



**THE BUTLER CORPORATION**

**GUARANTEE**

**BUY-BACK PROGRAM**

The Butler Corporation's "Guarantee Buy-Back Program" is an exclusive program that provides our customers the opportunity to trade-in or cash-in their 15 year old or newer Butler System and van at anytime during ownership. Customers can choose this easy, convenient alternative to purchase or lease a new Butler System/van or to sell their used Butler System/van for cash, without repurchasing.

The trade-in/cash-in value for a used Butler System and van, purchased new from The Butler Corporation, could be as much as 75% (or more) of the original purchase price.

A Butler System/van may be traded-in or cashed-in prior to the termination of a finance or lease agreement. The Butler Corporation will guarantee to pay off the remaining loan balance for customers who have financed their Butler System/van, or the residual (buy-out) amount of a lease, up to the guaranteed trade-in/cash-in value. Customers can use all or part of the buy-back value to purchase a new or pre-owned Butler System/van, *OR*, they can choose to receive all of the buy-back value in cash.



The Butler Corporation  
251 Moody Street • Ludlow, MA 01056

**1-800-535-5025**

# Maximizing the Guaranteed Trade-In/Cash-In Value

## THE BUTLER SYSTEM AND VAN SPECIFICATIONS

The Butler System and van should be in the same general condition and appearance as when purchased new from The Butler Corporation and our local GM or Ford dealer. The specifications for the Butler System and van must include the standard and optional equipment as described on the original Invoice(s)/Bill of Sale(s).

## CARE AND MAINTENANCE

It is a requirement that maintenance be performed and documented as specified by The Butler Corporation and the van manufacturer.

## MILEAGE ALLOWANCE

The mileage allowances for a van are as follows: 15,000 miles for 12 months; 30,000 miles for 24 months; 45,000 miles for 36 months; 60,000 miles for 48 months; 75,000 miles for 60 months; 90,000 miles for 72 months and 105,000 miles for 84 months.

## MACHINE HOURS

The hours registered on the Butler System typically will not affect its buy-back value.

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## Exceptions to the Guaranteed Trade-In/Cash-In Value

Pre-owned "reconditioned" Butler Systems and "reconditioned" vans are exceptions to the guaranteed trade-in/cash-in value and will be individually evaluated. Other exceptions include: W-Series trucks, cube vans, vans supplied by the customer, vans special-ordered or located, vans with no side or rear glass, vans with an exterior and/or interior color other than the original factory white, Ford vans prior to model year 2006 and vans that are older than 15 years.

**Note:** The Butler Corporation is interested in purchasing *any* used Butler System, 15 years old or newer, with or without the vehicle; that are exceptions to the "Guarantee Buy-Back Program."

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## Reductions to the Guaranteed Trade-In/Cash-In Value

### THE BUTLER SYSTEM AND VAN SPECIFICATIONS

The value of the Butler System and van will be reduced when the Butler System does not include all the standard and optional equipment as described in the original Invoice(s)/Bill of Sale(s) from The Butler Corporation and our local GM or Ford dealer. The trade-in/cash-in value will also be reduced when the Butler System and/or van has been damaged, modified, altered and/or equipped with after market accessories such as a roof rack, bug deflector, insulation, decals or lettering etc., which when removed could reveal damage or paint fade. The value of the Butler System/van is also affected when parts are used that are not the original manufacturers' parts.

### IMPROPER OR LACK OF CARE AND MAINTENANCE

The trade-in/cash-in value will be reduced if the maintenance required by The Butler Corporation and/or the van manufacturer has not been performed and/or documented.

### EXCESSIVE MILEAGE

The trade-in/cash-in value will be reduced when the van's mileage exceeds the miles as indicated below:

	<b>20 CENT REDUCTION PER MILE</b>	<b>30 CENT REDUCTION PER MILE</b>
12 months	15,001 - 20,000 miles	exceeding 20,000 miles
24 months	30,001 - 40,000 miles	exceeding 40,000 miles
36 months	45,001 - 60,000 miles	exceeding 60,000 miles
48 months	60,001 - 80,000 miles	exceeding 80,000 miles
60 months	75,001-100,000 miles	exceeding 100,000 miles
72 months	90,001-120,000 miles	exceeding 120,000 miles
84 months	105,001-140,000 miles	exceeding 140,000 miles

## MACHINE HOURS

The machine hours registered on the Butler System will be considered when there is a question regarding maintenance or lack of care.

## DAMAGE, WEAR OR USE

The trade-in/cash-in value will be reduced if the Butler System/van fails to pass a state required inspection or is damaged or worn beyond what is considered usual and customary. Examples of damage or wear include, but are not limited to: abuse; neglect; tampering; freezing; careless use; broken glass; damage to surfaces or trim; torn, damaged or stained interior; missing parts or equipment; or mechanical conditions that cause the Butler System/van to operate in an abnormal or unsafe manner.

### THE GUARANTEED TRADE-IN/CASH-IN VALUE

The Butler Corporation will guarantee a trade-in/cash-in value of 75% or more for a (1) one-year-old or newer Butler System/van. The guaranteed trade-in/cash-in value percentage will apply for each year thereafter, as indicated below, provided that all the terms and conditions of this "Guarantee Buy-Back Program" are in compliance. The guaranteed trade-in/cash-in value percentages are based on the original purchase prices as shown on the Invoice(s)/Bill of Sale(s) from The Butler Corporation and/or one of our local van dealers.

AGE OF BUTLER SYSTEM/VAN (MONTHS)	6	12	24	36	48	60	72	84
PERCENTAGE VALUE	80%	75%	70%	60%	50%	40%	30%	20%

## Trading-In or Cashing-In a Butler System/Van

### SCHEDULE OF EVENTS

The Butler Corporation typically requires 15 to 30 days to complete the guaranteed buy-back process. We generally need this time to review and evaluate a *condition report* and to complete the required paperwork. This time will also allow your sales representative to schedule production of your new Butler System/van when trading-in.

*A condition report, supplied by The Butler Corporation, must be completed by the customer, prior to evaluating a Butler System/van for its trade-in/cash-in value.*

### ARRIVING AT THE BUTLER CORPORATION

You should plan to arrive early in the morning of your scheduled delivery date when you are trading-in, or at any time in the morning or early afternoon when you are cashing-in your Butler System/van.

### FINAL EVALUATION

The Butler System, the van's mechanical components and the van's body will undergo a detailed final inspection and evaluation within a few days of being returned to The Butler Corporation. Damage, wear or any other discrepancies, other than what has been noted and revealed, which may have been unforeseen and/or overlooked from the original *condition report*, will result in a reduction to the trade-in/cash-in value. A reduction to the trade-in/cash-in value will occur for any unsatisfactory repairs or for repairs required since the original *condition report*.

### FINANCING OR LEASING PAY-OFF

The Butler Corporation will guarantee to pay off the remaining loan balance for customers who have financed their Butler System/van, or the residual (buy-out) amount of a lease, up to the guaranteed trade-in/cash-in value. The terms of this "Guarantee Buy-Back Program" and the loan or lease agreement are to be fulfilled in order to participate in the buy-back program.

*The Butler Corporation shall have the right to refuse to buy back any Butler System/van when information is misrepresented, undisclosed or is inconsistent with the condition report.*



*The Butler Corporation is interested in purchasing any used  
Butler System, 15 years old or newer, with or without the van.*

the  
**butler** *System*

**The Butler Corporation**  
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