

# WHAT YOU NEED TO KNOW ABOUT LAST MILE



## WHAT IS LAST MILE

Last mile delivery is the movement of goods from a transportation hub to the final delivery destination, usually a person's home. The focus of last mile logistics is to deliver items to the end user as fast as possible.<sup>1</sup> B2C businesses might simply call it home delivery.

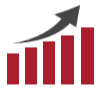
## WHY IS IT IMPORTANT

Consumers are Demanding More Delivery  
(and COVID-19 is Accelerating This Trend)



### 100 BILLION PACKAGES

More than 100 billion packages will be sent this year, and that number could double by 2030<sup>2</sup>



### ROOM FOR GROWTH

Globally, ecommerce sales were only 10.7% of all sales in 2019<sup>3</sup>, leaving much room for growth



### SHORTER TRIPS

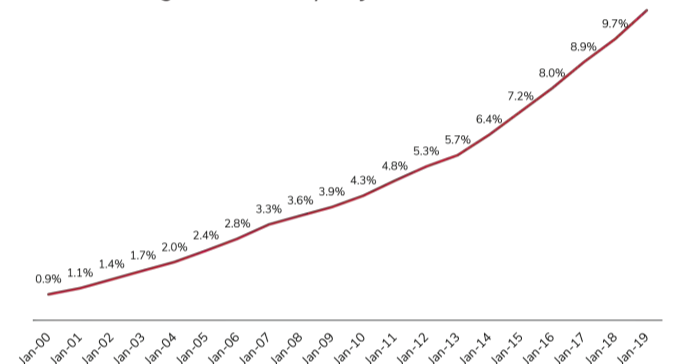
Trips of less than 50 miles are growing 25% annually<sup>4</sup>



### FAST DELIVERY

99% of U.S. consumers say 'fast delivery' is important to them when making online purchases<sup>5</sup>

E-commerce Retail Sales As A Percentage of Total Sales  
Annual Averages, Seasonally Adjusted<sup>3</sup>



<sup>1</sup>Datex: <https://www.datexcorp.com/last-mile-delivery-part-1-omni-channel-retail-affecting-transportation-logistics/>  
<sup>2</sup>McKinsey: <https://www.mckinsey.com/featured-insights/the-next-normal/parcel-delivery>  
<sup>3</sup>CB Insights: <https://www.cbinsights.com/research/report/stripe-teardown/>  
<sup>4</sup>Strategy+Business: <https://www.strategy-business.com/article/The-Rise-of-the-Last-Mile-Exchange?gko=7cf43>  
<sup>5</sup>2018 Dropoff survey: <https://www.dropoff.com/blog/retail-delivery-consumer-survey-shoptalk-2018>

## WHO COULD BE A HOME DELIVERY BUSINESS?



## WHAT ARE THE CHALLENGES & SOLUTIONS?

### LAST MILE CHALLENGES

Scaling to Meet Changing and Seasonal Demands

Vehicle Availability

Getting the Right Vehicles

Getting Vehicles Where You Need Them



### LAST MILE SOLUTIONS

Use Short-Term and Convertible Leasing

Partners with Nationwide Networks

Look For Cargo Vans, Pickup Trucks or Even Box Trucks

Nationwide Delivery

Visit [merchantsfleet.com/lastmile](https://merchantsfleet.com/lastmile) or call 866.653.2737 to get in touch with our specialized fulfillment center.

