



Select Corporate Program

To : STEVEN MCKINNON:
Company : SCARBOROUGH COMMUNITY MULTICULTURAL
FESTIVAL - 22580
Date : October 17, 2017

Attention: Steven Mckinnon,

It is my pleasure to present to you our **Select Corporate Program**.

Our Select Corporate program is designed to meet your company's individual needs, with an extensive fleet of cars and commercial trucks for your logistic requirements, as well as a pricing strategy to meet your budget. Our Corporate Rental Program will save you time and money and we are confident we will be the only vehicle rental company you will ever need to call.

We wish to count you among our preferred corporate clients and we hope to have the opportunity to meet and exceed your rental needs in the very near future. We look forward to a long and mutually beneficial relationship.

Our Fleet

- A complete variety of passenger vehicles - from compact cars to minivans, small to full size SUV's, luxury cars and hybrid vehicles. If there is a preference, Discount carries all makes and manufacturers, from Toyota and Hyundai to BMW and Lexus.
- A wide array of light and medium duty trucks; from Pickup Trucks of all sizes, Cargo Vans, Transits and Sprinters to a selection of 16' Cubes, as well as 20' and 26" Straight Trucks.

Our Service Advantages

- **"We're at Your Door the Night Before."** – To get your drivers on the road as early as you need, Discount will deliver the vehicle to your office the night before, and start the billing the next morning.
- Rentals on a daily, weekly and monthly basis.
- Shuttle service is available to help get your drivers to and from our network of over **100 Ontario locations** and over **300 locations nationally**. Designated Account Manager, in addition to local Branch Managers to ensure we manage your specific rental needs.

At Discount, our goal is to differentiate ourselves from our competitors by delivering an exceptional client experience each and every time. It is our top priority that you, our client, find that Discount makes your day easier. We are confident that we will meet all of your service requirements on each and every rental.

Jennifer Moreno Corporate Sales Coordinator



SCARBOROUGH COMMUNITY MULTICULTURAL FESTIVAL

VEHICLES	DAILY	WEEKLY	MONTHLY	MILEAGE			EXTRA KMS	CDW		Deductible
				DAILY	WEEKLY	MONTHLY	CHARGES	Daily	Monthly	
Compact	\$32.00	\$192.00	\$765.00	300	2000	5000	\$0.12	\$19.99	\$500.00	\$0.00
Intermediate	\$34.00	\$204.00	\$799.00	300	2000	5000	\$0.12	\$19.99	\$500.00	\$0.00
Standard	\$37.00	\$220.00	\$850.00	300	2000	5000	\$0.12	\$19.99	\$500.00	\$0.00
Full size	\$40.00	\$240.00	\$950.00	300	2000	5000	\$0.12	\$19.99	\$500.00	\$0.00
Luxury	\$57.00	\$340.00	\$1,370.00	300	2000	5000	\$0.12	\$19.99	\$500.00	\$0.00
Minivan	\$60.00	\$360.00	\$1,440.00	200	1400	4000	\$0.14	\$19.99	\$500.00	\$1,000.00
15 PASSENGER VAN	\$75.00	\$450.00	\$1,800.00	200	1400	4000	\$0.14	\$19.99	\$500.00	\$1,000.00
SUV 4x4	\$57.00	\$340.00	\$1,370.00	200	1400	4000	\$0.14	\$19.99	\$500.00	\$1,000.00
Luxury 4x4	\$70.00	\$420.00	\$1,680.00	200	1400	4000	\$0.14	\$19.99	\$500.00	\$1,000.00
LD CLASS*	\$99.00	\$595.00	\$2,400.00	200	1400	4000	\$0.16			

COMMERCIAL VEHICLES

TRUCKS	DAILY	WEEKLY	MONTHLY	MILEAGE			EXTRA KMS	CDW		Deductible
				DAILY	WEEKLY	MONTHLY	CHARGES	Daily	Monthly	
PICK UP TRUCK ½ ton 4x4	\$43.00	\$240.00	\$990.00	100	700	3000	\$0.15	19.99	\$500.00	\$1,000.00
PICK UP TRUCK ¾ ton	\$60.00	\$360.00	\$1,450.00	100	700	3000	\$0.15	19.99	\$500.00	\$1,000.00
PICK UP TRUCK 1 TON	\$75.00	\$450.00	\$1,800.00	100	700	3000	\$0.15	19.99	\$500.00	\$2,000.00
CARGO VAN 12FT CUBE	\$45.75	\$275.00	\$1,100.00	100	700	3000	\$0.15	21.99	\$500.00	\$1,000.00
(PROMASTER/TRANSIT)	\$57.00	\$345.00	\$1375.00	100	700	3000	\$0.15	21.99	\$500.00	\$1,000.00
16 FT CUBE TRUCK	\$60.50	\$357.00	\$1450.00	100	700	3000	\$0.15	25.99	\$600.00	\$1,000.00

MEDIUM DUTY TRUCKS	DAILY RATE	WEEKLY RATE	MONTHLY RATE	MILEAGE			EXTRA KMS	CDW		Deductible
				DAILY	WEEKLY	MONTHLY	CHARGES	Daily	Monthly	
20' TRUCK 3 TON	\$80.00	\$480.00	\$1,800.00	100	700	3000	\$0.16	\$35.00	\$750.00	\$2,000.00
14' REEFER TRUCK	\$80.00	\$480.00	\$1,800.00	100	700	3000	\$0.16	\$35.00	\$750.00	\$2,000.00
CARGO REEFER VAN	\$52.00	\$315.00	\$1,250.00	100	700	3000	\$0.16	\$19.99	\$500.00	\$1,000.00
26' TRUCK 5 TON	\$115.00	\$687.50	\$2,750.00	100	700	3000	\$0.16	\$35.00	\$750.00	\$2,000.00

