

# Car Sales & Leasing



## We'll put you on the right road to successful vehicle purchasing and fleet management

### ALL BRANDS OF VEHICLE

The Southgate Fleet Management Group is an automotive, fleet and financial services company.

Southgate was established in 1989 with the aim of eliminating the hassle of vehicle purchasing and management. By combining our experience and knowledge with ongoing National market exposure and evaluation we are able to assist in minimising costs for our individual and fleet customers. The principals of the company have a combined industry experience of over 70 years, having experienced first hand the many facets of the industry, from the perspective of the manufacturers, dealerships and the area of fleet management and consulting.

Today our customer base includes hospitals, schools, aged care facilities, community health care centres, community transport organisations etc. Our sensitivity to the needs of not-for-profit organisations in particular has enabled us to develop a very focused and rewarding platform with the main aim of "minimising whole of life costs" whilst providing excellence in service.



### Services

(Australia wide through local suppliers)

- Vehicle Purchasing (all brands of vehicles, buses and commercials).
- Vehicle Valuation and Disposal (trade in or sale)
- Vehicle Finance & Maintenance
- Consultancy and Independent Advice
- Lectures/Presentations

### Southgate's vehicle purchasing services are available to:

- individual buyers
- not-for-profit / charitable fleets of any size

### Your Benefits

The Southgate Team will:

- Streamline vehicle purchasing and research, saving you time to concentrate on your core mission
- Access the purchasing power of thousands of organisations and individuals



- Provide up to date industry advice on all aspects of vehicle purchasing including price rises, model changes, manufacturing delays, bonuses etc
- Bring you relevant trends for the not-for-profit sector as we provide automotive support to far more churches and charities than any other supplier.
- Independent advice based on vehicle size, budget, whole of life costs or specialised features.
- Provide you with a competitive tendering process: Multiple quotations are obtained on all new vehicles, with trade-ins valued on site (local dealers are always given equal opportunity to quote).
- Be your single contact for all your vehicle purchasing and fleet management needs, regardless of brand and location.



For more information contact: **1300 132 725**

Email: [support@southgatefleet.com.au](mailto:support@southgatefleet.com.au)  
[www.southgatefleet.com.au](http://www.southgatefleet.com.au)

# SOUTHGATE™ Financial Services



Flexibility in finance: Tailoring finance to the individual or organisational needs.

Due to its success in vehicle purchasing, Church Resources has asked Southgate to also provide its complete range of automotive finance and insurance options to church and not-for-profit fleet buyers and individuals.

#### Finance Facilities:

- Commercial Hire Purchase
- Chattel Mortgage
- Lease
- Fully Maintained Operating Lease
- Non Maintained Operating Lease
- Fully Maintained Novated Lease
- Non Maintained Novated Lease
- Interest Only Finance (9 & 12 months)
- Personal Car Loans

Note: there is no minimum fleet size for leasing and novated leasing.

We are happy to explain all types of vehicle finance to you, please call us.

- After obtaining the very best new vehicle and trade-in prices, the finance team will provide the best finance outcome based on your individual requirements from our panel of finance and leasing companies.
- As a company specialising in the not-for-profit and church sector we are particularly aware of the **opportunities and issues relating to novated leasing** for these types of organisations.

#### Insurance Facilities:

- Comprehensive Insurance
- Gap Insurance

#### Southgate Group's Philosophy

The directors of Southgate Fleet Management are very much aware of the pain and inconvenience associated with purchasing or leasing of motor vehicles. Our mission is to take away this pain and inconvenience and deliver vehicles to clients with the minimum of fuss and at the very best prices that we can obtain. Our organisational goals include:

- Minimising the whole of life costs of our client fleets.
- Developing long-term relationships with clients.
- Fostering within our staff a long term commitment to allow us to minimise staff changes, thereby allowing clients to maintain permanent personalised contacts.
- Services tailored to individual client needs and keeping clients informed about the industry trends that affect their fleet decisions..



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[www.southgatefinancial.com.au](http://www.southgatefinancial.com.au)

### NEW VEHICLE AND/OR LEASE QUOTATION REQUEST

Contact Person: \_\_\_\_\_ Date: \_\_\_\_\_

Company/Organisation: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Delivery State: \_\_\_\_\_ Delivery Suburb: \_\_\_\_\_

Vehicle is to be registered in the name of an:  Organisation (Specify: \_\_\_\_\_)  Individual

