



TRUCK CENTER

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THE TOP 5 BENEFITS OF SHORT - TERM LEASING





Exploring the 5 advantages of successfully incorporating short-term leasing into the fleet

When we discuss short-term leasing, we're focusing on plans that typically last between 2-12 months. They're for instances where a daily rental service doesn't make sense, but neither does a traditional lease. In these cases, you need something that fits between the two, and this where a short-term lease can help.

Top 5 Benefits of Sort-Term Leases

Bridging
The
Gaps

Single
Source
Provider

Fixed
Cost

Save
Time

Brand
Image



BRIDGING THE GAPS

Does your fleet need to stay consistent throughout the entire year? If you're like most companies, chances are your fleet demand fluctuates. If you need an influx of vehicles for a limited time, why pay for them for the entire year? Short-term leasing gives you the opportunity to offset projects without tying up the capital or space that comes with a traditional lease.

For example, an engineering company added short-term leasing to their traditional fleet as a temporary way to increase fleet size. Part of their business came from intermittent six-month projects, and they needed a fleet that could adapt with them. Before utilizing a short-term lease, they were filling the need through a combination of excess vehicles and renting through a daily rental service. Under this new approach they were saving both time (in administrative work, and wasted minutes spent going back and forth to pick up rentals) and money (they weren't carrying excess vehicles year-round).

SINGLE SOURCE PROVIDER

Do you really want to keep going back and forth to the rental agency to either get your vehicle or sign a contract extension? And what happens if the specific type of vehicle you need is no longer available? Now you're wasting time and money trying to find a replacement. Specialized equipment (Refrigeration Trucks and Stakebed-Flatbeds) are an example of specialized equipment that will not be available for daily rental.





By incorporating a short-term lease with Monarch Truck Center you'll have one contact for all your transportation needs. Plus, you're guaranteed to get the vehicles you want when, where, and for exactly how long you need them. Not to mention, now your drivers can have the same vehicle for the entire length of the job. And that's all before you even take price into consideration.

Let's assume a daily rental is \$80-\$90 a day. If you compare that to a monthly lease, you could get an entire month for the equivalent of about 15 days with a rented vehicle. In addition, if you need to extend the lease you can simply pick up the phone rather than having to return to the rental center.

Imagine This

At the beginning of the year you went ahead and purchased a number of replacement vehicles for your fleet. Now, due to unforeseen circumstances, those units are not going to be delivered on the originally scheduled date.

To make matters worse, despite staying on top of all maintenance work, the transmission just blew in one of the trucks you were set to replace. So what do you do? Rather than foot a hefty mechanical bill on a vehicle you are scheduled to get rid of, why not use the money for a short-term lease? With this solution you can continue normal operations while you wait for your replacement truck to arrive. Additionally, you get the vehicle you need and not what's just left at the rental center.



FIXED COST

When discussing price, overall savings isn't the only sticking point. A short-term lease gives a company a fixed monthly known quantity when it comes to their fleet. Plus, an Monarch won't penalize you for extending an existing lease. This means trying out a short-term solution comes at no risk if you realize you need the vehicle longer than originally anticipated. Additionally, instead of committing to a vehicle year-round, you're only paying for the vehicles you need when you need them. Now you've freed up capital to use elsewhere in your business, and you've provided flexibility to your fleet plan.

SAVE TIME

Not only can a short-term lease free up capital, but it should also save you time by easing the administrative burden. As previously mentioned, picking a short-term lease allows you to skip the rental process; and thus, the hassle of calling around to try and find the appropriate car or truck for the job. Never again deal with the vehicle you reserved not being there or having to pay for a more expensive model because they couldn't accommodate your initial request. With a short-term lease you're working with a system that caters to businesses instead of one that's retail-customer centric.

If it's a situation between buying additional vehicles or adding them through a short-term lease, the time saved comes in terms of getting the vehicles street ready. With a short-term lease you don't have to worry about things such as: titling, registration, maintenance, and service appointments. Now this is handled by Monarch, allowing you to focus on what's important to your business.





Brand Image

First impressions are important, so make sure you're putting your best foot forward. With a short-term lease you can drive confidently, knowing you always have the right vehicle for the job. This is because you're arriving in the type of vehicle you chose; not what was left over at the rental lot. Furthermore, since Monarch handles all service and maintenance you don't have to worry about getting stuck with a vehicle that's well past an oil-change or one with significant cosmetic damage. Instead, you'll always be in a reliable, well maintained car, truck, van, or whatever best fits the job at hand.

Let the experts at Monarch Truck Center help you.
For more information give us a call at 1 (408) 275-0500
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