



Tips for Managing Vehicle Shortages

Today's market is experiencing a “perfect storm” of vehicle acquisitions challenges. Here are ways to be proactive in your vehicle acquisitions strategy, plus alternative acquisitions methods to mitigate shortfalls in your fleet.

ASSERTIVE

- Pre-order vehicles early whenever possible
- Set up vehicle pools
- Ask for additional money or incentives from OEMs to offset additional expenses
- Bypass ship-thru process

MODERATE

- Explore other OEMs
- Explore other models
- Ask your FMC if they have pools of available inventory to pull from
- Consider “white-glove” driveaway services for delivery

SAFE

- Rollover cancelled orders to next model year
- Ask OEM partners for price protection
- Educate drivers on importance of timely vehicle pickup

Alternative Acquisition Methods

- Fill gaps with short-term rentals
- Convert existing short-term rentals to long-term leases
- Combine methods (ex. supplement factory order with short-term rentals)

Need assistance with vehicle acquisitions? Visit us at merchantsfleet.com, call 866.653.2737, or email leasecontact@merchantsfleet.com to get started.