PRESERVE CAPITAL. KEEP THE FLEET MOVING.

When your operation needs another vehicle, but capital has competing demands, leasing may provide a practical acquisition path. The decision should still begin with an available vehicle that fits the work.

Potential Benefits

Capital preservation: Keep funds available for staffing, maintenance, technology, facilities or growth.
Fleet responsiveness: Address an aging vehicle, added capacity or a new contract without waiting for a full cash purchase.

Defined structure: Evaluate payments and terms around a specific vehicle and business needs.
Connected execution: Coordinate the vehicle, acquisition path, preparation and delivery through one conversation with ABC.

Ongoing support: Continue working with ABC for parts, service and fleet support after delivery.

LEASING FAQS

How is leasing different from financing a purchase?

A financed purchase is structured around ownership of the vehicle. A lease provides use of the vehicle under agreed terms. Ownership, accounting, tax treatment, payment structure, and end-of-term options depend on the specific documents and transactions.

What vehicles may be available for lease?

Availability depends on current inventory, the vehicle, its configuration, and the applicable lease program. ABC can help identify units that fit the operation and discuss the options available for those vehicles.

Can leasing help preserve capital?

Leasing may reduce the upfront capital required compared with an outright purchase, depending on the approved structure and terms. The business should evaluate the total economic and cash-flow impact with its financial advisors.

Can a lease support a replacement, expansion or new contract?

Potentially. The first step is to confirm the vehicle, capacity, application, and timing the operation requires. ABC can then help evaluate whether an applicable lease structure is available.



What determines the payment?

Vehicle price, term, credit profile, structure, fees, taxes and other transaction details may affect payment. Use only a written, approved quote for decision-making.

Does a leased vehicle qualify the customer for bonus depreciation or Section 179?

Not automatically. Depreciation deductions generally belong to the party treated as the vehicle's tax owner. Lease classification and tax treatment depend on the transaction. Consult with a qualified tax professional before making assumptions.

What happens at the end of the lease?

End-of-term options depend on the lease agreement and may include purchase, return, or other provisions. Review the specific documents for obligations, conditions, and available choices.

What information is needed to start?

Be prepared to share the vehicle's needs, intended use, desired timing, and basic business information. Additional financial and credit documentation may be required.

How long does approval take?

Timing varies by applicant, transaction, and documentation. Starting early allows more time for review, vehicle preparation, and delivery coordination.

How does ABC support the vehicle after delivery?

ABC supports fleets through parts, service, maintenance resources and other lifecycle support based on the vehicle and location.

TALK TO A FLEET SPECIALIST

Have questions or ready to get started? Contact your rep directly or call **800-222-2875.**

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