

car sharing
(CommunAuto®*)



car renting
(Globe Car Rental Montreal)

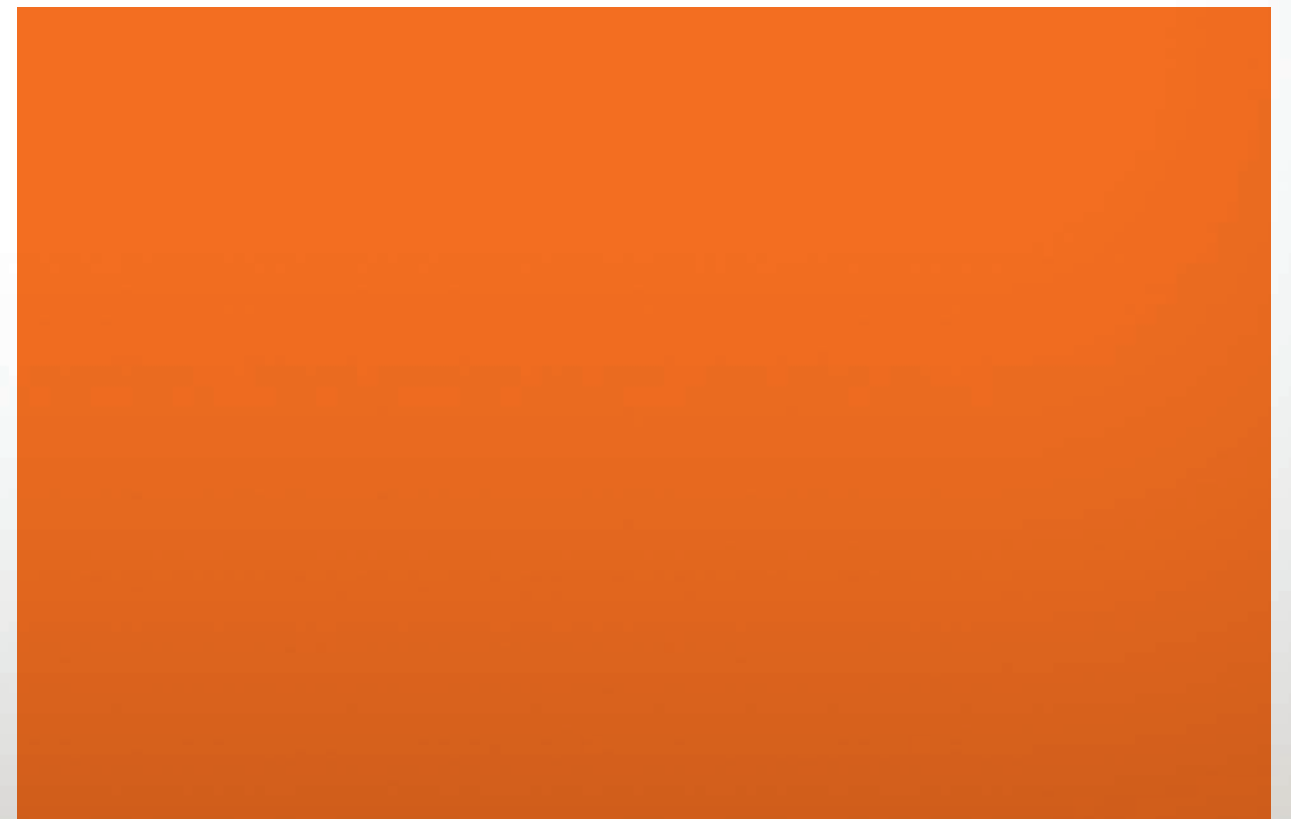
