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Nott was awarded top Choice Luxury dealership for 2013

1. All our vehicles are pre-inspected by manufacturer and then re-certified 160 points in our service department.
2. We offer warranty on all our vehicles and financing that allows you to keep your money in Canada.

3. We service all makes and models in our full service center.
4. Get the exact vehicle you want!

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Beyond the Bottom Line

By Kelly Gray
Photography: Becky Fleury

Owning a luxury vehicle has never been easier. From Audis to Lincolns, Nott Auto Corp can make it happen, thanks to the company's newly minted division: Luxury Leasing Canada Ltd.

According to Nott Auto Corp President, Trevor Nott, they listened to customers who were asking for not just the very best in pre-owned luxury cars, but were looking to obtain brand new models as well. Towards this end, Nott made arrangements to obtain wholesale fleet pricing from the full manufacturer slate of new vehicles.

"Our business mission and foundation has always been a custom tailored selection process for our clients. Now we have simply enhanced and unified the entire process to include the financial components that best benefit each individual," says Trevor.

"Now we can pass on the Nott advantage to those who want more flexible lease options on a wide assortment of products, from commercial vehicles to cars, trucks and SUVs," he says, commenting that customers can look at both new and pre-owned vehicles.

What Trevor and his staff were hearing from clients was that they were dissatisfied with long-term leases.

"Five year leases often have people wanting to get out early, but the standard leasing contract

leaves little room to move. We have changed all that with Luxury Leasing Canada where we control the financing, offer flexible terms and provide the option to return vehicles at lease end or to take advantage of tax benefits and low buy-out options."

This is in addition to well-known Nott programs, such as custom ordering of pre-owned vehicles that take all the risk and guesswork out of the process.

"We take out the exposure to risk and leave customers with greater equity in their luxury car purchase. This means people get the cars they want in a hassle-free buying experience, and then a couple of years down the road, they find they have actual value in their cars rather than a lot of depreciation," explains Trevor.

Local family-owned Nott's custom approach to each customer is what has made the company tops in its class. In fact, Consumer Top Choice Awards, an organization that polls a quarter of a million Canadians on products and services that exhibit quality, professionalism and value, voted Nott Auto Winnipeg's best Luxury Car Dealer for 2013.

"When our clients walk in our showroom, we want them to truly feel and know this is a place with real people that deal with empathy, compassion and a true sense of community. It's how we have been able to grow our business to where it is today," says Trevor.

He points to their unique inventory where car lovers can find models that truly excite. Indeed, where else in Winnipeg can you find a car company with Ferraris and Aston Martins alongside Lexus, Range Rovers and Hondas?

"And we offer the full service experience and skill to keep your domestic or foreign luxury vehicle in top shape," adds Trevor.

When it comes to service, no one knows luxury vehicles like Nott. The Winnipeg-based service centre at Lagimodiere and De Vries features eight service bays and a highly trained crew to stand behind each work order. Just recently, Nott announced the addition of Gerald Boulet as Service Manager. He comes to Nott with 25 years of industry experience of which the last 15 he spent as an import specialist.

"We have made a name by helping people buy smart and then protect their investment with great service that places the customer first. With Luxury Leasing Canada, our customer-oriented objectives are the same as always, except instead of a purchase, our clients get the benefit of a short-term lease. In both purchase and leasing, we work to make sure customers are driving the car they want at terms that work for them," he says, concluding that a successful car dealership is measured by their base of happy returning customers, and not just the bottom line.

