



FLEET MANAGEMENT

City of Manitowoc

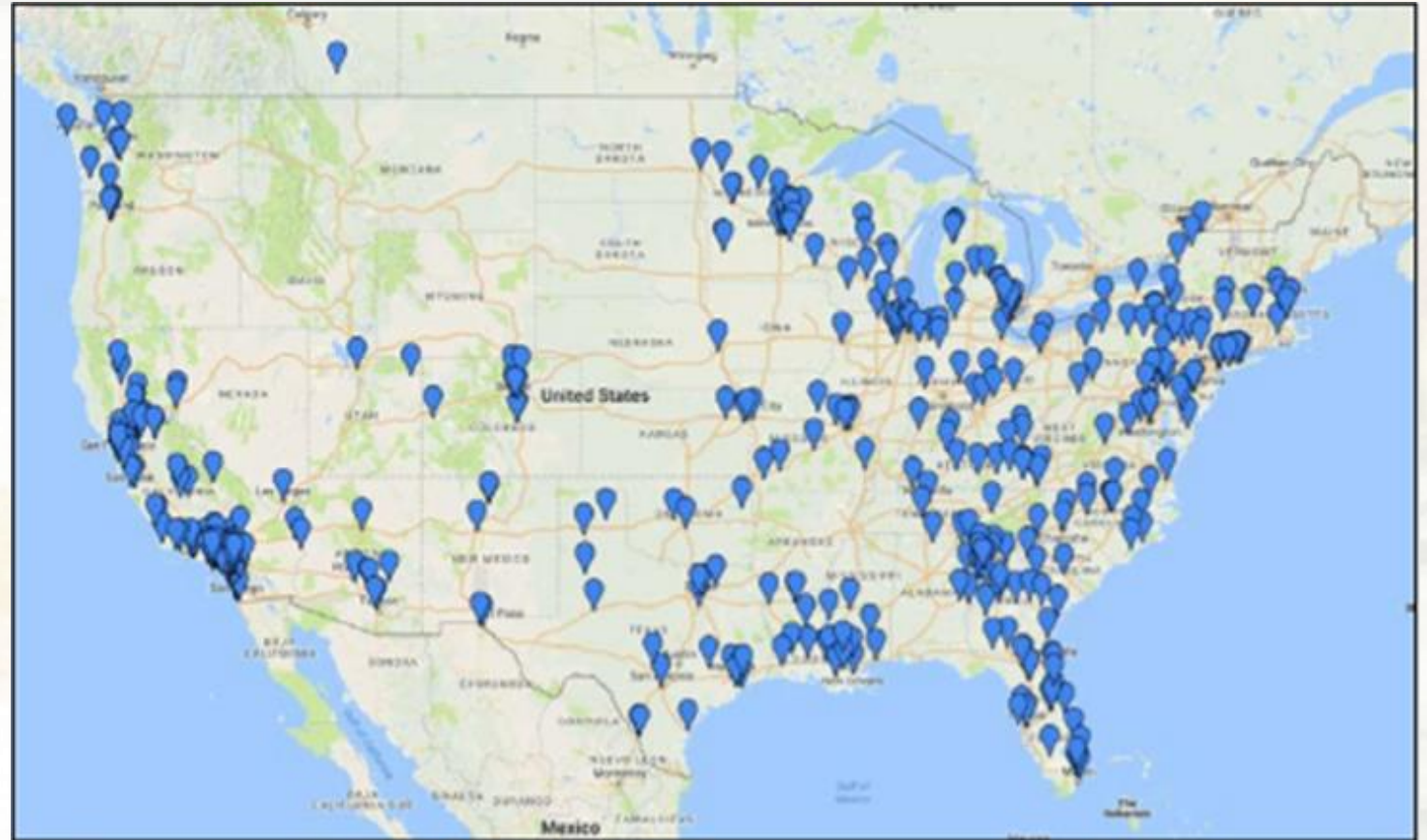
April 4th, 2017

Account Executive
Adam Weber
262-446-0522

Government Marketing Manager
Sam Denton
314-274-4906

ENTERPRISE FLEET OVERVIEW

**Over 2
Million**
Vehicles Managed
Overall*



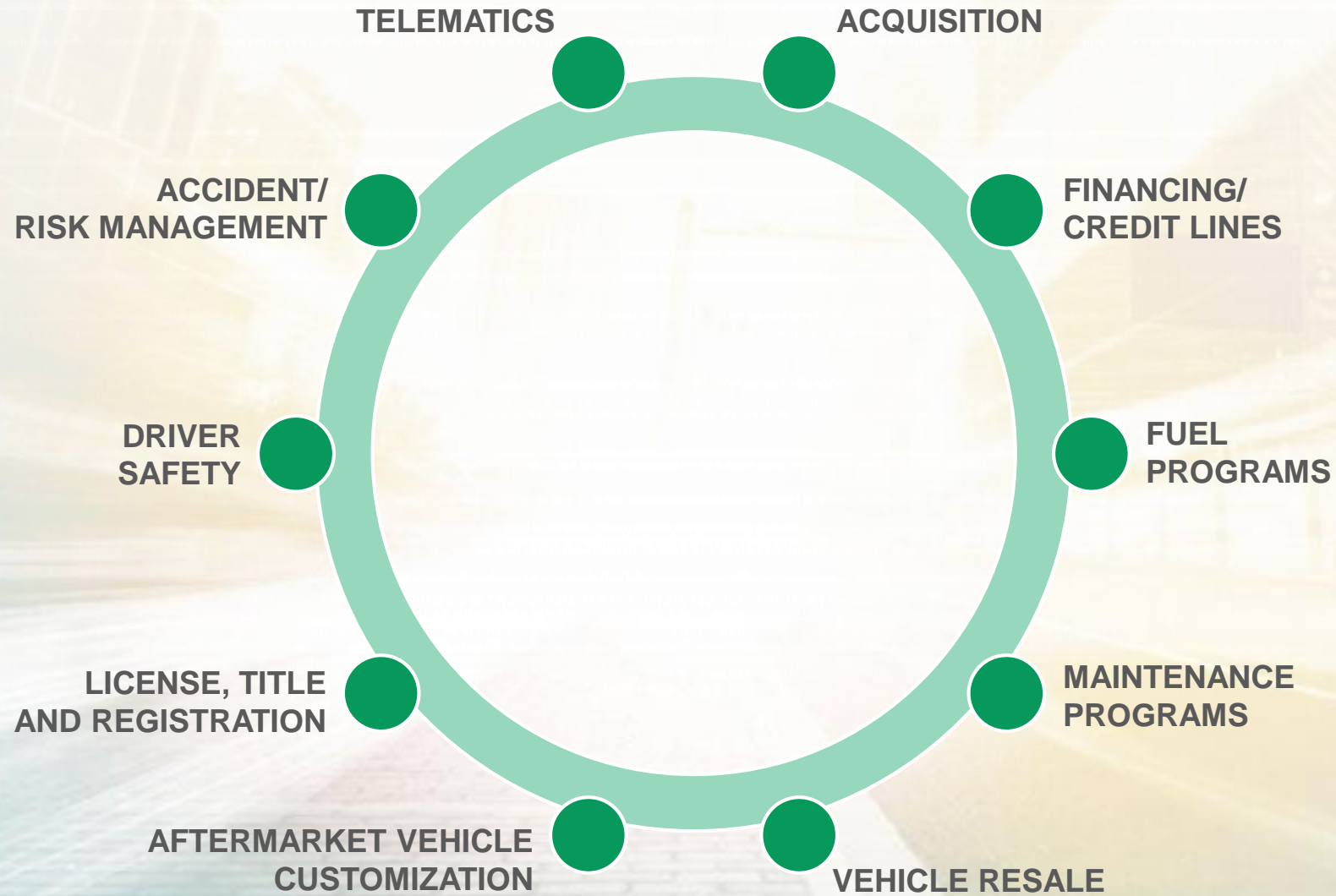
650+
Gov't Customers

16,000+
Gov't Vehicles

CURRENT LOCAL PARTNERS



Elements of Vehicle Management



CURRENT GOVERNMENT PARTNER

$\frac{3}{4}$ Ton Cargo Van

**Bought In
2011**

\$19,700

**Sold In
2016**

\$15,900

**Annual
Depreciation
Expense**

\$760



EQ DESCRIPTION	VIN NUMBER	METER READING	Average Annually
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CLASS: 11 - PASSENGER CAR, WAGON

