



## FLEET MANAGEMENT

# Crestline Sanitation District



# Agenda

- Who does Enterprise Fleet Management work with? And Why?
  - Cities , commercial companies, water districts, school districts, counties, etc.
  - Provide fleet consultation and hands on customer service
- What is total cost of ownership and how does it impact Crestline Sanitation?
  - What factors and market trends affect total cost of ownership?
  - Understanding auto industry and proactively planning fleet needs based on market conditions
- Discuss Enterprise Analysis and Recommendations
  - Fleet recommendations based on data and analytics that help impact budget planning
  - Data is provided from our 2 million fleet vehicles and partnerships with manufacturers



# REFERENCES

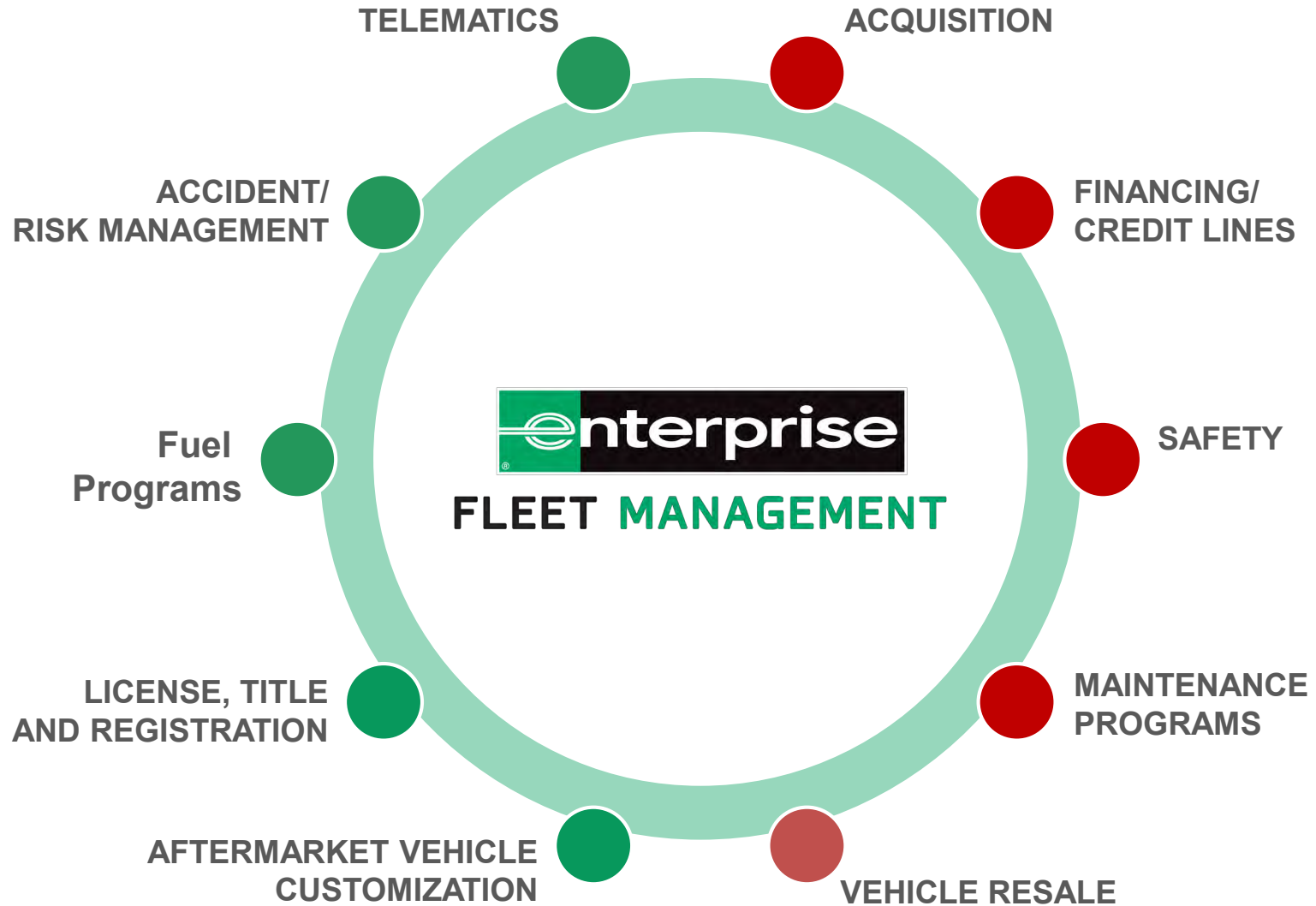
# Cities



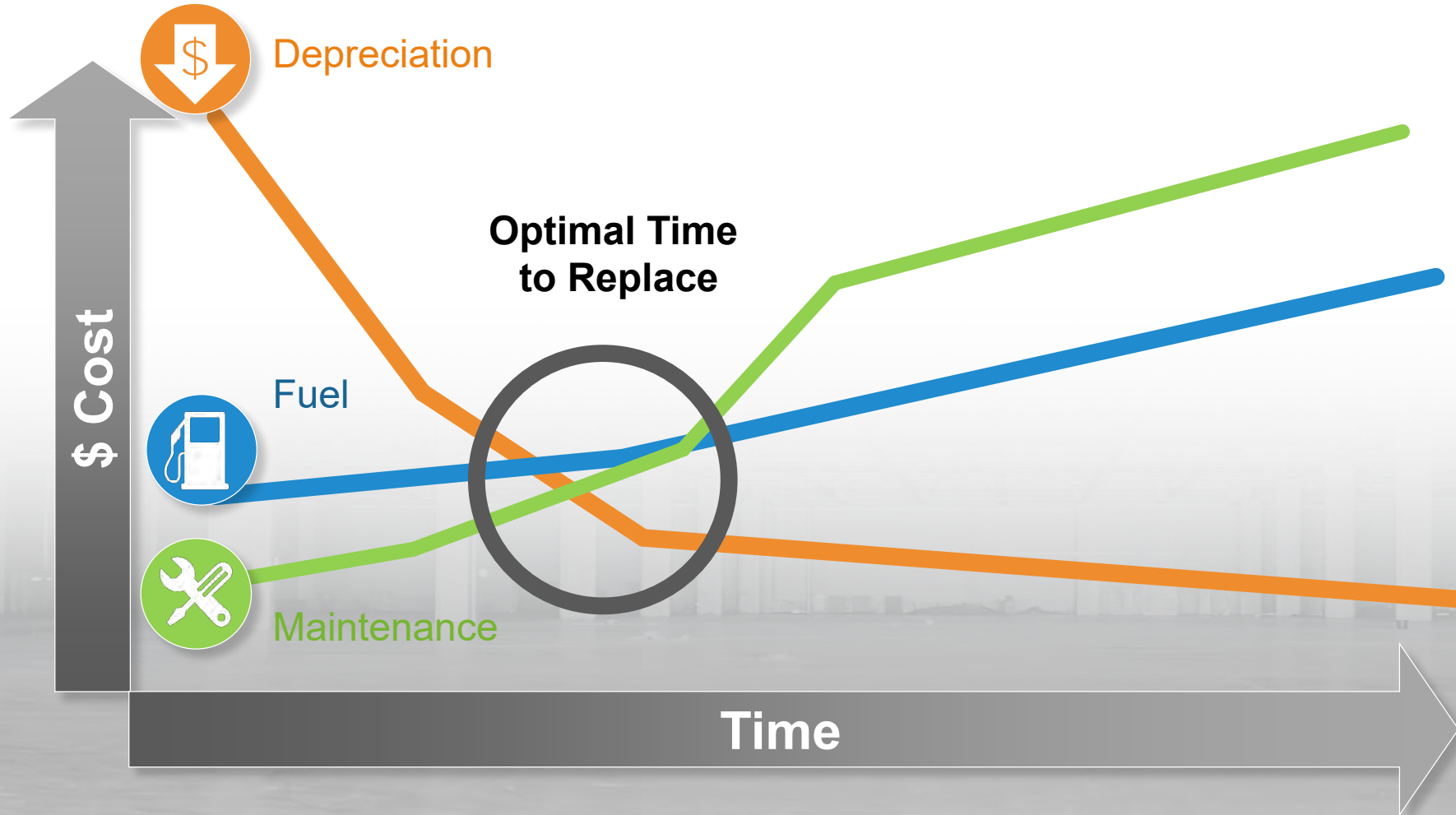
“ The Enterprise Fleet Management lease program has not only alleviated some of the maintenance burden placed on our lean fleet maintenance staff and budget, it has also provided a level of flexibility that allows my team to promptly address the City’s dynamic fleet needs without sacrificing service.”