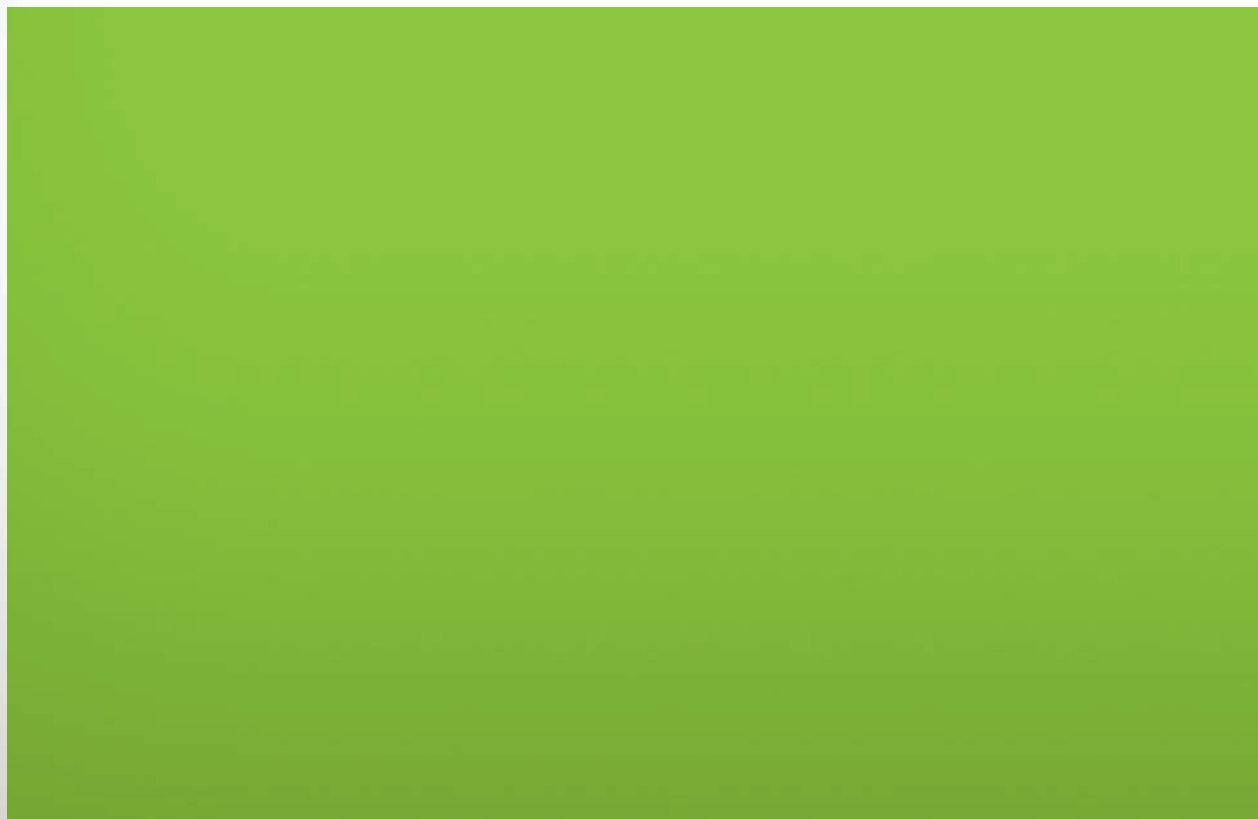
Who is the **Cheapest?** • Who is the **Easiest?** • Who is the **Cleanest?** • Who is the **Best?**

