

What is Personal Contract Hire (PCH)?

PCH is simply an agreement for a private individual to hire a vehicle for a specific period, usually between 12 and 60 months. Rentals are usually paid monthly, with an initial payment equivalent to only three rentals. The leasing company retains ownership of the vehicle and at the end of the agreement simply takes the vehicle away.

Monthly rentals are usually slightly lower than for an equivalent 'Personal Contract Purchase' type agreement; however, customers should bear in mind that they will not normally have the opportunity to keep the vehicle at the end of the agreement.

PCH is also available with an optional maintenance package to take care of the vehicle's tyre, servicing and repair requirements.

The main PCH features are:

- Accurate Monthly Budgeting
- Minimum Capital Expenditure
- Fixed Interest Rates
- No Depreciation Risks
- No Disposal Hassles
- Optional Maintenance Agreement

Customer Comment:

"I wanted to pass on my thanks and appreciation. Right from the outset, with your highly competitive prices through to arranging the delivery of the car I found you to be extremely helpful and personable, and you kept me appraised at every stage. The whole process progressed as painlessly as I could have wished. I am very happy with the car and would, and have, recommended you most highly to others. I wish you and KVS every future success."

Mr Stewart Haigh

Frequently Asked Questions

Q. [What models are available?](#)

A. Key Vehicle Solutions can supply literally any model - from a Mini to a Maseratti. You choose the colour and any options such as metallic paint, alloy wheels etc, etc.

Q. [Are used cars available and are they cheaper?](#)

A. Yes - used cars are available on PCH, however, they usually work out to be more expensive! Several factors make used cars more expensive. Firstly the difference in residual value. Although used cars are less expensive to buy - they're also worth less at the end of the contract. Secondly leasing companies benefit from an economy of scale when buying new - a benefit that is passed on in the way of cheaper rentals.

Q. [Where will the car come from and where will the servicing be done?](#)

A. Vehicles are sourced from KVS preferred suppliers and delivered directly to your home or office. However, if you would prefer your local dealer to supply, this can normally be arranged. Even if the car comes from a KVS supplier your local Dealer will be happy to carry out the servicing etc.

Q. [How long can I keep the car for?](#)

A. PCH agreements can be set up to last anywhere between 12 and 60 months and you will keep the same car for the duration of the agreement. However, you should bear in mind that a PCH agreement is a fixed 'contract' and termination penalties will apply if you wish to end the agreement before the agreed period.

"A reputation built on service"

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CWA Venter & NC Venter T/A Key Vehicle Solutions.

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Fact Sheet 7- Personal Contract Hire



Q. [What is included in the contract?](#)

A. All PCH agreements include Road Tax for the duration of the agreement with the replacement discs sent by post. However, unless you select the optional maintenance agreement you will be responsible for the vehicles servicing, (which must be carried out in-line with the manufacturer's guidelines) and replacement tyres. You will also be responsible for ensuring that the vehicle is covered by fully comprehensive motor insurance policy and pay for all fuel costs.

Q. [What is included in the optional maintenance package?](#)

A. The optional maintenance package will cover the cost of routine servicing; any repairs not covered by the vehicle's warranty and tyre replacements (due to fair wear and tear).

Q. [What if I cover more than my estimated mileage?](#)

A. If the vehicle is returned to the leasing company with more mileage than originally agreed, then an excess mileage penalty will be charged. This is usually somewhere between 2p and 10p per mile and will be specified in the agreement.

Q. [What happens if the car is damaged in an accident?](#)

A. PCH vehicles must be covered by a fully-comprehensive motor insurance policy at all times. If the vehicle is damaged then your insurance company will repair it in the normal way.

Q. [What if the vehicle has scratches or other damage when it's returned to the leasing company?](#)

A. Leasing companies expect vehicles to suffer normal 'wear and tear' and this is quite acceptable. Therefore, small dents, stone chips, lightly scuffed wheel trims etc, are acceptable. However, large scratches, cracks in glass, large dents, rips in upholstery etc., are not acceptable. In this case after the vehicle has been returned a charge would be made to repair the damage. (For further information please ask for a copy of the BVRLA 'Fair Wear and Tear Guide').

Q. [Where do I have to take the car at the end of the contract?](#)

A. Nowhere! KVS will arrange for the vehicle to be collected directly from your home or office.

Q. [Can I buy the car at the end of the contract?](#)

A. Some leasing companies will offer you first refusal on buying the car at the end of the contract. However, in our experience prices are seldom attractive, so it usually makes more sense to send the car back and take out a new contract.

Any further questions?

Please contact us on [0845 166 2405](tel:08451662405) and we will be pleased to answer your questions without obligation.

N.B. This document is intended for information purposes only and does not form part of an agreement.

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