

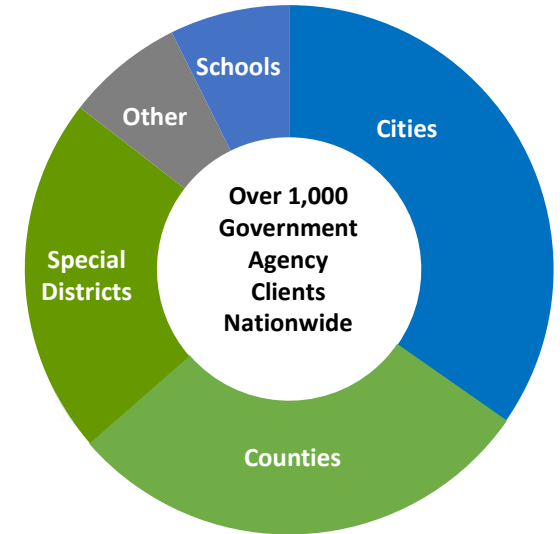


# FLEET MANAGEMENT



City of Franklin

# REFERENCES



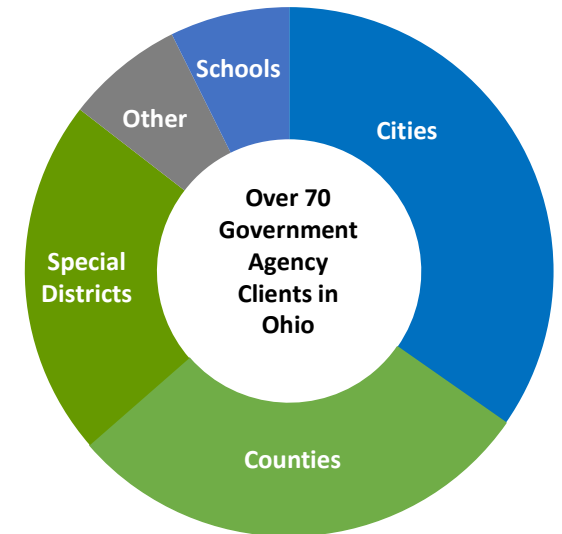
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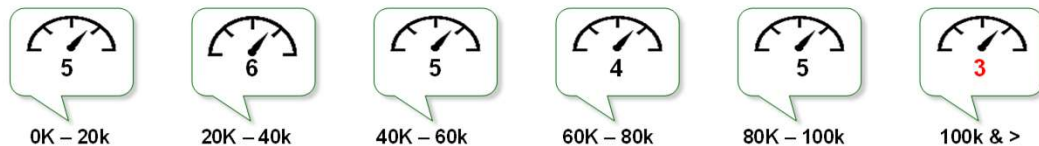