All vehicles are subject to the following VLAC 0.80 DAILY- HST CHARGED AT 13%, REFRIGERATION UNIT USAGE FEE OF \$ 1.25/HR

Additional Account Benefits to [SCARBOROUGH COMMUNITY MULTICULTURAL FESTIVAL](#)

- [SCARBOROUGH COMMUNITY MULTICULTURAL FESTIVAL](#) rates applicable year round regardless of season
- Late model and well maintained vehicles
- Free customer pick up and drop off and vehicle delivery available
- No charge for additional drivers
- Drivers from 21 years of age with a G or G2 license accepted
- A designated corporate account number
- Discounted rate on collision coverage on monthly Rentals
- Instant email Invoicing at rental close
- Customizable reports direct to client
- Ability to return most rentals to a Discount location of your preference (Restrictions and fees may be applicable)



SCARBOROUGH COMMUNITY MULTICULTURAL FESTIVAL *commitments*

- **SCARBOROUGH COMMUNITY MULTICULTURAL FESTIVAL** This agreement will commence on date account is created (OCTOBER 17 2017) and will Expire 1 YEAR LATER (OCTOBER 17 2018).
- **SCARBOROUGH COMMUNITY MULTICULTURAL FESTIVAL** will notify Discount of the rental timeframe and destination at the time of booking.
- **SCARBOROUGH COMMUNITY MULTICULTURAL FESTIVAL** will be responsible for any 407ETR charges and/or parking infractions that may occur during the rental period. These charges are subject to a \$30 administration fee per occurrence.
- The payment terms are net 30 days on all invoices billed on account. Any invoices exceeding these terms will be subject to a 1.5% interest charge. You must have a bill to (credit) account to accommodate these terms.
- A credit card must be supplied at rental pick for all rentals not billed directly to **SCARBOROUGH COMMUNITY MULTICULTURAL FESTIVAL**.
- A daily rental is defined as a vehicle rented and returned within a 24-hour period. A 3-hour grace period will be granted to late returns.
- Fuel Policy: the vehicle must be returned with a full tank with gas receipt presented at the branch. Otherwise, additional fees of \$2.50 per litre will be charged to your invoice.
- On a quarterly basis Discount would like to review the account performance, track service record, billing and other to ensure that expectations are met for both companies.
- Please provide your CVOR number and CVOR expiry date:
CVOR Number (Commercial vehicles only) _____
CVOR Number Expiry Date _____
Please email your CVOR Certificate to your account coordinator; it will be applied to your Corporate Account profile.

All employee drivers must be 21 years of age or older with a valid driving permit

What to do in the case of an accident:

In the event of an accident or incident causing damage to the rental vehicle or third party property or injuries (as per the rental jacket given to the renter) please follow the procedures below.

1. If the vehicle can be driven, and it is safe to do so, pull the vehicle off the road to a safe place.
2. If people are injured, call for assistance.
3. Immediately notify police, or as instructed, report to a designated Collision Reporting Centre within 24 hours of the accident.
4. Gather details of any other parties involved.
5. Report the accident to our 24 hour Claims Alert line at 1-888-504-6151 within 24 hours of the accident.
6. Report the accident to the Discount location from where the vehicle was rented.
- 7.

****Failure to report loss to both Discount and the Police within 24 hours will void CDW, PAP, and DDC options purchased.**

What to do if the account is self-insured or purchased our CDW:

1. If the account is self-insured and their driver is at fault, they will be responsible for repairs, tow bills, storage fees etc.
2. If the account purchased CDW, and their driver is at fault, they will only be responsible for towing and storage fees and the applicable deductible and for repair costs subject to the terms and conditions of the rental agreement (i.e. whatever is not covered by CDW).
3. Please note that CDW does not cover damages over the cab on cube or medium duty trucks.

How quickly they need to report the accident:

Within 24 hours as noted above.

Who calls in the claim:

We need to have the actual driver call in the report of loss as they have first-hand knowledge of the accident. (Claims Alert line 1-888-504-6151)

What determines if they need to call the police (and timeline):

It is Discount's policy that the driver reports all losses to the police (not required for hail damage, windshield chip or crack, flat tire) within 24 hours of incident.

What Happens after the claim is reported and set up:

Discount's Claims Examiner will contact the account if more information is required, and will put them on notice with respect to the damages sustained.

How will the account be advised of their deductible owing and/or damages owing:

If the account owes a deductible, Discount will send out a demand letter as soon as Discount can confirm what their deductible is. Discount will send out a notice of intent re the damages, but will not send out a demand letter/subro package until Discount receives the final repair invoice. The account has the option to be billed off an estimate which would be done as soon as the vehicle is made available to Discount's appraiser. Charges would be forthwith. This procedure is to be established at the onset of the agreement with Discount.

NORMAL WEAR AND TEAR

The term 'normal wear and tear' refers to the natural amount of deterioration, which can be expected over the term of the rental and include:

- **Paint chips and minor scratches that do not extend to the base metal**
- **Paint wear and minor dents to interior, top rails and tailgates of pickup trucks**
- **Paint chips caused by stones thrown by the wheels of the vehicles**
- **Frayed or scratched emergency brake cables**
- **Interior wear and tear of vehicles not including holes, burns or tears of interior**
- **Interior wear of trucks including all paint scratches**
- **Tire wear and damage, provided that the tires meet provincial safety standards**

Removal of decals or signage and any resulting paint repairs are not considered normal wear and tear and will be charged as a repair.