

Risks of Aging Vehicles

40% of fleet vehicles are past optimal term

30%

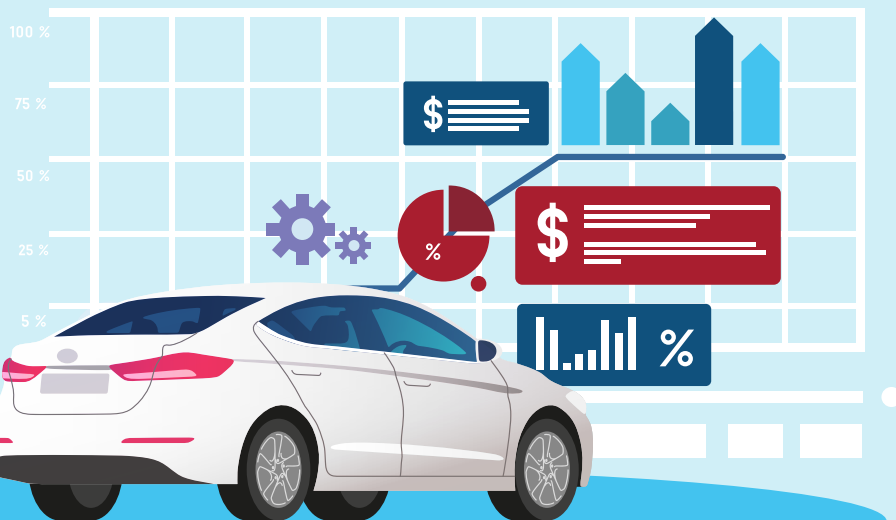
Decline in Annual FMV

15%

Increase In Downtime

20%

In Excess Fuel Spend



Optimize Spend & Improve Driver Experience

- 1 Replace Older, Higher Mileage Units
- 2 Leverage a Guaranteed, Upfront Pricing Remarketing Program like Merchants Fleet GuaranteeTRAC®
- 3 Reinvest Vehicle Resale Proceeds Into Newer Units
- 4 Select the Most Effective Lease Term
- 5 Invest Fleet Dollars with Lowest TCO in Mind

Optimum Vehicles Lifecycles:

**36 Mos/
75,000 Miles**
SEDAN



**48 Mos/
100,000 Miles**
LIGHT DUTY TRUCKS



**Merchants
FLEET**

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