Cooperative Purchasing ▾ Services & Programs ▾ News 🔍

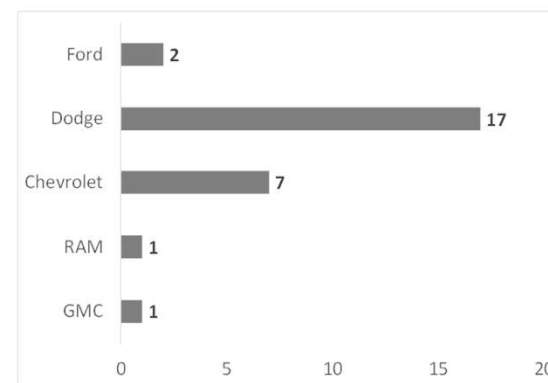
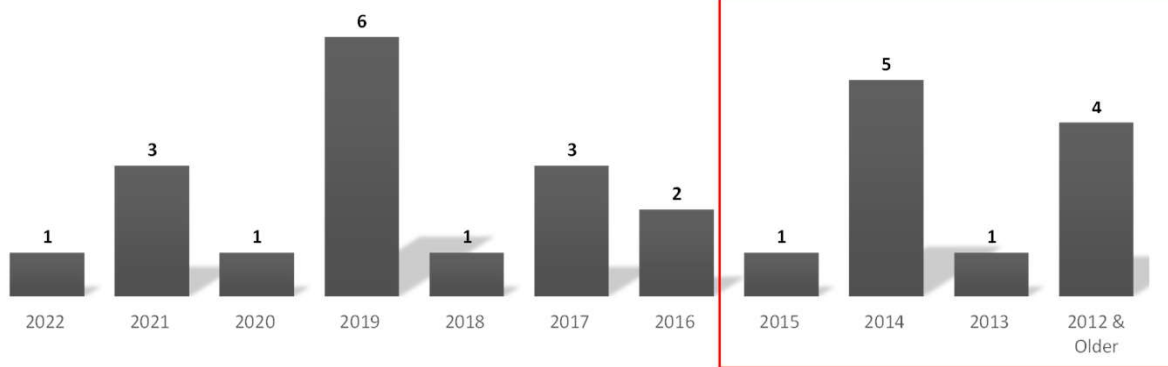
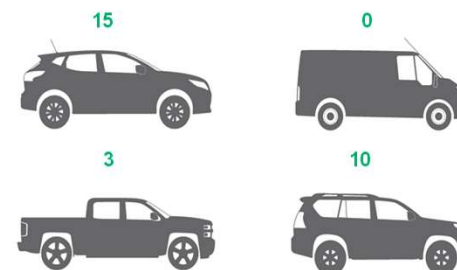
City of Franklin  
1 Benjamin Franklin Way  
Franklin, OH 45005-2478

