

# Deere Tracks

Proudly Serving the Southwest Since 1992 • Sales, Service, New & Pre-Owned Turf Equipment & Tractors

## Four Locations To Serve You

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## Leasing: A Simplified Explanation

One of the topics that generates the most questions in our industry is leasing. There is a mystery that often surrounds the thought of leasing equipment. While many of our customers have embraced the practice, many others will openly admit that they do not understand the terminology, the benefits, or why you might consider a lease. Here is some information that can help you better understand what it means to lease equipment:

### Lease Type #1: The True Lease or Fair Market Value Lease

The True Lease is the purest form of leasing and allows the buyer to effectively pay only for the use of the machine. There is no ownership so the focus is getting the equipment that you need at a payment that meets your budget. At the end of your lease term, you simply return the equipment in good condition, and get your new equipment on a new term. The benefits: stay under warranty longer, keep up with technology, reduce your repair budget and downtime on a regular replacement schedule.

### Lease Type #2: Lease Purchase or the \$1 Buyout

The Lease Purchase is, in essence, a timed sale. You will own your equipment at the end of the term for \$1. With this selection, your aim is ownership, so price and payment are key factors. This option allows you to maximize your capital dollars to increase your purchases now. The benefits: get more equipment under warranty, keep up with technology, reduce your repair budget and downtime while retaining ownership.



### Lease #3: Municipal or Governmental Lease

The Municipal Lease differs from the other two types due to its inclusion of a "non-appropriation of funds" clause. This allows a municipality to engage in a lease, while having an "out" if funds are not authorized in subsequent years. Call Austin Turf & Tractor today to help you learn more or to help design a customized finance plan that uses one of the above tools to meet your unique equipment needs.



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# Will Your Used Equipment Improve With Age?

If you are an equipment owner and you are looking to upgrade your equipment, a painful part of ownership can be the question of trade values. In some cases, the value might be unexpectedly low. What are the factors that determine trade value?

One of the first factors is the overall appearance of the equipment. As an owner, ask yourself, what does the machine look like and would I want to buy it? While that is a place to start, there are other items to consider.

Equipment is constantly changing; technical improvements and new federal requirements can make even some of the best used equipment dated. Maintenance history, hours of use, and year of purchase all come into play with the evaluation of a piece of equipment. Depending upon the market where you may be located, the manufacturer and model of equipment can directly affect the value.

The used value of a piece of equipment is directly connected to the effective life that is left for the next owner. The easiest way to retain more value is to practice good maintenance and a plan to rotate your equipment regularly. Leasing can also be the answer to having the latest and best equipment without losing value.

Talk to us about your needs and we will be happy to help you come up with a plan.



# How Confident Are We In Our Parts?

Really confident! What does that mean for you?

It means we are proud to announce a change in our parts warranty. Effective immediately, and retroactive to November 1, 2016, any John Deere OEM parts that have been installed by Austin Turf & Tractor come with a 12-month/unlimited hour warranty!

If you purchase your John Deere Parts from us and install them yourself, you will receive a 6-month/unlimited hour warranty! Regular service intervals still apply, so contact your local Austin Turf & Tractor Parts Specialist for more details.



**We're doing our part.** This newsletter is printed on environmentally-friendly paper—50% recycled, using 25% post-consumer waste.



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