*For the comparison, we chose CommunAuto, a local car sharing company. Most other car sharing companies have very similar business model.
Data obtained from communauto.com on February 10th, 2015. CommunAuto® is a registered trade-mark of CommunAuto Inc.

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GLOBE CAR & TRUCK RENTALS



How easy is the **process**?



- Register for membership on-line can be **time consuming** with various forms and 6 different steps including “test your knowledge questionnaire”! Wait 4 days for activation.
- Registration *in person* possible (call customer service, make an appointment, get there and plan for the meeting, bring documents all which may take up to **1 hour or more**)!



- No registration is required - **time saving**
- Immediate reservation within **60 Seconds**



- Credit Check Required



- No Credit Check



- **Driving Record Eligibility**
If you have over 5 demerit points from 15, you can't be Communauto Member



- **No points restriction**



- **Documents Required (copies):**

- Driver's licence
- Claims history (20 days if by mail or you go in person!)
- Driving record form (up to 7 days - SAAQ, faster in person if you line up)
- Your check book
(what if you don't have checks?)



- **No copies/documents are required in advance** (just your Driver's License at time of rental).



- **New in Canada?**
Communauto Requires a Surety Bond!! Just to rent a car?
Are you kidding?



- Canadians, Quebecers, new comers, immigrants, expats **are welcome!**



- Did you realize that you **haven't even booked the car yet?**



- It takes 60 seconds to reserve a car on www.globecar.com



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Price – You be the judge!



- Membership Fee \$500 or \$750
- Monthly or Annual fees
- Formulas:

Total Fee = Annual Fee + Monthly Dues + Per Usage Fee (**based on the length** of the booking **and the distance traveled**).

(except for Le Lievre package)



- No membership fee ever!
- No monthly or annual fees ever
- Simple daily/weekly affordable rates

A daily or weekly rate + gas refill + optional service fees.
Pay for what you need.



- **Packages Maze:**

- Package A
- Package B
- Package C
- Le Lievre
- Workweek Rate
- Duo
- Family
- Long Distance Rate
- Deductible
- No cars: use network
(other car rental companies)
- Membership?
- Huh?



- **No packages**

- All options clear
- 100% transparency



DAILY RENTAL - Sample weekend
(Forfait Le Lievre)

(2 days = 2 x \$52)
+ (500km x \$0.16)

Total cost: \$104 + \$80
= \$184

Gas included.

DAILY RENTAL - Sample weekend

2 days = \$46 (incl. rate, fees, 500km)
+ Gas: Mixed city/HWY is 38 Liter
for 500 Kms @ \$1.09/Liter = \$41

Total cost: \$46 + \$41
= \$87

Gas included.



*Sample taken for 2 days, February 10 & 11, 2015. Gas consumption is for compact car Hyundai Accent mixed city/hwy driving and is approximate. Driving conditions may vary the results by +/- 10%. Globe prices vary from period to period and prices are adjusted frequently based on availability and seasonality. A different date selection may result in more or less savings depending on date query.



6 HOURS RENTAL

Package	Trip cost	+ Monthly Fee	+ Yearly Fee
Package A - 75km	\$29.85	\$30/Month	\$500/Year
Package B - 75km	\$36.15	\$12.50/Month	\$500/Year
Package C - 75km	\$43.70	\$0/Month	\$540/Year
Package D - 75km	\$45.60	\$0/Month	\$40/Year
Auto-Mobile	\$50.00	\$0/Month	\$0/Year



6 HOURS RENTAL

1 Day Minimum	\$22.95/Day
Plating Fee	\$1.49/Day
Winter Tire Fees	\$2.92/Day
Gas	\$6.21/Day (Estimated)

Total cost:
= \$33.67



Who's cheaper? You decide!

*Rate Sample: February 14, 2015, Pick Up 8h00, Return 14h00 (6 hour rental and 75Km). Taxes not included. Gas consumption is for compact car Hyundai Accent mixed city/hwy driving and is approximate. Driving conditions may vary the results by +/- 10%. Globe prices vary from period to period and prices are adjusted frequently based on availability and seasonality. A different date selection may result in more or less savings depending on date query. If you rent for 1 or 2 hours only all the time and don't drive much kms, then Car Sharing may be the right choice for you.



- The charge per km and per day varies once certain conditions are met. See for yourself on their website! **No Unlimited mileage option!**



- Simple 250km/day free, extra kms same for all vehicles. **Unlimited mileage available.**



Some packages have annual fees, some monthly, some both annual and monthly.

Lots of conditions, restraints, exceptions and packages options may make it difficult to clearly understand available savings.





- **Severe penalty for late return fee***;
\$10 violation + usage if you call
in advance
\$20 + usage for 30 minutes late
\$40 + usage for over 30 minutes late

*Appendix Section A. 1 (a) & (b)



- 1 hour (2 hrs for VIP)
grace period.
Free, \$0 charge.