ID# 2228

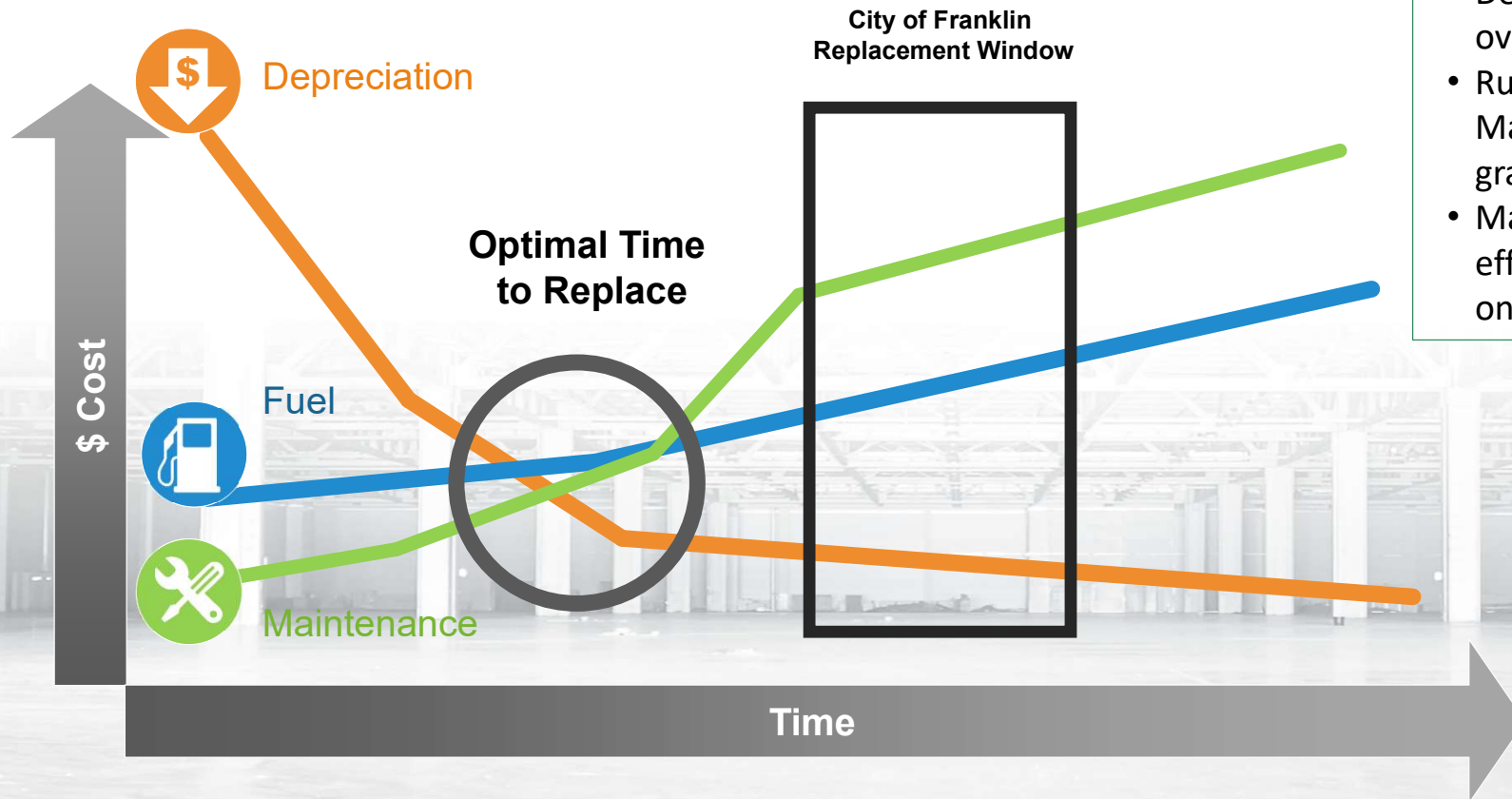




**Vehicle Class**



# EFFECTIVE VEHICLE LIFECYCLE



## Key Observations

- Depreciation/year declines over time
- Running costs of Fuel and Maintenance increase gradually over time
- Mandated MPG efficiencies reward staying on technology wave

# GOVERNMENT BUYING POWER



2021 Ford HD  
Ex-cab 4x4  
F-250 XL

MSRP: \$44,276 ← FORD'S WEBSITE  
Invoice: \$38,375

State Contract

Price **\$29,769**

## MANHEIM AUCTION RESULTS

VEHICLE	Odometer	Sale Price	Capital Outlay
2020 Ford F-250 XL ExCab 4x4	4,146	\$31,500	-\$1,731
2019 Ford F-250 XL ExCab 4x4	10,282	\$29,800	- \$31
2016 Ford F-250 XL ExCab 4x4	57,636	\$20,200	\$9,569
2011 Ford F-250 XL ExCab 4x4	98,436	\$6,000	\$23,769

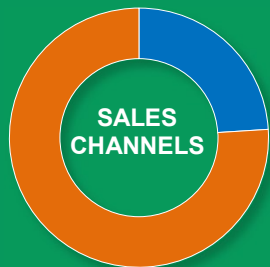
# VEHICLE DISPOSAL

**700** DEDICATED  
REMARKETING EMPLOYEES



**150** REMARKETING  
LOTS IN NORTH AMERICA

IN 2019, EFM SOLD  
**OVER**  
**1,100,000**  
CUSTOMER VEHICLES  
AT AN AVERAGE OF  
**109.8%**  
OVER BLACK BOOK  
COMMERCIAL  
VALUE INDEX



■ AUCTION 14%  
■ DIRECT DEALER 86%

**19,000+**  
UNIQUE BUYERS



# FUNDING OPTIONS

## \$25,000 Vehicle

1  
Option

### Pay-Cash

\$25,000 in Year 1



2  
Option

### Finance

\$5,000 in Each Year



3  
Option

### Open- End Lease

\$3,600 in Each Year





# OPEN END LEASE- NOT your Dealer Style Lease



**Proactive Replacement Strategy**



**Appropriate Vehicle Selection**



**Appropriate Funding Structure**



**Annual Budget Planning**

## Open-End Lease Benefits

- Optimize cash flow with flexible funding options
- Customizable solutions based on operating needs
- Unlimited mileage
- No abnormal wear & tear clauses
- Greater flexibility if requirements change
- Flexibility of term
- All Gain on Resale is yours
- You own 100% utilization as if it was yours- customize the vehicle to your needs

# City of Franklin Police Dept - Fleet Profile

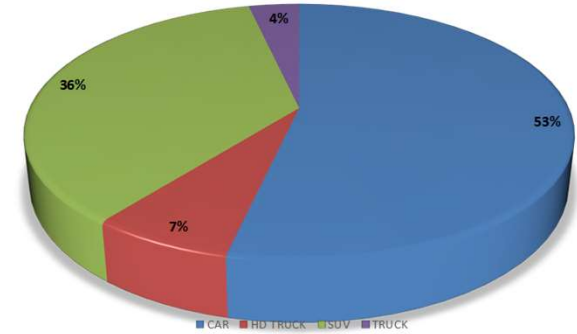
## Fleet Profile      Fleet Replacement Schedule      Replacement Criteria

Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage
Full-size Sedan-ERV	15	6.0	10,700
Mid Size SUV 4x2	1	5.3	6,900
Mid Size SUV 4x4-ERV	2	3.8	7,900
Full Size SUV 4x4	2	1.1	23,100
Full Size SUV 4x4-ERV	5	5.3	13,400
1/2 Ton Pickup Quad 4x4	1	10.4	5,100
3/4 Ton Pickup Quad 4x4	1	15.5	8,200
1 Ton Pickup Quad 4x4	1	7.3	4,200
Totals/Averages	28	5.9	11,200

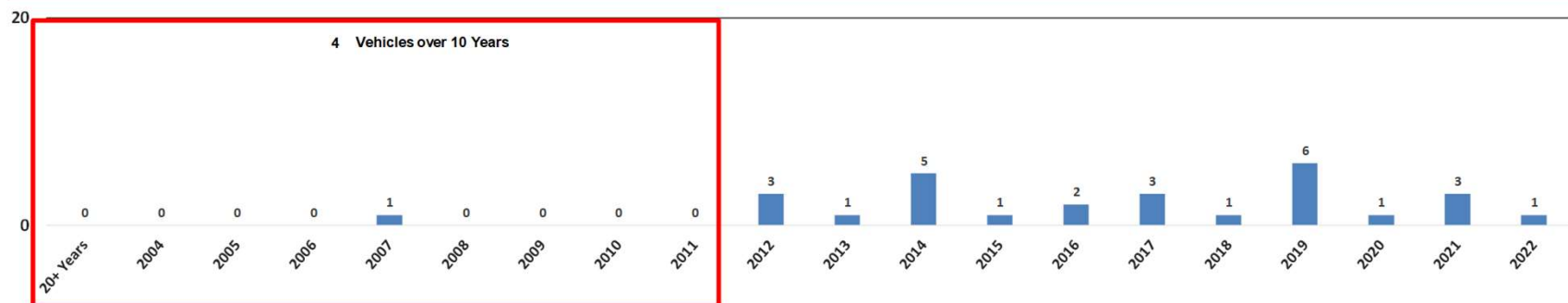
2022	2023	2024	2025	2026	Under-Utilized
9	2	4	0	0	0
0	1	0	0	0	0
0	1	0	1	0	0
0	0	1	0	1	0
3	0	0	0	2	0
1	0	0	0	0	0
1	0	0	0	0	0
1	0	0	0	0	0
15	4	5	1	3	0

- \* Fiscal Year 2022 = 6 years old and older, or odometer over 60,000
- \* Fiscal Year 2023 = 4 years old and older, or odometer over 40,000
- \* Fiscal Year 2024 = 3 years old and older, or odometer over 30,000
- \* Fiscal Year 2025 = 2 years old and older, or odometer over 20,000
- \* Fiscal Year 2026 = Remaining Vehicles
- \* Underutilized = Annual Mileage less than 1,000

### Vehicle Types



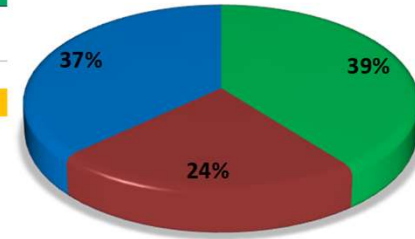
### Model Year Analysis



# City of Franklin Police Dept - Fleet Planning Analysis

## Fleet Costs Analysis

Current Fleet	28	Fleet Growth	0.00%	Proposed Fleet	28
Current Cycle	9.33	Annual Miles	11,200	Proposed Cycle	4.43
Current Maint.	\$225.00			Proposed Maint.	\$89.40
Maint. Cents Per Mile	\$0.24	Current MPG	10	Price/Gallon	\$4.00



