

## Equipment Lease Consulting - A Value to the Private Fleet Operator

*What is a lease consultant and how can they bring value to my company?* Equipment lease consulting is a service that provides insight, industry experience and market knowledge to companies that lease or are considering leasing delivery trucks/tractors or material handling equipment. The value of lease consulting is **reduced lease expense** and **improved contract terms** resulting from application of the consultant's expertise in the leasing industry.

You may say: "We take multiple bids and strive for the best terms available. How can a lease consultant improve our situation?" A qualified lease consultant provides three areas of experience and expertise that cannot be duplicated by even the largest or most sophisticated fleet operator.

The first is industry experience. Most reputable lease consultants have a background that includes many years working for national and regional leasing companies. This experience provides knowledge of lease rating including cost components such as acquisition, finance rates, depreciation, maintenance, administration and acceptable profit margins.

The second area is historical exposure. An established firm evaluates in excess of 3,000 leased units per year for hundreds of clients and has done so for many years. This history has exposed the consultant to virtually every lease structure and contract clause imaginable, all of which can help the next client consummate the best possible lease to fit their needs.

Lastly, the consultant provides current market knowledge. The volume of leases being evaluated by a large firm provides daily contact with leasing companies and lessees. Staying in touch with the market on a daily basis provides insight as to recent market changes such as improving residual values or more aggressive profit structures from vendors wanting increased market share. Even the fleet operator that deals with new leases three of four times per year cannot match the consultant's level of exposure.

If you have ever asked yourself, "Am I getting the best possible deal for the lease services provided?" then you should consider a lease consultant.

**Industrial Fleet Management, Inc.** is the leader in fleet lease consulting. Founded in 1973, IFM was the first to specialize in distribution equipment lease economics. Since then, IFM has expanded services to encompass many other facets of transportation cost. **IFM will identify and implement cost savings** in full service truck leasing, material handling equipment leasing, finance leasing, dedicated contract carriage, maintenance contracts, fuel and taxation. IFM serves a national client base of more than 300 companies operating over 15,000 vehicles. Our services are strictly financial, delivering significant cost reductions with no disruption to fleet operation or the level of service currently enjoyed.

Each company choosing to use IFM's risk free services will receive a **free vehicle-by-vehicle report with specific recommendations on cost reduction in lease rate, contract terms, and fuel and associated taxes**. It is *always* the right time to review your equipment agreements and find ways to produce savings. You do *not* have to wait until a lease or service contract expires. IFM's experienced consultants and staff are dedicated to reducing your transportation cost during *any stage* of a lease or equipment life while maintaining the positive relationships with all incumbent vendors.

**Our guarantee is simple: No Savings, No Fee.** And, *you maintain control*. All recommendations are subject to your approval prior to implementation. When you work with IFM, it is a *win-win* situation.



For more information, please contact Nina Burton, Vice President of Operations at 800-899-4801 ext. 157, or visit [www.industrialfleet.com](http://www.industrialfleet.com).