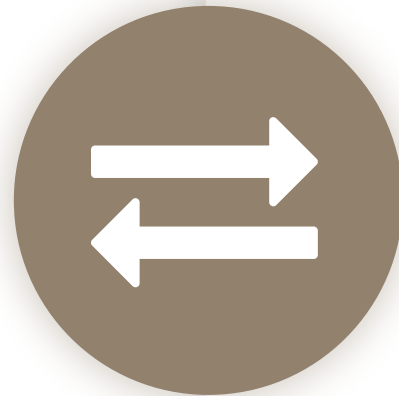
- Forget Lights on = **\$20 Violation!**



- **Free** Roadside Assistance 24/7



- Arrive early?
Can't leave, you have to wait otherwise a **\$20 surcharge**/ violation may apply.



- Arrive when you want, leave when you want!



- When sold out, Communauto can reserve a similar vehicle for you at participating rental companies... **meaning you are back at a car rental company!**



- Why beg?
We have cars!



- **Not happy with the car's interior?**

On your time, you are asked to spend 15 min to 30 min in line to wash the car. What about vacuuming and removing Yuck from others? You are reimbursed a max of \$10 for the cost to wash the car by submitting receipt for validity/ investigation*

*Rules & Regulations: Section 7.1, 7.2, 7.3

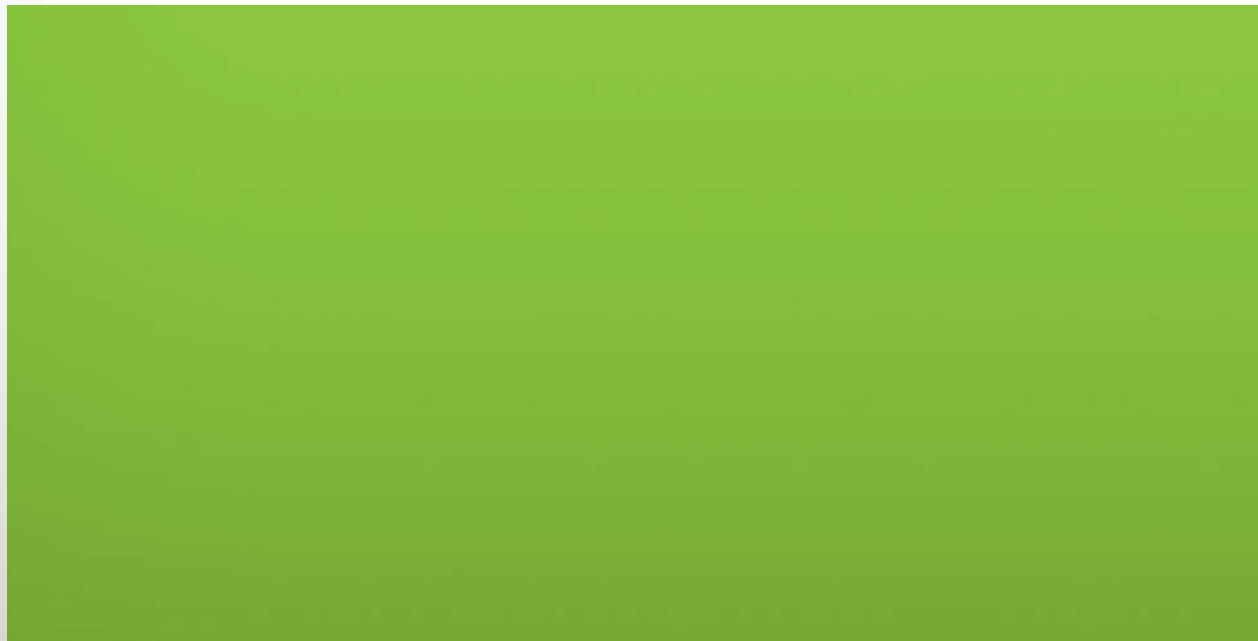


- Cars are spotless and are ready to you **free of charge**

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Car **Models?**



Available models as of Feb 10th, 2015:



2008-2010
Toyota Yaris



Nissan
Leaf



Nissan
Versa/Note



Ford Focus
Hatchback

Free Upgrade **never possible**



Available models:



Free Upgrade **possible**



Gas fill up required by client

- Receipt must be placed in glove box!
- When will you get reimbursement?
- No reimbursement if lost, stolen or missing receipt, eh?