2013	2013 Ford Sedan Police Interceptor Base Front-wheel Drive	1FAHP2L80DG199825	122,746	30,687
2013	2013 Ford Sedan Police Interceptor Base Front-wheel Drive	1FAHP2L89DG199824	121,543	30,386
2002	2002 Chrysler Concord	1C3HD46R02H274046	113,423	7,562
2014	2014 Ford Utility Police Interceptor Base All-wheel Drive	1FM5K8AR2EGC61054	105,560	35,187
2002	2002 Chevrolet Malibu Base 4dr Sedan	1G1ND52J82M704559	96,118	6,408
2012	2012 Chevrolet Impala Police 4dr Sedan	2G1WD5E38C1242888	90,438	18,088
2004	2004 Jeep Wrangler Sport 2dr 4x4	1J4F449S04P735269	82,666	6,359
2010	2010 Ford Fusion SE 4dr Front-wheel Drive Sedan	3FAHP0HG6AR114690	71,075	10,154
2005	2005 Dodge Stratus SXT 4dr Sedan	1B3EL46R35N675816	69,942	5,829
2015	2015 Ford Utility Police Interceptor Base All-wheel Drive	1FM5K8AR2FGC68586	68,914	34,457
2015	2015 Ford Utility Police Interceptor Base All-wheel Drive	1FM5K8AR6FGC68588	68,244	34,122
2015	2015 Ford Utility Police Interceptor Base All-wheel Drive	1FM5K8AR4FGC68587	58,765	29,383
2011	2011 Ford Crown Victoria Police Interceptor w/3.27 Axle 4dr Police Interceptor Sedan	2FABP7BVXB149080	58,341	9,724
2014	2014 Ford Utility Police Interceptor Base All-wheel Drive	1FM5K8AR0EGC61053	48,826	16,275
2008	2008 Ford Focus	1FAHP32N48W1611300	41,611	4,623
2000	2000 Ford Escort ZX2 2dr Coupe	3FAKP1135YR203955	35,232	2,072
2009	2009 Ford Focus S 4dr Sedan	1FAHP34N79W234464	33,870	4,234
2010	2010 Ford Fusion SE 4dr Front-wheel Drive Sedan	3FAHP0HG6AR114689	30,637	4,377
2014	2014 Ford Utility Police Interceptor Base All-wheel Drive	1FM5K8AR4EGC61055	26,408	8,803
2008	2008 Ford Focus S 2dr Coupe	1FAHP32N68W161301	20,034	2,226
2017	2017 Ford Utility Police Interceptor Base All-wheel Drive	1FM5K8AR2HGA36380	18,169	33,333
2017	2017 Ford Utility Police Interceptor Base All-wheel Drive	1FM5K8AR6HGA36379	14,930	33,333
2017	2017 Ford Utility Police Interceptor Base All-wheel Drive	1FM5K8AR3HGA28000	1,752	33,333

2011

17,433

CLASS: 13 - VAN

1994	1994 Ford E-350 Van	1FTFE24V5RHB82171	91,881	3,995
2005	2005 GMC Savana Standard All-wheel Drive G1500 Passenger Van	1GTFH15T551238438	84,444	7,037
2008	2008 Chevrolet Uplander LS w/1LS Front-wheel Drive Passenger Van	1GNDU231X8D156130	73,984	8,220
2006	2006 Ford Freestar Base 4dr Cargo Van	2FTZA54686BA01758	70,157	6,378
2003	2003 Dodge Ram Van 3500 Base Cargo Van 127.2 in. WB	2D7KB31263K520908	55,943	3,996
2002	2002 Chrysler Town and Country LX Front-wheel Drive Passenger Van	2C4GP44372R729255	54,253	3,617
2009	2009 Ford E-250 Commercial Cargo Van	1FTNE24L79DA02695	49,559	6,195
1999	1999 Chevy Step Van	1GBJP32R8X3304851	22,710	1,262
2014	2014 Ford E-150 Commercial Cargo Van	1FTNE1EW8EDA44869	22,226	7,409
2014	2014 Dodge Grand Caravan AVP/SE Front-wheel Drive Passenger Van	2C4RDGB8ER184311	8,785	2,928

