

FLEETreport



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Not Your Typical Business

Merchants Automotive Group, the parent company of Merchants Leasing, recently received the "Not Your Typical Business" award from Citizens Bank in New Hampshire "because of the great services they offer" and "their commitment to the community," according to Lori Chandonnais, Vice President of Commercial Lending at Citizens Bank who recommended Merchants for the award. [Read more...](#)



MERCHANTS INSURANCE PROGRAM OFFERS GREAT SERVICE AND VALUE

Fleet managers must consider many factors when choosing a lease program to ensure they receive the best price, value and service mix. When it comes to fleet insurance, many times they turn to their independent agent to provide coverage.

"Fleet managers may be losing out on price efficiencies and administrative cost savings by not looking to their leasing company to provide insurance," says Robert Singer, Vice President of Merchants Leasing.

"There's tremendous pressure on everyone today to control expenses and properly manage risk. At Merchants Leasing we know how to evaluate risk and develop an affordable and reliable insurance program to meet the needs of our customers," he adds.

Merchants doesn't have a cookie-cutter insurance program, instead we customize insurance plans for each of our customers. "Our approach for insurance—and in creating a total fleet solution—is consultative. Taking into consideration customers' specific needs and risk tolerance, we conduct an in-depth analysis of loss history, motor vehicle records, company safety policies and training programs to tailor an insurance plan that's optimal for the customer," notes Singer. [Read more...](#)

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



CUSTOMER SOLUTIONS

"I'm floored with the service we are getting from Merchants. It's the service after the sale—and how they treat you when things go wrong, like accidents and direct-to-door delivery that makes the difference," notes Steve Basiliere, Director of Supply Chain Management for Critical Therapeutics, Inc. [Read more...](#)

For more information on Customer Solutions click on http://www.merchantsleasing.com/custom_leasing.cfm or call Merchants Leasing at 1-866-6LEASES (653-2737).



Managing Fuel Costs

Fuel-related costs are the second greatest expense in managing a commercial fleet, after depreciation. Fuel expenses represent between 15 and 20 percent of total fleet costs. (See chart.) And with gasoline prices fluctuating 10 to 20 cents per gallon, choosing a fleet with good fuel economy can save you thousands of dollars each year. "Many clients fail to consider fuel economy when choosing vehicle models. We help them factor in fuel costs as part of the total cost of ownership," says Robert Singer, Vice President of Merchants Leasing. "As important, however, is how you manage fuel purchases throughout the year." [Read more...](#)

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