



KENT AUTOMOTIVE

KEY MACHINE LEASE TO OWN PROGRAM

Kent Automotive offers customers a low-payment option to purchase a Key cutting machine with a lease-to-own program. Once a machine is selected and priced by Kent Sales (Rep), the customer can choose the term length (lease period) that works best for their operation-2/3/4/5 years. The machine price/lease period combination dictates the monthly payment.

A rate sheet is used to determine the monthly payment.

Note: There are different rate sheets for each country-US/Canada.

At the conclusion of the lease period, customers will be billed \$1.00 US/\$10.00 Canada to purchase the equipment.

Rate sheets are subject to change. Rate sheets are released quarterly-notice will be sent by KENT Product Management

Each lease to-own-program has a one -time processing fee of \$119-149 (depending on lease value).

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US RATE SHEET – \$1 BUYOUT

Equipment Cost	24 mo.	36 mo.	48 mo.	60 mo.
\$1,000 - \$5,000	.05522	.03960	.03226	.02834
5,001 – 12,000	.05257	.03582	.02860	.02449
12,001-25,000	.05195	.03488	.02789	.02378
25,001-50,000	.05158	.03429	.02710	.02300
Security Deposit	0	0	0	0

Lease to Own Program Procedure

1. Review machine options with customer
2. Determine price point
3. Determine monthly payment with use of current rate sheet.
Note: Rate sheets are subject to change. Be sure to reference the appropriate rate sheet-US/CANADA.
4. Create quote in OrderPad
5. Email Marlin Leasing: Kent's contact is Don Lansdown (dlansdown@marlinfinance.com, Phone number: 856-505-4484)
 - Compose email and enter in the Subject Line:
Kent Automotive Key Machine Lease Opportunity
 - Attach the quote
 - Request confirmation on the monthly lease amount that would be required for the attached quote
6. Marlin will review the opportunity, confirm the payment value and review the customer's credit standing.
7. Marlin will provide you with detailed contract information.
8. Review information with customer.
9. If approved, notify Marlin to complete the lease application with the customer
10. Once processed you will receive a copy of:
 - Purchase Order
 - Customer delivery and acceptance receipt
11. Contact Customer Service and create a Marlin bill-to account:

Marlin Leasing
300 Fellowship Rd.
Mount Laurel, NJ 08054
12. Set up a your customer as the Ship-to account
13. Submit the Purchase Order to Customer Service for your Marlin/Customer Account (send a copy to Mike Rigual-Product Manager-Automotive)