

# 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

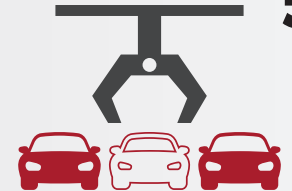
You Can Use the Impact from COVID on the **Resale Market** to Your Advantage

**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	60	36	48	60
Turn-In Mileage	75,000	100,000	125,000	75,000	100,000	125,000
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	\$0.37
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	\$2,969	\$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
<b>Total All Costs</b>	<b>\$33,649</b>	<b>\$41,136</b>	<b>\$47,691</b>	<b>\$32,920</b>	<b>\$40,170</b>	<b>\$46,501</b>

Contact Merchants Fleet for a Free Expert Consultation at **866.653.2737** or [leasecontact@merchantsfleet.com](mailto:leasecontact@merchantsfleet.com)