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## YES, THEY STILL LEASE CARS & TRUCKS

Recent headlines may have indicated that auto leasing is no longer available. Not so at Jim Pattison Lease, where companies and individuals are still welcome to lease new and used vehicles.

In today's uncertain marketplace, leasing a quality used vehicle from Jim Pattison makes good economic sense. Buyers don't have to lock into long-term purchase agreements, and they get the benefit of saving on the initial depreciation expense. Jim Pattison Lease is there to help individuals and corporations cut through the stress and guesswork that often comes with car shopping and leasing.

For decades, Jim Pattison Lease has been providing commercial and private customers with first-class service and quality products across the country.

"We provide vehicles and fleet management, which means managing the operating costs of the vehicles for companies, and we provide leasing of new and used vehicles to individuals and small businesses as well," says Jim Pattison Lease president Steve Akazawa. While there are full-service branch, sales, and administration offices in Vancouver, Victoria, Edmonton, Toronto, and Montreal, the company head quarters is here in Calgary.

Over the years Jim Pattison Lease has become the country's largest Western-based national lease company, owning and managing over 15,000 vehicles across Canada. But customers never have the sense that they are dealing with a big corporation: Jim Pattison Lease offers highly personalized service and a commitment to excellence that is unrivalled in the business.

This company and its dedicated personnel go beyond what many car buyers have come to associate with car dealerships and leasing, from controlling and monitoring expenses for larger fleets to making sure customers are clear on options and the best plans for their specific leasing needs.

As well, each used vehicle has been inspected and certified, so that buyers can be assured of a top-quality vehicle from Jim Pattison Lease.

This extra attention to detail has not gone unnoticed, and Jim Pattison Lease is this year's Readers' Choice Gold winner in the Auto Leasing category for the fourth year running.

"It's a tremendous honour and a privilege to be recognized as the Gold Award Winner four years in a row by our customers," says Akazawa.

Everyone at the company is proud of this achievement and is continuing to do what Pattison is known for: providing superior service and products for Calgary businesses and individuals.

After all, merging cost-effectiveness with excellent service is what earned Jim Pattison Lease this recognition in the first place.

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"Our key competitive advantage is our high level of personal service," says Akazawa. "All of our accounts are handled by a single point of contact."

As soon as people walk into the impressive southeast Calgary facility, across from IKEA on Heritage Boulevard, they immediately sense that this isn't a usual car dealership. Customers can buy or lease new or used vehicles here, with lease arrangements customized to the individual or organization – open- and closed-end leasing options on all makes and models of vehicles, along with maintenance programs for extra convenience.

Jim Pattison Lease breaks through the preconceptions of leasing and offers a new way to buy a vehicle.

"It's an alternative method of financing a vehicle, which is a lease-to-purchase," says Akazawa. "It's more like an open mortgage where you can pay down the vehicle's cost and develop equity in the lease."

Buying or leasing a vehicle may have been stressful before, but this Gold-award winner has made the process so much easier. When it comes to competitive and flexible rates, decades of experience, a quality product, and unbeatable customer service in the leasing business, Calgary Herald readers have given the thumbs-up to Jim Pattison Lease.