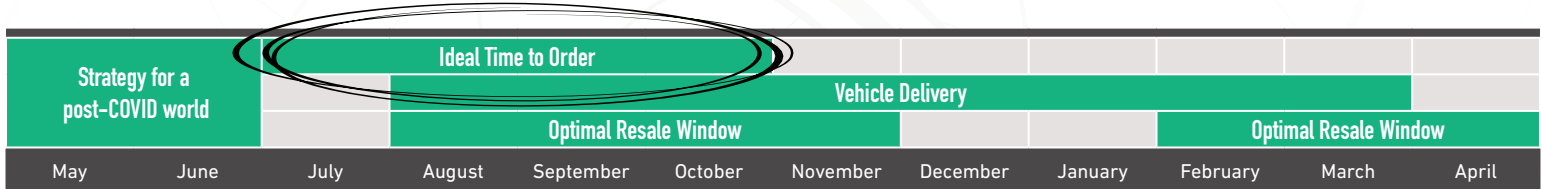


5 **TOP TIPS**

TO IMPLEMENT A POST PANDEMIC VEHICLE PURCHASING AND RESALE STRATEGY

It's all about timing.

By planning ahead and acquiring new vehicles based on a purchase and resale calendar, you can save thousands of dollars annually.



IDEAL TIME TO ORDER VEHICLES

1 You can save the most by placing your orders early in the model year - allowing you to take deliveries earlier and benefit from introductory pricing. Due to the pandemic, the new model year was delayed. Since the new models we just released, September and October are the best months to order new vehicles this year.

PLAN & STAGGER

2 By ordering early, you mitigate the risk of transportation and production delays that are common later in the model year. Due to factory shut-downs during the pandemic, manufacturers have been working at maximum capacity. By ordering early, the better chance that your vehicles will be in the first production cycle.

KNOW THE INDUSTRY

3 A lot of outside factors can affect the timeline of delivery. Make sure you have a trusted partner with a dedicated account management team that will monitor and update you on vehicle lead times to help plan your vehicle replacement cycles.

COMMON END-OF-YEAR DELAYS

4 Inclement weather and holiday schedules can cause delays during the busiest delivery months of the year. Waiting to order at the end of the year can be risky due to delays, as well as, supplier constraints and end-of-year cutoffs.

OPTIMAL RESALE WINDOW

5 In order to reduce Total Cost of Ownership, it's important to consider the best time to sell your existing vehicles. With the current resale market, you'll want to consider an ideal replacement schedule based on the car market's trends and cycles. Currently, many companies are experiencing gains on their resale values, make sure you talk to your Enterprise rep to understand the process and that you're buying and selling at the right time and optimize your fleet investment.

Enterprise Fleet Management and its affiliate, Enterprise Holdings, together offer a total transportation solution, operating more than 2 million vehicles throughout the world. Enterprise Fleet Management operates a network of more than 50 fully staffed offices, which manages a fleet of more than 570,000 vehicles in the U.S. and Canada. The business provides full-service management for companies, government agencies, and organizations operating medium-sized fleets of 20 or more vehicles, as well as those seeking an alternative to employee reimbursement programs.

