



# Car Buying

Southgate Fleet Management provides a complete car buying service for both individuals and organisations. We understand the stress of spending many hours visiting car dealerships and negotiating with salespeople without any guarantee that you have received the best deal. Southgate staff provide independent advice on the brand and model of car that best suits your individual requirements, and obtain multiple quotations from which you can select the most competitive deal. Our service aims to eliminate the stress and inconvenience of the often high-pressure car buying experience.

## Our Services

### Car Purchase

- All makes and models Australia-wide.
- We do all the negotiating with dealerships and manufacturers.

### Car Valuation & Disposal

- Advice on how to maximise the value of trade-ins.
- Manage the entire car disposal process.

### Car Finance

- A complete range of finance packages.
- Novated Lease specialists.

### Independent Advice

- Advice on best car to suit your needs.
- Up-to-date industry information, eg. new models, factory bonuses, car features.

## Benefits of Using Southgate

### No Pressure

- No pressure to accept a deal.

### Independent Advice

- We are independent of all brands and dealerships.
- Advice on the best car to suit your needs.

### Save Money

- Maximise value of car purchase, maintenance, trade-in or disposal.
- Advice on how to minimise car depreciation.

### Convenience

- One contact for all your car buying and car finance needs.
- Car delivery to your door\*.
- Car valuations arranged at a convenient time and place for you.

\*Delivery may not be available to some remote locations. Please check with Southgate staff upon requesting a car quotation.



## The Car Buying Process

### 1. RESEARCH

Visit manufacturer websites to select your preferred car. Alternatively, call our friendly staff on 1300 132 725 for independent advice on the best car to suit your needs. Factors to consider when choosing a car include: make, model, size, colour, standard and optional features, fuel efficiency and servicing/maintenance costs.

### 2. REQUEST A QUOTE

Complete an [online quotation form](#) or download and complete a printable quotation request form then fax (03 9686 8377) or [email](#) it back to us. If you also require car finance, you may wish to discuss our range of competitive finance options with our specialised finance staff on 1300 132 700.

### 3. RELAX

Southgate will take care of the entire process. We request quotations from multiple dealers, arrange valuations for trade-in cars and provide a summary of quotations received on your behalf.

### 4. ORDER

Order your new car by emailing or faxing us a completed order form. We will then source the car on your behalf from the most competitive dealer.

### 5. DELIVERY

Your new car will normally be delivered to your door. The dealer will contact you 1-2 days before the car is ready to arrange a convenient delivery time.

### 6. ENJOY

Sit back and enjoy your new car, knowing that you obtained the best deal.

## Tips on Buying a New Car

- Wherever possible, sell your existing vehicle privately to maximise the resale price. However, if you prefer to trade-in your existing vehicle, Southgate can arrange a valuation and manage the change-over process.
- Be aware of dealer delivery and statutory charges. Southgate only provides quotations that are **inclusive** of all on-road and additional costs.
- Ensure that all quotations you receive are based on the same vehicle specifications. Southgate only provides quotations that include the same set of standard and optional features as chosen by you.
- Ensure that all quotations are in writing, or they will inevitably change at a later date. All quotations received from Southgate will be in writing.



## Car Finance Options

Southgate offers a range of competitive finance solutions for individuals and organisations wishing to purchase or lease a new vehicle. The following finance packages are available:

### Individuals

- Chattel Mortgage
- Commercial Hire Purchase (CHP)
- Finance Lease
- Novated Lease
- Consumer Loan (Personal Loan)

### Organisations

- Chattel Mortgage
- Commercial Hire Purchase (CHP)
- Finance Lease
- Operating Lease
- Interest Only Finance

For more information or to obtain a finance quotation, call our car finance specialists on 1300 132 700.

### Contact Details

Southgate Fleet Management Pty Ltd

Phone: 1300 132 725

Email: [sales@southgatefleet.com.au](mailto:sales@southgatefleet.com.au)

Web: [www.southgatefleet.com.au](http://www.southgatefleet.com.au)