2005

5,104

CLASS: 21 - LIGHT DUTY TRUCK

2003	2003 Ford Ranger XLT 4.0L Standard 2dr 4x4 Super Cab Styleside 5.75 ft. box 125.7 in. WB	1FTYR15EX3PB23318	139,298	9,950
2003	2003 Ford Ranger XLT 4.0L Standard 2dr 4x4 Super Cab Styleside 5.75 ft. box 125.7 in. WB	1FTYR15E13PB23319	135,799	9,700
2003	2003 Ford Expedition XLT 4.6L Value 4x4	1FMPU16W53LC03713	132,554	9,468
1998	1998 Ford Ranger 4x4	1FTZR15X1WPA87304	120,961	6,366
1997	1997 Chevrolet Cheyenne 2500	1GBGC24R5VZ245913	112,892	5,645
1998	1998 Ford Ranger 4x4	1FTZR15X8WPA87302	106,228	5,591
1997	1997 Ford F250 HD	1FTHX26G7VEC40638	104,054	5,203
2003	2003 Ford Ranger XLT 4.0L Standard 2dr 4x4 Super Cab Styleside 5.75 ft. box 125.7 in. WB	1FTYR15EX3PB23321	102,975	7,355
1997	1997 Ford Ranger	1FTCR11X5VPA78440	102,884	5,144
2003	2003 Ford Ranger XLT 4.0L Standard 2dr 4x4 Super Cab Styleside 5.75 ft. box 125.7 in. WB	1FTYR15E83PB23320	102,280	7,306
1999	1999 Ram 2500 HD	3B7KF26Z0XM561959	100,617	5,590
1998	1998 Ford Ranger 4x4	1FTZR15XXWPA87303	99,332	5,228
1998	1998 Chevy S-10	1GCCS1445WK230026	98,478	5,183
1996	1996 Chevrolet 2500	1GCGK24R6TZ180811	96,937	4,616
1999	1999 Ram 2500 HD	3B7KF26Z7XM561960	75,925	4,218
2000	2000 Chevrolet S10 Base 4x2 Regular Cab 108.3 in. WB	1GCCS1456YK275097	70,105	4,124
1997	1997 Chevy 3500	1GCHK33F1VF048545	63,845	3,192
2006	2006 Ford F-250 XL 4x4 SD Regular Cab 137 in. WB SRW	1FTNF21526EA18876	53,550	4,868
2007	2007 GMC Sierra 2500HD Classic SL 4x2 Extended Cab 6.6 ft. box 143.5 in. WB	1GTHC29U07E151915	51,040	5,104
2006	2006 Ford F-250 XL 4x4 SD Regular Cab 137 in. WB SRW	1FTNF21506EA18875	50,003	4,546
2007	2007 Ford F-250 XL 4x2 SD Regular Cab 137 in. WB SRW	1FTNF20577EA70930	49,631	4,963
2008	2008 Ford Ranger XL 2dr 4x4 Regular Cab Styleside 6 ft. box 111.6 in. WB	1FTYR11E58PA53370	49,372	5,486
2006	2007 Ford F-250 XL 4x2 SD Regular Cab 137 in. WB SRW	1FTNF20597EA70931	43,560	3,960
2008	2008 Ford Ranger XL 2dr 4x4 Super Cab Styleside 6 ft. box 125.7 in. WB	1FTYR15E08PA51245	39,187	4,354
2011	2011 Ford F-350 XL 4x4 SD Crew Cab 6.75 ft. box 156 in. WB SRW	1FT7W3B68BEA30868	30,168	5,028
2010	2010 Ford F-350 XL 4x4 SD Regular Cab 8 ft. box 137 in. WB SRW	1FTWF3B52AEA23593	25,400	3,629
2010	2010 Ford F-350 XL 4x4 SD Regular Cab 8 ft. box 137 in. WB SRW	1FTWF3B50AEA23592	25,222	3,603
2007	2008 Ford F-250 XL 4x4 SD Regular Cab 137 in. WB SRW	1FTNF21538EA93752	17,233	1,723
2015	2015 Ford F-250 XL 4x4 SD Crew Cab 6.75 ft. box 156 in. WB SRW	1FT7W2B66FEC26985	6,517	3,259
2016	2016 Chevrolet Colorado WT 4x2 Extended Cab 6 ft. box 128.3 in. WB	1GCHSBE31G1191668	3,222	3,222
2017	2017 RAM 2500 Tradesman 4x4 Regular Cab 140.5 in. WB	3C6LR5AT5HG588940	305	5,000
2004				5,246