Fiscal Year	Fleet Mix			Fleet Cost							Annual	
	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Equity (Owned)	Equity (Leased)	Maintenance	Fuel	Fleet Budget	Net Cash
Average	28	3.0	28	0	117,292	0			75,600	125,440	318,332	0
'22	28	15	13	15	0	132,726	-15,000	-9,519	51,192	112,000	271,399	46,932
'23	28	5	9	19	0	166,738	-8,000	-9,519	44,683	108,416	302,319	16,013
'24	28	6	4	24	0	209,993	-17,500	-38,911	36,547	103,936	294,065	24,266
'25	28	4	3	25	0	221,155	-6,500	-38,631	34,920	103,040	313,984	4,347
'26	28	6	0	28	0	254,933	-25,500	-120,426	30,039	100,352	239,397	78,934
'27	28	14	0	28	0	254,933		-76,557	30,039	100,352	308,766	9,566
'28	28	7	0	28	0	254,933		-47,799	30,039	100,352	337,524	-19,193
'29	28	6	0	28	0	254,933		-62,120	30,039	100,352	323,203	-4,872
'30	28	5	0	28	0	254,933		-65,043	30,039	100,352	320,281	-1,949
'31	28	5	0	28	0	254,933		-133,535	30,039	100,352	251,789	66,543

10 Year Savings	\$220,589	Avg. Sustainable Savings	\$10,019
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## Current Fleet Equity Analysis

YEAR	2022	2023	2024	2025	2026	Under-Utilized
QTY	15	4	5	1	3	0
Est \$	\$1,000	\$2,000	\$3,500	\$6,500	\$8,500	\$0
TOTAL	\$15,000	\$8,000	\$17,500	\$6,500	\$25,500	\$0
	Estimated Current Fleet Equity**				\$72,500	

\* Lease Rates are conservative estimates

\*\*Estimated Current Fleet Equity is based on the current fleet "sight unseen" and can be adjusted after physical inspection

Lease Maintenance costs are exclusive of tires unless noted on the lease rate quote.

## KEY OBJECTIVES

### Lower average age of the fleet

14% of the current light and medium duty fleet is over 10 years old  
Resale of the aging fleet is significantly reduced

### Reduce operating costs

Newer vehicles have a significantly lower maintenance expense  
Newer vehicles have increased fuel efficiency with new technology implementations

### Maintain a manageable vehicle budget

Challenged by inconsistent yearly budgets  
Currently vehicle budget is underfunded



FLEET MANAGEMENT

# OPERATING EXPENSES

## Maintenance



### Auto Integrate

- Free Program
- Use for Us and Other Agencies

### Maintenance Management

- Pay as you go program for fleet vehicles
- Seamless experience for field drivers

### Enterprise National Service Department

- 200 Employees with over 1,100 total ASE certifications
- 400,000 vehicles under management on this program
- \$40.8 million in customer savings in 2020
- \$3.5 million in post warranty/goodwill refunded to our customers in 2020
- 100,000+ Repair shops on network

### ALERTS

- LACY61** Oil change due in 30 days
- LACW18** Oil change due in 30 days
- LAHF68 / 0H75HR2174413FA6P** Oil change due now
- LAHR69 / 0H75HR2174413FA6P** Oil change due is past due

[see all alerts >](#)

### MAINTENANCE SPEND OUTLIERS

Life to date total spend ▾

\$Value	DAVE	Vehicle	Customer Vehicle ID	YMMIS
\$3,164.74	EMILY BARNES	JLS462	9000	<a href="#">view</a>
\$2,180.97	SAMANTHA NICHOLSON	JLS448	9100	<a href="#">view</a>
\$1,630.83	ANDY MOORE	JLS441	9100	<a href="#">view</a>
\$1,818.70	DAVE HANSON	JLS457	9100	<a href="#">view</a>
\$1,662.42	DAVE QUINN	JLS449	9200	<a href="#">view</a>

[see more data >](#)

# OPERATING EXPENSES

## Fuel



### EFM Fuel Card

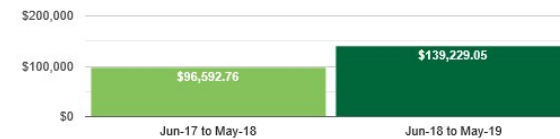
- Syncs with EFM website
- Track and enforce fleet policy
- Control abuse/unauthorized purchases
- Fuel Rebates Still Available



