

Making Moves

Selecting the Right Vehicle



DID YOU KNOW?

1



Fleet Incentives Can Impact Lifecycle Costs Up to 3 Cents per Mile

Vehicle Service Terms Carrying the Lowest Cost Vary by OEM



2



3

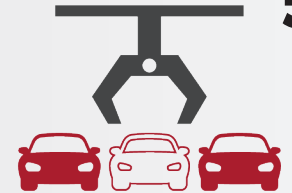
With COVID Causing Production Delays & Limited Inventory, Take Advantage of the **Strong Resale Market**

Lease Cashflow Can be Lowered through Utilization of the Right OEM & Lease Structure



4

Meaningful & Effective **Vehicle Selection** is at the Core of Controlling Fleet Costs. **Let Merchants Show You How Below!**



5

making Moves

Move 1 Developing a Fleet Plan

Move 2 Capitalizing on the Resale Market

Move 3 Selecting the Right Vehicle

Move 4 Building in Flexibility

Move 6 Activating the Power of the Connected Vehicle

Move 5 Leveraging Interest Rates



Example Vehicles



2021 RAM 1500 Classic Tradesman 4x4 Crew Cab 5.6ft Box 140in WB



2021 RAM 1500 Classic Tradesman 4x4 Quad Cab 6.3ft Box 140in WB

Service Term	36	48	72	36	48	72
Turn-In Mileage	75,000	100,000	125,000	75,000	75,000	75,000
Total Monthly Cost (with Fuel)	\$935	\$857	\$795	\$914	\$837	\$775
Total Cost per Mile	\$0.45	\$0.41	\$0.38	\$0.44	\$0.40	\$0.32
Adjust Capitalized Cost	\$35,054	\$35,054	\$35,054	\$32,428	\$32,428	\$32,428
Estimated Resale	\$15,800	\$13,500	\$11,600	\$13,700	\$11,600	\$9,900
Total Net Depreciation	\$19,254	\$21,554	\$23,454	\$18,728	\$20,828	\$22,528
Total Lease Fees	\$2,700	\$3,210	\$3,526	\$2,498	\$2,962	\$3,262
Total Preventative Maintenance	\$3,150	\$4,980	\$6,470	\$3,150	\$4,980	\$6,470
Total Fuel Cost	\$8,544	\$11,393	\$14,241	\$8,544	\$11,393	\$14,241
Total All Costs	\$33,649	\$41,136	\$47,691	\$32,920	\$40,170	\$46,501

Contact Merchants Fleet for a Free Expert Consultation at **866.653.2737** or leasecontact@merchantsfleet.com