2007 Average age of entire fleet

64 total vehicles

Report does not include medium duty utility or dump box vehicles.

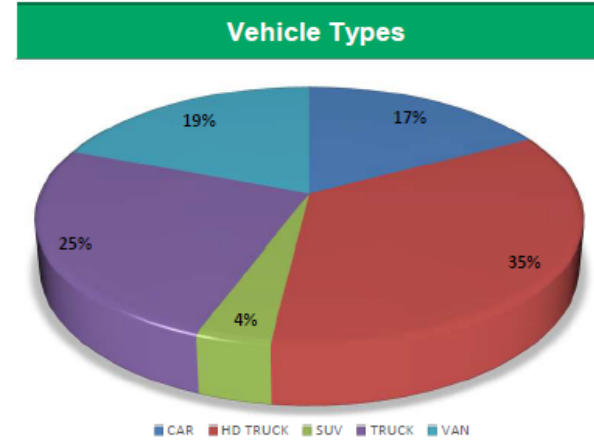
Manitowoc - Fleet Profile

Fleet Profile Fleet Replacement Schedule Replacement Criteria

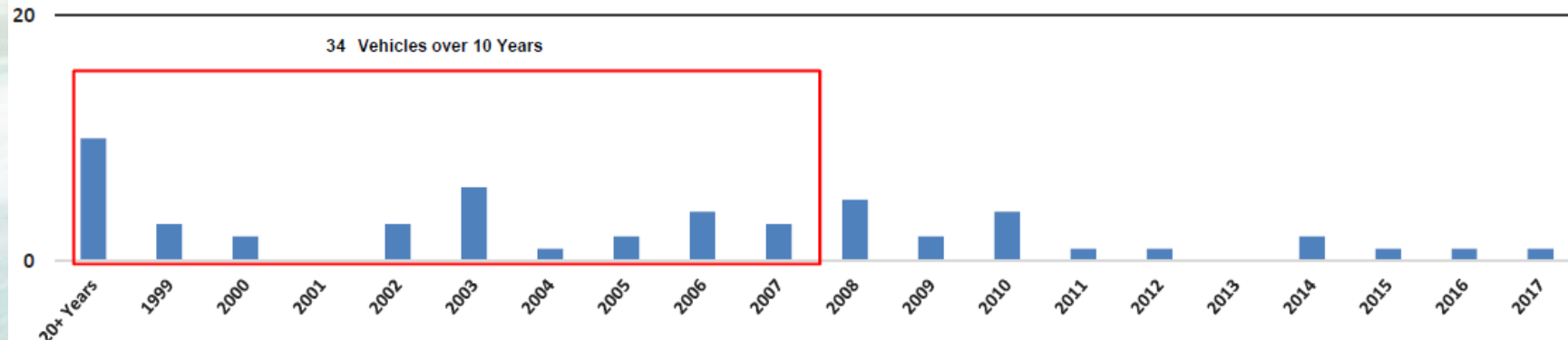
Vehicle Type	# of Type	Average Age (years)	Average Annual Mileage	2017	2018	2019	2020	2021	Under-Utilized
Compact Sedan	4	11.0	3,200	0	1	0	3	0	0
Mid-size Sedan	3	9.9	6,800	0	1	0	1	1	0
Full-size Sedan	2	10.3	12,500	0	1	0	0	1	0
Minivan-Passenger	4	10.0	5,000	0	1	1	1	1	0
Full-size Van-Passenger	1	12.3	6,900	0	0	1	0	0	0
1/2 Ton Van Cargo	2	7.2	6,700	0	0	1	0	1	0
3/4 Ton Van Cargo	1	8.2	6,100	0	0	0	1	0	0
1 Ton Van Cargo	2	18.8	3,900	1	0	1	0	0	0
Compact SUV 4x4	1	13.3	6,200	0	0	1	0	0	0
Full Size SUV 4x4	1	14.3	9,300	0	1	0	0	0	0
Compact Pickup Reg 4x2	1	17.3	4,000	0	1	0	0	0	0
Compact Pickup Ext 4x2	1	1.1	3,000	0	0	0	0	1	0
Compact Pickup Ext 4x4	11	15.7	6,400	5	3	1	2	0	0
3/4 Ton Pickup Reg 4x2	3	13.9	4,600	1	0	1	1	0	0
3/4 Ton Pickup Reg 4x4	8	14.0	3,900	4	0	2	1	1	0
3/4 Ton Pickup Ext 4x2	1	10.3	5,000	0	0	1	0	0	0
3/4 Ton Pickup Ext 4x4	1	2.1	3,100	0	0	0	0	1	0
1 Ton Pickup Reg 4x4	3	11.6	3,400	1	0	0	0	2	0
1 Ton Pickup Ext 4x4	1	6.2	4,900	0	0	0	0	1	0
1 Ton Cab Chassis	1	18.3	1,200	0	1	0	0	0	0
Totals/Averages	52	12.5	5,300	12	10	10	10	10	0

