



# Cornerstone

BUS LEASING & RENTALS

## Seasonal Leasing

Seasonal leasing is a great way to keep your transportation expenses contained during the times that you have inbound revenue and are putting your transportation to work.

Here is a review of some of the advantages of the Cornerstone Bus Leasing & Rentals seasonal leasing concept:

- 1) In exchange for a longer multi-annual commitment, the lease rate we are able to offer is substantially lower - the longer the commitment, the lower the rate.
- 2) The vehicle is delivered to you in top-notch operational and cosmetic condition each season and customized for your application, removing the scheduling and allocation of resources for maintenance and preparation for your application.
- 3) Pricing for the current model year at the time of execution of the lease is effectively locked down for the entirety of the lease. So, if you were to go with the 3-year option, for example, your pricing in the third season would be based on the model year during the first season. Comparatively, if you go with a single-season option, your pricing will most-likely increase each season, as the model year pricing for the vehicle drives the lease pricing higher each year.

An additional “hidden value” that our seasonal customers enjoy lies in the fact that our business model tends to push replacement of our seasonal leasing fleet vehicles faster than the majority of our seasonal terms indicate. Much of this is driven by our mutual desire to keep the vehicle under original manufacturer’s warranty while in our leasing fleet, however, other factors of fleet allocation and optimization of vehicle fleet life tend to produce an average of two years for vehicles in our seasonal fleet.



**Please visit [www.cornerstonebusleasing.com](http://www.cornerstonebusleasing.com) today to learn more about our seasonal shuttle or bus leases today. Or, give us a call—we are excited to provide you a custom quotation to fit your needs.**