



THE TIME IS NOW

GT Leasing felt it was imperative that we shared some important developments that are occurring within the automobile manufacturing industry.

Automakers and analysts expect the industry's supply bottlenecks to largely remain through the remainder of 2022, parts shortages could stretch into 2023. As a result of these bottlenecks, manufacturers are moving to an "Order Only" basis for the foreseeable future. At the moment, dealers do not have unspoken for inventory. Used vehicle prices are so inflated at the moment, that it makes more sense to lease a new vehicle, with a fresh warranty. Here at GT Leasing, we acquire vehicles of any make or model from multiple sources. If you have an immediate need, let me do the work for you!

WHAT THIS MEANS FOR YOU...

1) ACT: Take stock in your fleet and prioritize your immediate needs for the next 6 months and then 12-18 months thereafter. Manufacturers may not approve all orders and will only allocate a specific number out of the ordering banks for each specific ordering period (noting the next chance to order could be a further 6-9 months out). Hence, why the need to plan for both your immediate and foreseeable needs.

2) COMMUNICATE: Contact your leasing agent now. Working together, your agent will organize your needs assessment and develop a plan of action that coincides with the ordering banks of the manufacturer.

3) MANAGE EXPECTATIONS: Depending upon your immediate need, it is important to stay open minded in terms of make and model of vehicle available. Would a double cab truck get the job done the same as a crew cab would? How about a 2WD vs. 4WD? Gas vs. diesel? Trim levels? Thinking about these variables beforehand and developing a working plan with your leasing agent can alleviate some of the frustration and stress when an unforeseen event occurs.

WE HELP YOU CONSERVE YOUR CREDIT LINES

Inflation is at a 40-year high and has not shown a downturn. The Federal Reserve is making borrowing much costlier. And the economy actually shrank in the first three months of this year.

All that said, the NON "transitory" inflation rate is forcing the Fed to increase interest rates at a record pace. Banks are also actively tightening their credit requirements both personal and corporate.

Now is a good time to get your credit ducks in a row prior to the potential unhappy meeting for credit line increases or renewals with your previously friendly banker.

One of the less than obvious advantages a commercial lease program will do for your business is to insulate you from the up and down appetite of banks for small to medium commercial credit lines.

Typically bank credit lines are used for items which are more difficult to finance such as payroll, inventory and various cash flow needs. Vehicle pricing has gone through some unimaginable increases over the past two years and are consuming a much larger portion of your valuable credit lines.

Our lease program will not only allow you to use the bank lines for these harder to finance needs, they will also allow you to improve your corporate financials as viewed by the bank when you apply for new lines or renewals.

If there is anything I can do to assist, please don't hesitate to call me at **904-434-6363**.