* Replacement criteria is based on age and current odometer with the oldest vehicles with the highest odometers replaced in 2017 and each subsequent year over the next 5 years

* Underutilized = Annual Mileage less than 1,060



Model Year Analysis



Manitowoc Fleet Replacement Worksheet

Vehicle #	Year	Make	Model	Current Miles	Assigned Category	Year Replaced	New Replacement Category	Notes
42	1994	Ford	E-350 Van	91,881	1 Ton Van Cargo	2017	1 Ton Van Cargo	
52	1996	Chevrolet	2500	96,937	3/4 Ton Pickup Reg 4x4	2017	3/4 Ton Pickup Reg 4x4	
47	1997	Chevrolet	Cheyenne 2500	112,892	3/4 Ton Pickup Reg 4x4	2017	3/4 Ton Pickup Reg 4x4	
39	1997	Ford	F250 HD	104,054	3/4 Ton Pickup Reg 4x2	2017	3/4 Ton Pickup Reg 4x2	
19	1997	Ford	Ranger	102,884	Compact Pickup Ext 4x4	2017	Compact Pickup Ext 4x4	
48	1997	Chevy	3500	63,845	1 Ton Pickup Reg 4x4	2017	1 Ton Pickup Reg 4x4	
16	1998	Ford	Ranger 4x4	120,961	Compact Pickup Ext 4x4	2017	Compact Pickup Ext 4x4	
17	1998	Ford	Ranger 4x4	106,228	Compact Pickup Ext 4x4	2017	Compact Pickup Ext 4x4	
18	1998	Ford	Ranger 4x4	99,332	Compact Pickup Ext 4x4	2017	Compact Pickup Ext 4x4	
9	1998	Chevy	S-10	98,478	Compact Pickup Ext 4x4	2017	Compact Pickup Ext 4x4	
50	1999	Ram	2500 HD	100,617	3/4 Ton Pickup Reg 4x4	2017	3/4 Ton Pickup Reg 4x4	
51	1999	Ram	2500 HD	75,925	3/4 Ton Pickup Reg 4x4	2017	3/4 Ton Pickup Reg 4x4	
5	1999	Chevy	Step Van	22,710	1 Ton Cab Chassis	2018	1 Ton Cab Chassis	
8	2000	Chevrolet	S10 Base 4x2 Regular Cab 108.3 in. WB	70,105	Compact Pickup Reg 4x2	2018	Compact Pickup Reg 4x2	
41	2000	Ford	Escort ZX2 2dr Coupe	35,232	Compact Sedan	2018	Compact Sedan	
45	2002	Chrysler	Concord	113,423	Full-size Sedan	2018	Full-size Sedan	
21	2002	Chevrolet	Malibu Base 4dr Sedan	96,118	Mid-size Sedan	2018	Mid-size Sedan	
3	2002	Chrysler	Town and Country LX Front-wheel Drive Passenger Van	54,253	Minivan-Passenger	2018	Minivan-Passenger	
