumpers, vac-con trucks, street sweepers, refuse collection, dump trucks, backhoes, and more!

### CASE STUDY



**NHA saved 46% in interest costs for one Northern California city on a \$2.7M purchase of fire engines & sewer maintenance trucks**

	Best Bid Before NHA was engaged	Best Bid After NHA Ran Competitive Process
Quoted Interest Rate	2.99%	1.44%
Total Interest Paid	\$416,000	\$221,000

Case Study Source: NHA Advisors

## NHA Practice Areas



# 10 NHA Municipal Advisors Serving California Public Agencies



**EXPERIENCE:** NHA's senior advisors bring a wide breadth and depth of experience (over 150 years!) to provide ideas and options and to execute upon achievable solutions.



**TEAMWORK:** The NHA Team collaborates efficiently to provide comprehensive problem-solving expertise and to manage project tasks throughout the process.

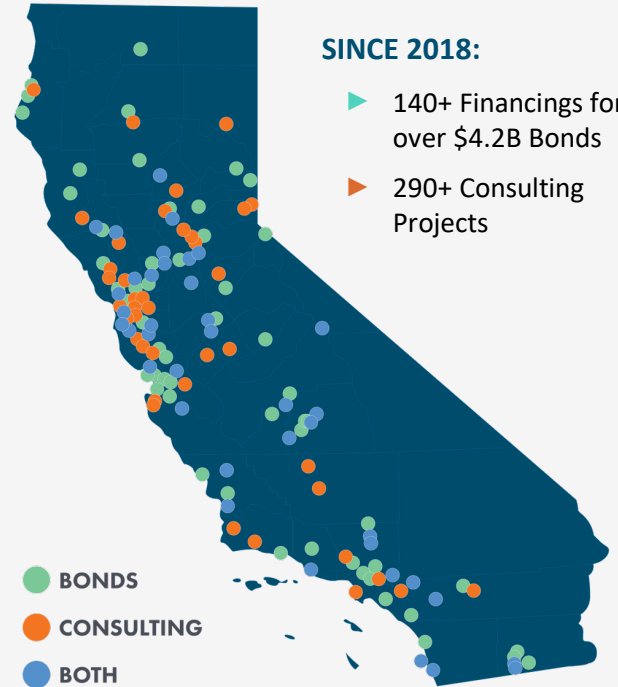


**APPROACH:** NHA listens, does its due diligence and translates complex strategies into understandable options while delivering policy-driven solutions.



**THE NHA WAY:** NHA puts our clients' interest before our own, delivering true fiduciary advisory services without the need to recommend any financing.

## NHA CLIENTS SERVED\*



\*Dots represent client engagements since 2000



## CONTACT US

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