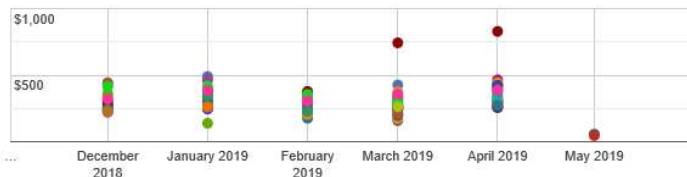
### Key Payoffs

- MPG tracking by vehicle
- Manage fuel type purchased
- Proactive “exception” reporting

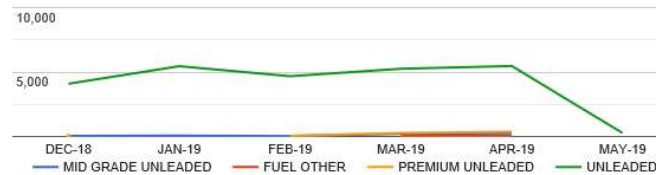
YEAR OVER YEAR FUEL TOTAL SPEND



MONTHLY FUEL SPEND OUTLIERS ( 120%)

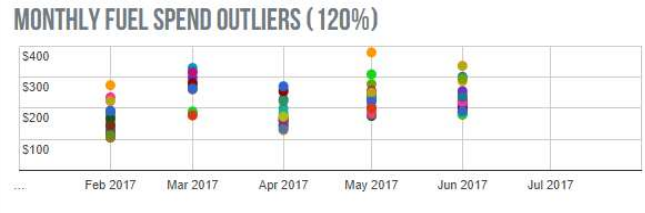
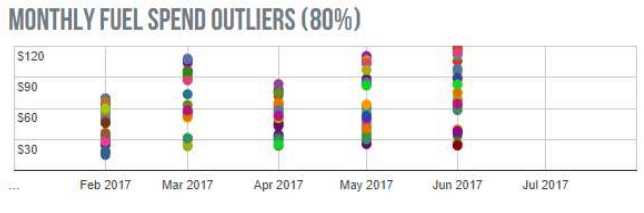


MONTHLY FUEL GALLONS BY FUEL GRADE



# New Fleet Tracking- Website Dashboard

Customizable



- ### ALERTS
- LACY61 Oil change due in 30 days
  - LACW18 Oil change due in 30 days
  - LAHF68 Oil change due now
  - LAHR69 Oil change due is past due
- [see all alerts >](#)

### MONTHLY FUEL SUMMARY

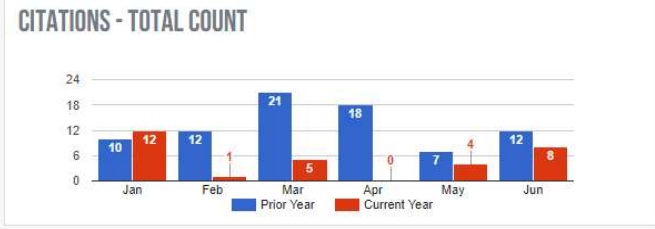
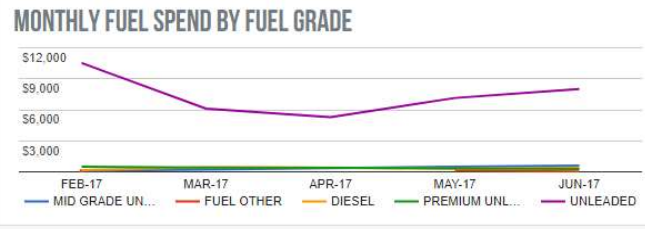
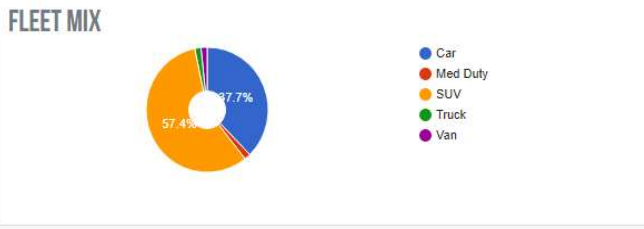
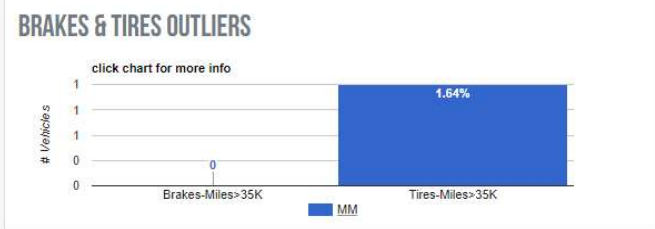
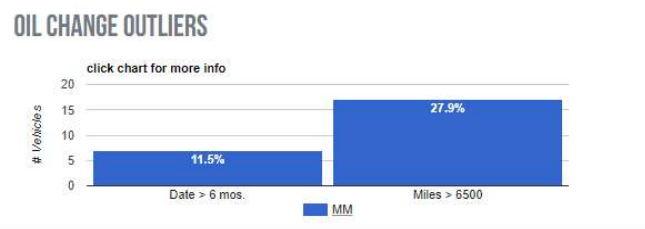
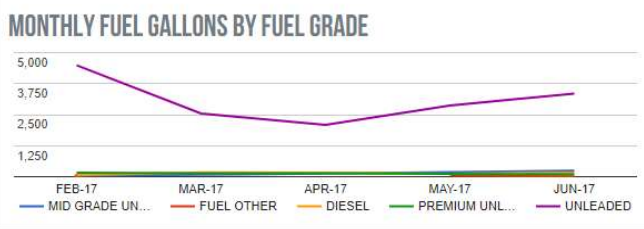
JULY 2017

Spent on Fuel	\$4,459.67
Spent on Other	\$0.00
<b>Total Spent</b>	<b>\$4,459.67</b>
Total Gallons	1898.757
Active Cards	56