– Lisa Fowler, Finance Director

DELIVERING SOLUTIONS. DRIVING RESULTS.



# EFFECTIVE VEHICLE LIFECYCLE



## Key Observations

- Maintenance costs in your current replacement window can be double the costs of vehicles in the optimal range
- Fuel costs are 25% - 30% higher or more depending on vehicle type
- Resale values are 70% - 80% lower at your typical replacement interval vs. optimal
- Replacing vehicles at optimal time is cost neutral to current plan.

# Government Buying Power – Example



## 2019 F-250 Crew Cab 4x4

MSRP \$44,550	Market Average \$42,100	Avg Savings off MSRP 5.5% off
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← TrueCar.com

**Government Factory Order Purchase Price \$30,495**

### THE ENTERPRISE DIFFERENCE

Months in Service	Odometer	Sale Price	Average Monthly Outlay
<b>10</b>	<b>9,200</b>	<b>\$34,200</b>	<b>-\$370.50</b>
<b>12</b>	<b>11,600</b>	<b>\$34,000</b>	<b>- \$292.08</b>
<b>19</b>	<b>25,000</b>	<b>\$26,500</b>	<b>\$210.26</b>
<b>30</b>	<b>36,500</b>	<b>\$25,000</b>	<b>\$183.17</b>



# Engineering Improvements – Fuel Economy

## Vehicle MPG Change

Effects of Newer Fuel Efficient Models vs Fuel Degradation in Older Models



Assuming an Avg. PPG of \$2.50 and 3% inflation increase per year  
Assuming Annual mileage of 25K per Year

Confidential and Proprietary

# Total Cost to Own

2021 F-150 XL Supercab Cab 8ft 4x4

6 years with NO payments

5,000 miles per year  
 Acquisition Price  
 Conservative Resale  
 Miles  
 Payment  
 Total Payments  
 Equity Gain @ Term  
 Fuel - @ \$2.75ppg  
 Life To Date Maintenance Costs

	2 Year Replacement Strategy	3 Year Replacement Strategy	5 Year Replacement Strategy	*12 Year Replacement Strategy*
Acquisition Price	\$32,158	\$32,158	\$32,158	\$32,858
Conservative Resale	\$29,509.00	\$28,809.00	\$21,800.00	\$5,000.00
Miles	10,000	15,000	20,000	60,000
Payment	<b>\$588.40</b>	<b>\$588.40</b>	<b>\$588.40</b>	<b>\$598.12</b>
Total Payments	\$14,121.60	\$21,182.40	\$35,304.00	\$43,064.64
Equity Gain @ Term	<b>(\$7,635)</b>	<b>(\$12,177)</b>	<b>(\$15,215)</b>	<b>(\$5,000)</b>
Fuel - @ \$2.75ppg	\$1,527.00	\$2,291.00	\$3,908.00	\$9,874.00
Life To Date Maintenance Costs	\$715	\$1,080	\$1,800	\$11,232
<b>Total Annual Costs</b>	<b>\$4,364</b>	<b>\$4,125</b>	<b>\$6,449</b>	<b>\$7,396</b>