Globe's vehicles are always full

- Bring back car full, or
- Prepay gas and bring back empty (always \$0.05 to \$0.08 cents cheaper than at the pump)
- Save time & money!



How do you fit that big package **in the Yaris?**



What about **in here?**





Communauto's fleet include old cars with high mileage, some with up to **144,000Kms**



*Information as of Feb 10th, 2015

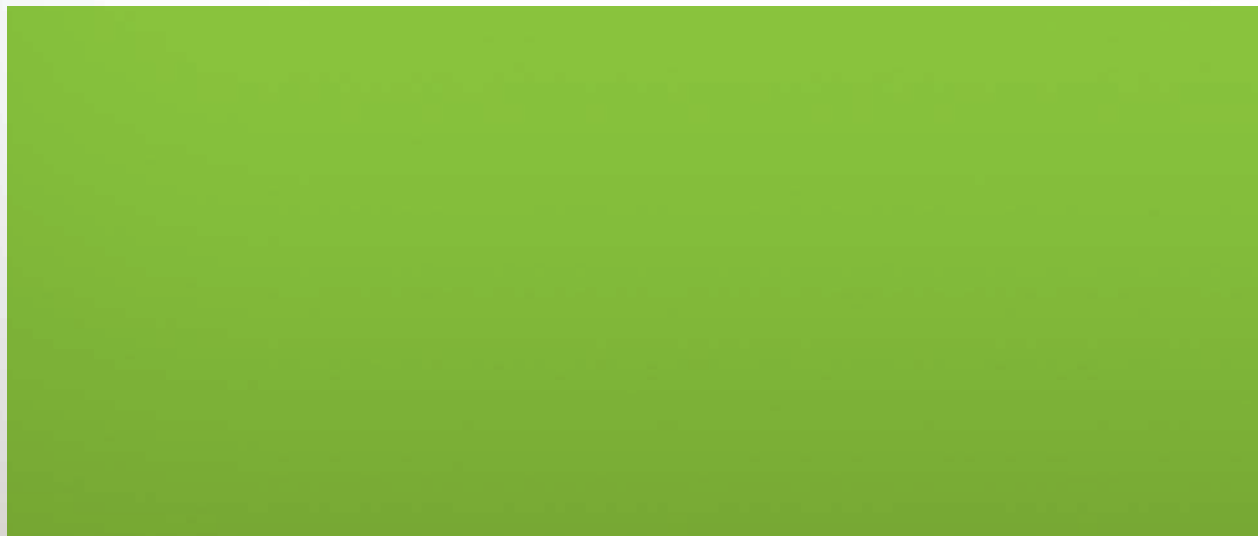


Most of Globe's cars are around **7 months old**, and the average mileage is about **22,000 kms**

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How **flexible** are both services?



Pressure:

Because of the nature of the business, customers might risk showing up to pick up a car that ends up not arriving on time from the previous member.

Customers will have to struggle to find an alternative.

Vehicle must be returned in time, if member is late repeatedly, penalties charges will apply. Being late for a few minutes can jeopardize your budget.



When you rent with us, **you are assured to have a car**

No pressure!



Communauto



And finally,
what about the “green” concept
behind car sharing?

Unfortunately, the only effective way of minimizing our carbon foot print is by riding a bike or taking a bus!

Regardless if you rent or share, when going on a small trip or vacation – you will spend the same amount of time driving and same exhaust fumes.

And regardless of rental or sharing: you are still driving and choosing convenience over truly “green” alternatives.



If you are looking for:

- Convenient, clean and secure vehicle
- Excellent Customer Service
- Flexible rental terms
- Fast and comfortable rental experience
- Excellent value



**GLOBE CAR RENTAL
IS YOUR
CHOICE**

globecar.ca



DRIVETM
4LESS