



VEHICLE LEASING

EVERYTHING YOU'D WANT TO KNOW



OPERATING LEASE OPTIONS

Fully Maintained

The Fully Maintained Operating Lease removes the administrative hassles of managing a vehicle/s while providing all of the financial benefits of leasing.

A Fully Maintained Operating Lease includes servicing, maintenance, relicensing, accident management, fuels cards (optional) and WOF's in one easy monthly payment.

Non Maintained

If you prefer to manage the maintenance and repairs of your vehicle/s a Non Maintained Operating lease is a cost effective, straightforward financial solution that allows you to transfer the value of your fleet off your balance sheet. This releases precious capital back into your business increasing cash flow and converting your fleet to an ongoing operating expense.

Unlike a Fully Maintained Operating Lease, a Non Maintained lease does not include relicensing, tyres, relief vehicles etc. which could increase your risk exposure.

KEY BENEFITS OF OPERATING LEASE

- One fixed monthly payment for ease of budgeting.
- Expert fleet management and administration including accident, breakdown management and fuel reporting.
- Remove the risk of owning ageing assets.
- No maintenance headaches on maintained contracts.
- Eliminate the worry of disposing vehicles.
- Free up capital to invest in your core business.
- Access to FleetPartners discounts enabled by our nationwide buying power eg. Fuel, parts, labour, etc.
- Benchmark reporting to ensure your fleet is optimised.
- Your lease is an operating cost and may be tax-deductible.

OPERATING LEASE FAQ'S

Q. How is a lease calculated?

A. A lease rate is calculated by estimating the resale value at the end of the lease term based on the contract term and estimated kilometres travelled. Basically, you only pay for what you use over the term you drive it.

Q. What happens at the end of the contract and I've done more or less km than I thought?

A. This shouldn't happen as FleetPartners monitor your usage for you and let you know when you are under or over your contracted kilometres. We then adjust your contract to ensure you get back on track.

Q. What costs are not covered in an operating lease?

A. Fuel, oil, damage and repairs that fall outside the fair wear and tear guidelines, insurance and road user charges where a vehicle runs on diesel.

Q. What is covered under managed maintenance?

A. All manufacturers scheduled services, a choice of all non-scheduled maintenance (as a result of normal wear and tear such as brakes, battery replacement, transmission, electrical faults, exhaust, muffler and wheel alignments etc.), or a nominated number of tyre replacements, discounted fuel card, accident management and relief vehicles etc.

OPERATING LEASE FAQ'S

Q. How long is a lease contract?

A. There is a range of lease terms available from 12-48 months for passenger, from 12-60 months for utes and light commercials and also up to 120 months for heavy commercials (up to 26,000kg GMM). Lease options are available for both new and pre-leased vehicles.

Q. What is 'Fair Wear and Tear'

A. To ensure fair resale value, FleetPartners requires vehicles returned to be in good condition, inside and out and in sound mechanical order with regard to distance travelled and age of the vehicle. FleetPartners have compiled a FWT guide to help drivers understand what is

considered fair in wear and tear and what repair costs FleetPartners will cover, based on the type of vehicle and usage/conditions. FleetPartners use Turners as an independent assessor for all vehicles at end of lease. For a copy of FleetPartners Fair, Wear and Tear guides, visit www.fleetpartnersnz.co.nz under 'Resources'.



OTHER FINANCE PRODUCTS



Operating Lease

- Non Maintained
- Fully Maintained

Tailor-made leasing solutions to suit your requirements for passenger and light commercial vehicles including non-maintained and maintained options; provided through New Zealand's major lease companies.

- At the end of the lease period you simply return the vehicle within the agreed kilometre allowance and subject to the fair wear and tear clause.
- Leasing provides flexibility by making it easier to adapt your fleet as your business needs evolve.
- In effect you are renting the vehicle for a period of time.
- Terms of up to 45 months for passenger vehicles and up to 60 months for commercial vehicles.
- As the asset is off-the-balance sheet you generally do not claim depreciation or interest but claim up to the entire GST exclusive rental each month.
- The GST on the rental is paid monthly.
- Set monthly vehicle outgoings.

Finance Lease

- Basically 'Rent to Own'.
- A Finance Lease offers many of the advantages of an Operating Lease.
- As the asset is off-the-balance sheet you generally do not claim depreciation or interest but claim up to the entire GST exclusive rental each month.
- Essentially renting the car for an agreed period, without kilometre limitations.
- Upon termination you can sell the car and keep anything above the residual value, trade it in and use the equity as a deposit on your next car, or even buy it yourself at the residual.
- A Finance Lease can be structured specially to suit the financial requirements of your business.
- Variable deposits, balloon payments and tailored monthly lease rental charges allow you flexibility and fiscal control over your company vehicle fleet.
- Don't tie down your important cash reserves or exhaust an existing line of credit.
- A comprehensive service plan covering your vehicle maintenance can be included in your monthly lease repayments.
- Create a hassle free way to finance and operate your company vehicle fleet eliminating cash flow pressure of lump sum payments and unpredictable costs.

Hire Purchase

- Use the vehicle you are purchasing as security for the loan.
- An ideal solution to help you get that vehicle now rather than exhaust existing lines of credit or your own capital.
- Certainly the most flexible of the lending solutions offered.
- Terms from a minimum of 6 months through to 60 months and from no deposit.
- Team Hutchinson Ford can offer vehicle financing solutions through the main vehicle finance companies throughout New Zealand, including UDC, Marac, MTF and Alpha.
- Repayments can be tailored to suit your circumstances with balloon repayments structured through the term of the loan.
- A comprehensive service plan covering your vehicle maintenance package can be included in your monthly repayments creating a hassle free way to finance and operate your vehicle, eliminating cash flow pressure and unpredictable costs.



There's a Ford for wherever your business takes you.