

Discounts on New Cars & Vans for FSB East Anglia Members

Following requests from our local members to see if we can obtain discounts from suppliers, that reflect the benefit of being part of an organisation with 200,000 members, we are pleased to advise:

We have now reached agreement with 2 vehicle manufacturers to provide a significant discounts to our FSB members. A third manufacturer has offered terms that, if agreed, we will advise you of shortly. Our objective is to be able to source new cars and vans from complementary suppliers so that you have choice in the offering and that you can buy directly through your local franchise dealer.

The system is simple, provided you are a fully paid up member of the FSB you go to your dealer and select the car and spec you desire – when you have a selection you want to complete on and it comes down to price then, you give them the FSB Fleet Agreement number and membership card, and they will use the number on their system to pull up the FSB special terms.

The dealer will also offer the usual dealer facilities of; trade-ins, contract hire, cash sales etc. If we have an issue with the dealer we have a Fleet manager from the manufacturer available to us to make the process smooth.

As you will appreciate there a huge variety of models and extras available. So I set out below an example of the offering available to our members.

	List Price £	Manuf. Disc %	Dealer %	Purchase Disc %	Disc value £	Or other extra Disc £	Extra Disct £	Free Met Paint £	Total Discount £	Disc with extras %
<u>Volvo</u>										
Volvo C30	14,995	5.5%	10%	15.5%	2,324		1,000	540	3,864	24.9%
Volvo V50	21,495	10%	10%	20%	4,299			540	4,839	22.0%
Volvo V60	24,670	5.5%	10%	15.5%	3,824	7,000		540	7,540	29.9%
Volvo S80	25,245	11%	10%	21%	5,301		2,000	540	7,841	30.4%
<u>Mazda</u>										
Mazda 2 (1.3ts)	10,395	10%	2%	12%	1,247			420	1,667	15.4%
Mazda 3 (ts2 d)	18,225	16%	2%	18%	3,281			420	3,701	19.9%
Mazda 6 (2.0 Leather)	20,645	18%	3%	21%	4,335			420	4,755	22.6%
Mazda MX5 1.8i	17,975	18%	3%	21%	3,775			420	4,195	22.8%

Once the third company comes onboard we will be able to also obtain commercial vehicles at up to 39% off. I trust that you will agree that this is a worthwhile benefit. One quick note if a local dealer has a hot deal on a new car that is better Mazda will for example ensure that the FSB receive member is not disadvantaged.

If you would like take advantage of these offers, please call in the first instance our regional treasurer, Peter Martin on (07970) 091299, so that he can explain the process and avoid any misinterpretations. Equally if you are aware of any better deals please contact Peter so that we can seek to enhance the offer to FSB members.

For examples of Volvo deals on offer this month please see the links on the FSB East Anglia home page. There are both special offers on the S60 and V60 as well as the offers for 20,000 mile contracts on contract hire.

We look forward to your feedback.

Kind regards

Robin Twigge
Regional Chairman