

Equipment on lease

THE demand for high performance grass maintenance equipment is increasing due to the dramatic rise in operating and labour costs. Clearly, a machine which enables one man to cut a very large area is cheaper to operate than a number of smaller machines needing several men to cut the same area in the same time.

However, the larger high work rate machine is more expensive and its initial cost may make it difficult to fit the new machine into the annual budget, especially when so many other items are inevitably needed at the same time. Ransomes have provided an answer to this problem by introducing a leasing plan.

Ransomes Leasing Company, a wholly owned subsidiary of Ransomes, was established in 1972 when the need for a scheme of this kind was foreseen. Since that time, demand for the service has mushroomed. Most of the "customers" are golf clubs leasing the Ransomes-Hahn Tournament Triplex greens management system. Local authorities too find the scheme useful for the purchase of gang mowers, Hydraulic Power 5/7 Gangs, Motor Triple and Motor 5/3 machines.

The whole range of Ransomes professional grass machinery is available under this scheme, although there is a minimum limit of £500. Leasing offers certain financial advantages over buying outright. In the current circumstances of high inflation, leasing means that new machinery can be obtained before prices rise, and it means that equipment can be acquired without borrowing money at today's high interest rates.

Interest rates are fixed for the entire leasing period when the agreement is signed, so the lease itself will not be affected by inflation. Leasing allows more accurate budget planning, and frees capital for concentration in other

areas. Leasing rentals are fully tax deductible and the tax relief gained on the lease payments can be claimed as a business charge against profits. This can lead to a smaller tax liability than the usual "capital allowance".

How does the plan work? Ransomes Leasing Company pays the capital sum to the dealer who supplies the machine. The lease is split into a primary period of three years, during which a fixed quarterly payment is made, and a secondary period of four years with a much reduced annual payment. If it is decided to dispose of the equipment after the initial three year period, this is just as easy as if the machinery had been purchased outright.

There is no problem in getting a lease. Any Ransomes distributor will help in filling in the application forms. The acceptance of this application by the Leasing Company serves as the basis for the leasing agreement, cutting paperwork to a minimum.

HEAD GREENKEEPER

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