

fleetfinancialnews



Welcome to the September edition of our Newsletter. The Summer is now over, Kids are back to school and the christmas present lists will start to appear!

Contract Hire - The 1st Choice To Save You Money

As we move into the last quarter of the year the general feeling is that this has been a difficult year for everyone but we are still optimistic about the future. The car industry is going through what is widely believed to be its worst ever period with some manufacturers showing new registration down by up to 30% in the Retail sector. Our business has experienced an increased level of enquiries with most new customers telling us that concerns over used car values, fixed monthly costs, VAT & tax relief and most of all retaining cash are the main reasons for switching to contract hire. We are also experiencing an uplift in the level of enquiries regarding Sale & Leaseback, whereby we buy the the vehicles at the company's written down value and lease back to the company providing them with a cash injection and taking away any future residual risk.

At A Glance The Benefits Of Contract Hire V's Outright Purchase or Hire Purchase

Contract Hire

- No Large Capital Outlay**
- Improved Cash Flow**
- Off Balance Sheet**
- Fixed Cost**
- VAT Relief on cars and vans**
- Tax Relief**
- No Ownership Risks**
- All Maintenance & Administration can be included**
- Utilise our buying power**

HP/Outright Purchase

- Can impact cashflow**

On Balance Sheet
Risk on maintenance
No VAT relief on cars
Used value risk

We Hit a Million !

We all know that the internet is part of everyday life and over the past few years we have seen our website become a very important part of the business, helping customers find out more about Fleet Financial. On the 1st of September we reached a new milestone with the 1,000,000th hit on the site in this calendar year. We have seen our website grow by 100% each year over the past 3 years and this is proving to be a beneficial tool in reaching new customers. It doesn't stop there because we plan to upgrade and improve over the next few months. Why not have a look for yourself and if you have any ideas please feel free to pass them on.



Focus On Fuel - It Could Save You Money!

Despite fuel being at record highs over the past few months, most companies are still taking little or no action to help keep their fuel bills under control. A recent survey showed 49% of companies with less than 50 vehicles have done nothing to reduce the impact of rising fuel costs.

As indicated before simple measures such as teleconferencing, ensuring tyre pressures are checked, getting into an appropriate high gear as soon as possible and maintaining a constant speed can all help reduce the fuel consumption in vehicles. The simplest guideline that should be given to all drivers is that they should shop around for fuel. This week alone we have seen diesel prices in Northern Ireland ranging from 119.9p per litre in Cookstown to 127.9p per litre in Belfast. Although most drivers won't drive to Cookstown to fill up, we all know that fuel prices can vary by 1-3p in a local area and when filling up a few times a month these small savings can have a big impact on a company fuel bill.

Road Safety Week

With 'Duty Of Care' and 'Corporate Manslaughter' such important issues in everyday work life, it might be a good time to remind your drivers about the importance of safe driving. The annual Road Safety Week takes place from 10th to 16th November 2008 and their website gives all the information and resources you need to take part. Click below and join in!

www.roadsafetyweek.org.uk

Industry News



The facelifted A6 is launched Mid October with deliveries in November. The car will come in three trim levels; Standard with all the spec of the outgoing SE plus split folding seats, SE which includes phone prep and leather or S-Line which includes the exterior bodykit. The car that everyone is talking about is the new 2.0tdi e (136ps) which has a Co2 of only 139g/km. Prices start at £24800 otr



The 3 series gets a facelift from September with some minor changes to the bonnet and lights on the car. They are also introducing a 318d auto, a revised 325d with 197hp and Co2 of 152g/km, a 330d with 245hp and a Co2 of 152g/km and a 335d with 286 hp and a Co2 of 177g/km



The New Golf will arrive in January 2009 and the car will include a 2.0tdi 108 hp engine with a Co2 of just 119g/km. Prices and spec are expected soon



The new Superb goes on sale this month with three trim levels S, SE and Elegance. Prices will start from £15490 for the 1.4TSI 125hp S model.



check out our new website:
www.businessvehicles.net

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