#### New Vehicle:

Make & Model: \_\_\_\_\_

Body:  Sedan  Wagon  Hatch 3 Door  Hatch 5 Door  Other \_\_\_\_\_

Transmission:  Automatic  Manual

Fuel:  Petrol  Diesel  LPG

Engine:  4 Cyl  6 Cyl  8 Cyl

Engine Capacity: \_\_\_\_\_ Litres

#### Required Options:

- |                                              |                                                    |                                               |
|----------------------------------------------|----------------------------------------------------|-----------------------------------------------|
| <input type="checkbox"/> Air Conditioning    | <input type="checkbox"/> Mud Flaps F & R           | <input type="checkbox"/> Window Tint          |
| <input type="checkbox"/> Metallic Paint      | <input type="checkbox"/> Mud Spats F & R           | <input type="checkbox"/> Headlight Protectors |
| <input type="checkbox"/> Cruise Control      | <input type="checkbox"/> Floor Mats F & R (Carpet) | <input type="checkbox"/> Bonnet Protector     |
| <input type="checkbox"/> ABS                 | <input type="checkbox"/> Floor Mats F & R (Rubber) | <input type="checkbox"/> Tow Bar ( _____ kg)  |
| <input type="checkbox"/> Air Bag - Driver    | <input type="checkbox"/> Weathershield - RH        |                                               |
| <input type="checkbox"/> Air Bag - Passenger | <input type="checkbox"/> Weathershield - LH        |                                               |

Other: \_\_\_\_\_

#### Trade In Vehicle (if applicable):

Make & Model: \_\_\_\_\_ Registration Number: \_\_\_\_\_

Contact Person: \_\_\_\_\_ Phone: \_\_\_\_\_

Location: \_\_\_\_\_

Date (if applicable): \_\_\_\_\_ Time (if applicable): \_\_\_\_\_

**NOTE:** Where a date or time is specified, it is recommended that at least 3 business days notice is given to ensure valuers can set aside the requested date or time.

#### Finance/Leasing:

If you require assistance in choosing the appropriate lease type/term, please check this box.

##### Operating Lease

- Fully Maintained
- Non Maintained
- Term (years/total klm's): \_\_\_\_\_
- Term (years/total klm's): \_\_\_\_\_
- Term (years/total klm's): \_\_\_\_\_

##### Finance Lease

- Finance Lease#
- CHP#
- Chattel Mortgage#
- Novated Finance Lease#
- Fully Maintained Novated Finance Lease#\*
- # Term (years/residual): \_\_\_\_\_
- \* Term (total klm's): \_\_\_\_\_

##### Specialty Product (Organisations at Government Pricing Only)

- 12 Months Interest Only  9 Months Interest Only

If you wish to proceed with a vehicle purchase, please complete all details on this order form.

DATE: \_\_\_\_\_

**FAX TO: (03) 9686 8377**

### NEW VEHICLE ORDER FORM

**NEW VEHICLE:**

**QUOTE NO**

<b>Make/Model:</b>	.....					
<b>Body:</b>	Sedan <input type="checkbox"/>	Wagon <input type="checkbox"/>	Hatch <input type="checkbox"/>	Other: .....	Automatic <input type="checkbox"/>	Manual <input type="checkbox"/>
<b>Options:</b>	Petrol <input type="checkbox"/>	LPG <input type="checkbox"/>	Diesel <input type="checkbox"/>	Cylinders: .....	.....	
<b>Colour Choice:</b>	1st: .....	2nd: .....	3rd: .....			

<b>TRADE IN:</b>	Yes <input type="checkbox"/>	No <input type="checkbox"/>	<b>Registration Number:</b>	.....	.....
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<b>FINANCE:</b>	Yes <input type="checkbox"/>	No <input type="checkbox"/>	<b>Monthly Payment:</b>	.....	\$	.....
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**REGISTRATION:**

<b>Private</b> <input type="checkbox"/>	<b>Registration Exempt</b> <input type="checkbox"/>
<b>Business</b> <input type="checkbox"/>	<b>CTP Supplied by Organisation</b> <input type="checkbox"/>
<b>Concessional</b> <input type="checkbox"/>	<b>Common Expiry</b> <input type="checkbox"/>
<b>Other:</b> <input type="checkbox"/> (Specify) .....	<b>Common Expiry Date:</b> .....
	<b>RTA Customer No:</b> .....
<b>Stamp Duty Exempt:</b> Yes <input type="checkbox"/>	No <input type="checkbox"/>
<b>If EXEMPT please attach copy of Exemption Certificate</b>	

**DELIVERY ADDRESS:**

.....	<b>Contact Person:</b> .....
.....	<b>Phone:</b> .....
.....	<b>Fax:</b> .....
.....	<b>DELIVERY DATE</b>

**REGISTER TO: (NOT A P.O.BOX)**

**INVOICE TO:**

As registered:

.....	.....	<b>Fax:</b> .....
<b>ABN:</b> .....	<b>ABN:</b> .....	

**Note: Please fax a copy of your CERTIFICATE OF INCORPORATION (organisations only)**

**SPECIAL NOTES:**

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.....

NAME: \_\_\_\_\_

Authorised Signature \_\_\_\_\_

Should you require any advice or have any questions regarding your quotation, please call us on 1300 132 725: