



# JACKSON COUNTY

## Roads

### Roads and Parks Roads

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Whom it may concern,

I received an email yesterday from my contact at Enterprise, Ryan Harbick, asking if I wouldn't mind sharing our experience with Enterprise. It is my understanding that you would be working with Andrea Biddle and not Ryan, While I have not had the pleasure of working with Andrea, I'm sure she will be as great as Ryan and Bailey (whom we had before Ryan). I believe you will be in great hands.

We partnered with Enterprise in 2018 and I'll admit, in the beginning we were a bit unsure how the process would work given the fact we were pretty strong financially. The County did not see the need to lease vehicles when we had the budget to purchase them outright when needed. After initial conversations, Enterprise was able to share it wasn't just about purchasing versus leasing a vehicle but more about buying low and selling at the right time to gain equity and keep maintenance costs down. The quote that made the biggest impact on our director was, "We buy and sell a million vehicles a year. If we are wrong by one dollar on each vehicle we just lost a million dollars. We pride ourselves on tracking the market and knowing the value of vehicles".

We agreed to do a pilot program of 10 units, we chose 8 units that our County staff takes out of town for trainings and 2 of our managers pickups in Road maintenance. Our feeling was, if this didn't work at least we would have new cars for staff as they travel around the state, plus we wanted to see how a pickup would resale after it was used by maintenance crews. I was honestly amazed at the level of service they provided just to help us select the right units. When it came time for us to select our vehicles, they supplied us with reports of all the makes and models of vehicles in that class for comparison. They shared which models had the best resale value, the ones that had the best MPG and which units would hold their value the longest over the life of the lease. The opened our eyes to the old school way of thinking that the "American made white vehicle" was the way to go. They were able to demonstrate that was not always the best choice, and for the first time, the County introduced Nissan into their fleet.

Probably the biggest benefit of for us over the past 2 years with the vehicle market in shambles, is Enterprise's ability to locate vehicles when we could not order them through the State contract or purchase them through local dealers. We have had several departments add staff and not think about the budget impact of adding a 45K vehicles cost to their department. With the Enterprise model this allows the department to obtain a vehicle and only incur a monthly payment and not be required to come up with a large sum of money upfront.

Fast forward to 2023, we have leased 63 units from Enterprise to date and we currently have 36 Enterprise unit in operation. Our fleet is made up of various size pickups and SUV's and honestly, we couldn't be happier with our partnership with Enterprise. We have had over 20 units returned and sold, and as promised, we have made money on every unit except one. Our pickups on average are selling for \$8-12K more than we purchased them for and our SUV's consistently run around the \$4-6K mark. I know the market is in a different place right now and these gains may not be sustainable for every sell, but that is still a remarkable saving to our budget. Their ability to help us buy, sell and track units has been outstanding and I will share, as good as they are at that, they are even better at forecasting and sharing industry knowledge to help us stay ahead of the current vehicle situation.

If you have any further questions or I can help in anyway please do not hesitate to call me.

Sincerely,

Chad Helvey  
Fleet Management Superintendent