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Please RElease Me

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MAKE YOUR LEASE DOLLARS GO FURTHER WITH MERCHANTS VALUE LEASING.

Thanks to extended manufacturer's warranties — and vehicles that are far more maintenance-free today — leasing previously-owned or previously-leased vehicles means you can put your drivers in quality, reliable vehicles and keep more money in your bank account. In fact, you could save as much as \$50 to \$100 per vehicle, per month over a similar new car lease.

New car prices drop as much as 28% by the end of the first year. With Merchants Value Leasing, we pass this savings on to you. Our Value Lease vehicles are like most of the cars and trucks you already have in your lease fleet: most are 1 to 3 years old, all can be backed by our nationwide maintenance plan and many have factory warranties. And these like-new vehicles offer the appearance, comfort and reliability of showroom-fresh models.

There are so many reasons to consider a Merchants Value Lease:

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Find out how our Merchants Value Lease can stretch your fleet dollars further by calling 1-866-6LEASES (653-2737) or click here http://www.merchantsleasing.com/used_car_leasing.cfm

Customer Spotlight—Government Fleet Managers



Merchants provides lease vehicles to a wide array of government accounts. "The types of agencies we supply lease fleets to are as varied as the vehicles," says Greg McIntyre, Director of Governmental Fleets. "On a city level, we provide pick-up trucks for building inspectors, automobiles for social workers making in-home visits, vans for school districts, passenger vans with lifts to meet ADA requirements and specialty equipment for group homes." [Read more...](#)

For more information on Government Leasing click on <http://www.merchantsleasing.com/government-leasing.cfm> or call Merchants Leasing at 1-866-6LEASES (653-2737).

At Your (Public) Service

Whether you need a pick-up truck for your maintenance crew, a wheel-chair accessible passenger van or a sedan for surveillance, Merchants can deliver!

As a GSA Federal Supply Schedule Provider and a supplier of choice for a number state government and local municipalities, Merchants Leasing is an expert in government fleet leasing. "We know how to respond to the unique equipment and demanding time and cost requirements expected from governmental fleet managers," says Greg McIntyre, Director of Government Fleets.

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- ✓ **NO RISK** leasing options
- ✓ **Maintenance programs** that eliminate surprises
- ✓ **Fuel cards** to manage mileage and expenses
- ✓ **Our insurance programs** save you time and money
- ✓ **Local or national delivery** offers convenience



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Starting a new business. If you're just starting a new business, you need to carefully manage your cash flow. However, you also need vehicles for your new sales force. Choosing Value Lease vehicles allows you to get your drivers on the road in well-equipped, well-maintained like-new models. And they're not all 'plain vanilla.' Every month, Merchants has domestic and foreign model sedans and SUVs coming off lease that are carefully inspected, detailed and prepared for our Value Lease customers.

No surprises. Just like our new vehicle leasing, you can choose our No Risk closed-end lease option that lets you know what your costs will be during the life of the lease. At the end of the lease term, you simply return your vehicle and

walk away. No shortfalls, no surprises.

Expanding deliveries. If your business is expanding and you need more delivery vehicles on short notice— no problem! Whether you need five units or fifteen, we have a variety of previously driven light-duty trucks and step vans available. Some are even custom-equipped for specialty use.

Needing to adjust replacement cycles. From time to time you may find the need to adjust your replacement ratios to a more efficient level. "If you have a lot of vehicles coming off lease at the same time, you can stagger future replacement cycles by leasing a combination of new and used vehicles," says Robert Singer, Executive Vice President of Merchants Leasing. "Adding 1- and 2-year-old models to your mix allows you to cycle out vehicles at different intervals and helps even out the timing of new lease requirements."

Wanting flexibility. We can customize a Value Lease program to meet your changing needs. The Merchants Value Leasing program allows lease terms of one to four years.

Looking for luxury. If you'd love a high-end vehicle, but can't afford a new one, the Merchants Value Lease can put you behind the wheel in style when you choose a previously leased executive model. Many executive fleet vehicles have low mileage and all the options you're looking for— without the luxury price tag.

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Law enforcement agencies lease patrol cars, unmarked automobiles and special-purpose armored vehicles for SWAT teams. "We work with the Office of Homeland Security, FBI, CIA, the military and other federal agencies to provide vehicles nationwide. We even lease vehicles for special haz-mat situations and to transport prisoners. In many cases, we handle the upfitting of the lease vehicles and deliver them turn-key to our customers' unique specifications," notes McIntyre.

Non-descript sedans, vans and SUVs are standard equipment for covert police task forces, high level security and surveillance work. Thanks to the Merchants Value Lease program, we can supply 1, 2 and 3 year-old vehicles at tremendous cost savings that easily blend in with local traffic. All Value Lease vehicles are previously owned and most have factory warranties.

From federal, state and local government agencies to foreign embassies, Merchants Leasing has just the right vehicles and expertise to meet the unique needs of government fleet managers

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As a GSA Federal Supply Schedule Provider and a supplier of choice for a number state government and local municipalities, Merchants Leasing is an expert in government fleet leasing. **"We know how to respond to the unique equipment and demanding time and cost requirements expected from governmental fleet managers,"** says Greg McIntyre, Director of Government Fleets.

Merchants also understands the challenge of fully leveraging state and federal buying power, while supporting the local community. "Many of our customers lease vehicles through federal or state-approved contracts. Then, we make arrangements to have their vehicles delivered through local dealerships convenient to their drivers' locations," notes McIntyre.

A number of government lease accounts also take advantage of maintenance programs and services offered through Merchants. "For municipal and state customers that have their own repair shops, utilizing local vendors for routine maintenance and repairs is a cost-effective solution that frees up valuable service bays for high priority vehicles like ambulances and fire trucks," adds McIntyre.

"We're very familiar with annual budgeting and public funding processes," notes McIntyre. "All maintenance services and charges are included in the customer's monthly lease rate. This helps with managing monthly expenses and eliminates any budgeting surprises."

Given most federal, state and city budget constraints, leasing is a practical alternative to buying. Getting approval for capital expenditures, like buying 10 vehicles -- a \$200,000 purchase or more -- can be a nightmare. But a monthly expenditure of \$4,000 or so to lease those same 10 vehicles is much easier and less costly for city councils, school boards and state controller's offices to approve.

"We offer flexible lease terms and conditions that enable fleet managers to work within government budgetary requirements. Some budgets are set for just 12 months, others longer. We can customize terms for any situation," says McIntyre.

Merchants has been in the government fleet leasing business for more than 25 years. Our exclusive Government Lease team members are experts in federal, state and local GSA contract requirements and procurement procedures. They know what it takes to expedite paperwork, approvals and delivery. Year after year, government decision makers count on Merchants leasing to provide high quality vehicles and services at the lowest possible cost.

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With a **Merchants RElease** you can negotiate a lower lease payment at the end of your lease when you make a commitment to lease your car for an additional year or two. Imagine leasing the same ol' reliable vehicle you've been driving -- for a whole lot less. You've taken good care of it; you know it's been a good car. It would be a shame to let it go.

For more information about the Merchants RElease program call 866-6-LEASES or send an e-mail to release@merchantsleasing.com.