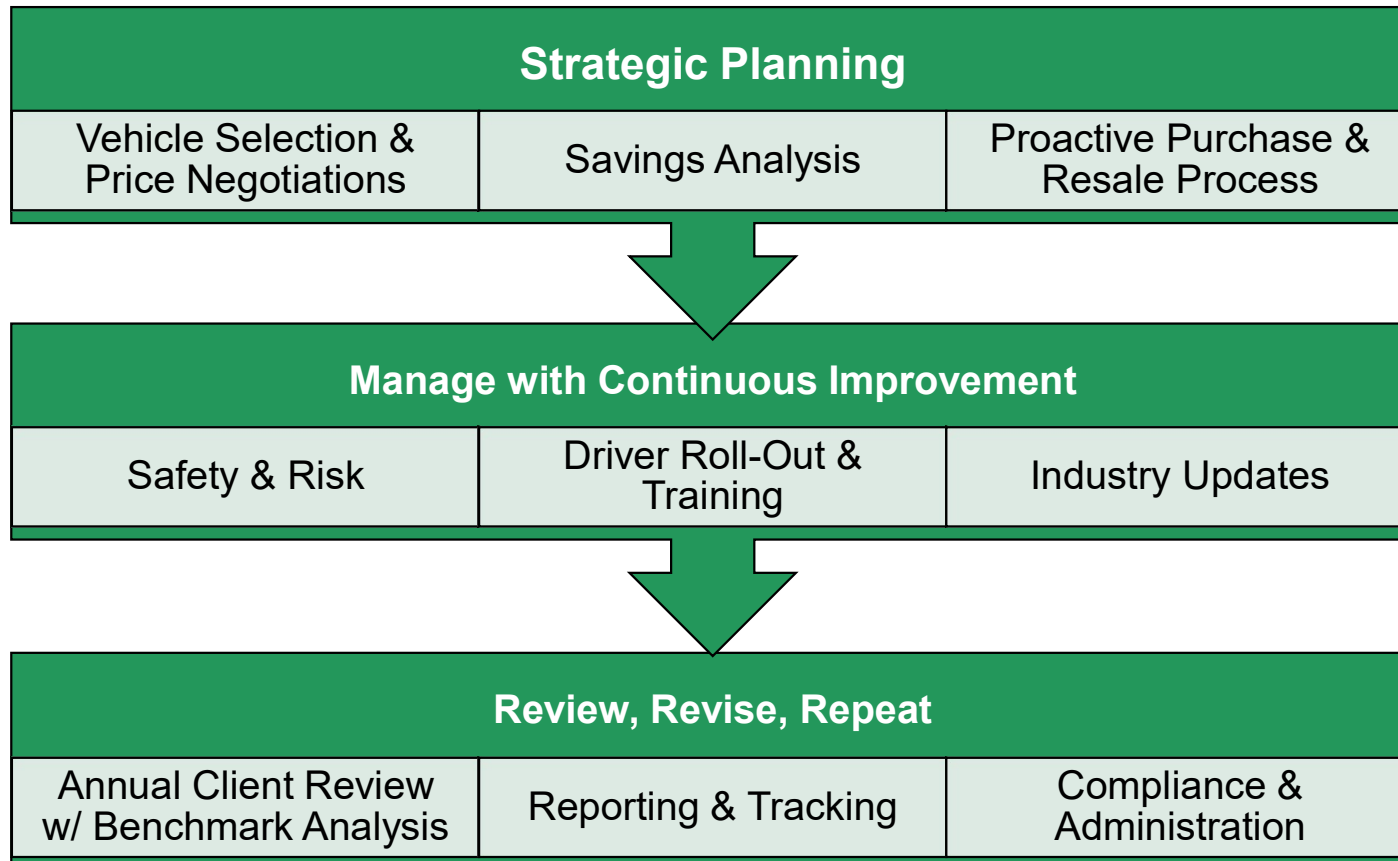
### MONTHLY FUEL SUMMARY BY GRADE

JULY 2017

Grade	Avg Price/Gal.	Spent	Gallons Purchased
DIESEL	\$2.40	\$81.48	33,904
FUEL OTHER	\$3.24	\$43.72	13,513
MID GRADE UNLEADED	\$2.51	\$246.37	98,093
PREMIUM UNLEADED	\$2.98	\$136.88	45,927
UNLEADED	\$2.31	\$3,951.22	1707.27

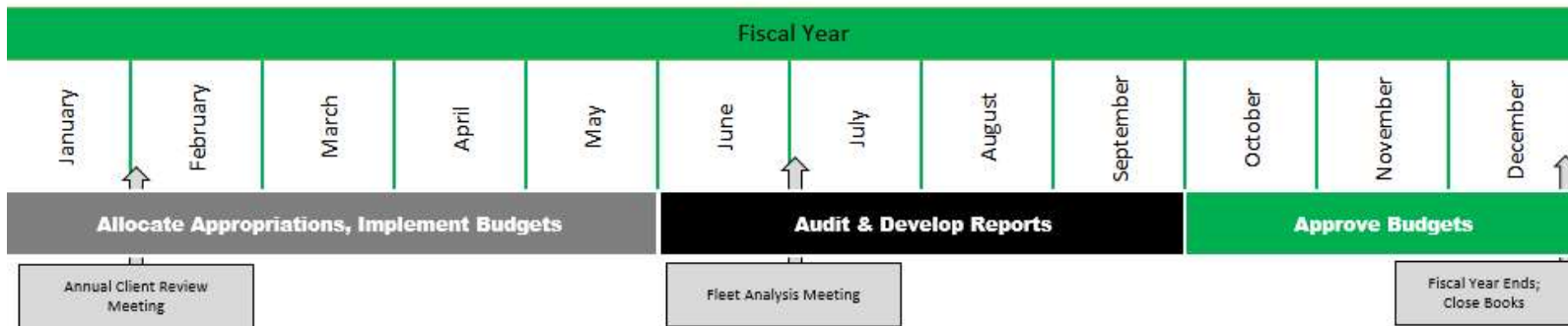


## WHAT TO EXPECT – ACCOUNT TEAM



# Government Budget Review

Budget Year Starts: 1/1/2020



## 3 ANNUAL MEETINGS

Fleet Analysis Meeting



Annual Client Review



Community Involvement

