

## Everyday low prices for your customers and their employees

**EC PURCHASING MEMBERS** can take advantage of terrific savings from two of the nation's largest car rental companies. Companies can use these low prices to reduce travel expenses, and also as a "perk" for employees, who can get the same low rates on their personal rentals. The savings, offered by Hertz and Enterprise, come in the form of low, everyday flat rates — rather than a discount or percentage off. This allows customers to more effectively plan their travel expenses through the year, while knowing they're getting a good, competitive price on auto rentals.

### HOW MEMBERS CAN GET THE SAVINGS ON AUTO RENTALS

Customers get access to the flat rates by using a unique Corporate Discount Program (CDP) code — like those used by many of America's largest companies for business travel as well as personal employee travel. Hertz and Enterprise each have a separate CDP code. There

are three ways to take advantage of the savings:

**1. Travel Agency.** Customers who use travel agencies to book travel can obtain EC Purchasing's CDP code and provide it to the agency. This allows travel agents to use the EC Purchasing pricing for every reservation they book.

**2. Online Booking.** Customers review the preferred, flat-rate pricing on the EC Purchasing site, then link directly to Hertz and Enterprise to make on-line reservations. The CDP code is entered automatically...so the savings are automatic, too.

**3. Telephone Reservations.** Customers can call Enterprise or Hertz directly to make reservations. Using the CDP code will get them the preferred rates.

### FREE HERTZ #1 CLUB MEMBERSHIP

Members can also take advantage of a free Hertz #1 Club membership. This lets rental customers bypass the check-in counter and go directly to their reserved car, so they can head out on business or pleasure more quickly and with less hassle. Annual Club membership dues are normally \$60, but member ship is FREE for EC Purchasing members.

### ABOUT RENTAL CONTRACT TERMS

All terms of the EC Purchasing contracts with the two rental car companies are posted on our web site. Your customers can read through the specifics on airport surcharges, blackout dates, and other details.

### Frequently Asked Questions:

#### ARE THE DISCOUNTED, FLAT RATES AVAILABLE EVERY DAY OF THE YEAR?

In a word...almost. While the flat rates are available for a wide range of car categories every day, there are exceptions for certain major events when rental car demand is extraordinary. Examples include the Super Bowl, The Masters golf tournament, and other similar events. Specific blackout dates like these are listed on the EC Purchasing web site.

#### ARE DISCOUNTED WEEKLY AND MONTHLY RATES AVAILABLE?

Special weekly rates are available to members. With Hertz, the weekly rate for members is 6 times the daily rate. With Enterprise, the weekly rate is 5 times the daily rate. There are no specific monthly rates.

#### I CHECKED WITH HERTZ AND FOUND A BETTER RATE THAN THE EC PURCHASING RATE. HOW CAN THAT BE?

It's common practice in the rental car industry to adjust rates to reflect local inventory. When inventory swells in a given local market, a car rental company may cut prices aggressively to bring in business. These fluctuations can be expected on certain days, in certain markets, virtually anywhere in the U.S.

While the contract pricing may not be the absolute best deal in every location on every day of the year, using the EC Purchasing Corporate Discount Program codes gives our customers the advantage of consistent, low, predictable prices, and overall lower travel costs.