10	2003	Ford	Ranger XLT 4.0L Standard 2dr 4x4 Super Cab Styleside 5.75 ft. box 125.7 in. WB	139,298	Compact Pickup Ext 4x4	2018	Compact Pickup Ext 4x4	
11	2003	Ford	Ranger XLT 4.0L Standard 2dr 4x4 Super Cab Styleside 5.75 ft. box 125.7 in. WB	135,799	Compact Pickup Ext 4x4	2018	Compact Pickup Ext 4x4	
40	2003	Ford	Expedition XLT 4.6L Value 4x4	132,554	Full Size SUV 4x4	2018	Full Size SUV 4x4	
12	2003	Ford	Ranger XLT 4.0L Standard 2dr 4x4 Super Cab Styleside 5.75 ft. box 125.7 in. WB	102,975	Compact Pickup Ext 4x4	2018	Compact Pickup Ext 4x4	
13	2003	Ford	Ranger XLT 4.0L Standard 2dr 4x4 Super Cab Styleside 5.75 ft. box 125.7 in. WB	102,280	Compact Pickup Ext 4x4	2019	Compact Pickup Ext 4x4	
20	2003	Dodge	Ram Van 3500 Base Cargo Van 127.2 in. WB	55,943	1 Ton Van Cargo	2019	1 Ton Van Cargo	
1	2004	Jeep	Wrangler Sport 2dr 4x4	82,666	Compact SUV 4x4	2019	Compact SUV 4x4	
7	2005	GMC	Savana Standard All-wheel Drive G1500 Passenger Van	84,444	Full-size Van-Passenger	2019	Full-size Van-Passenger	
4	2005	Dodge	Stratus SXT 4dr Sedan	69,942	Minivan-Passenger	2019	Minivan-Passenger	
26	2006	Ford	Freestar Base 4dr Cargo Van	70,157	1/2 Ton Van Cargo	2019	1/2 Ton Van Cargo	
33	2006	Ford	F-250 XL 4x4 SD Regular Cab 137 in. WB SRW	53,550	3/4 Ton Pickup Reg 4x4	2019	3/4 Ton Pickup Reg 4x4	
34	2006	Ford	F-250 XL 4x4 SD Regular Cab 137 in. WB SRW	50,003	3/4 Ton Pickup Reg 4x4	2019	3/4 Ton Pickup Reg 4x4	
38	2006	Ford	F-250 XL 4x2 SD Regular Cab 137 in. WB SRW	43,560	3/4 Ton Pickup Reg 4x2	2019	3/4 Ton Pickup Reg 4x2	
6	2007	GMC	Sierra 2500HD Classic SL 4x2 Extended Cab 6.6 ft. box 143.5 in. WB	51,040	3/4 Ton Pickup Ext 4x2	2019	3/4 Ton Pickup Ext 4x2	
37	2007	Ford	F-250 XL 4x2 SD Regular Cab 137 in. WB SRW	49,631	3/4 Ton Pickup Reg 4x2	2020	3/4 Ton Pickup Reg 4x2	
35	2007	Ford	F-250 XL 4x4 SD Regular Cab 137 in. WB SRW	17,233	3/4 Ton Pickup Reg 4x4	2020	3/4 Ton Pickup Reg 4x4	
2	2008	Chevrolet	Uplander LS w/1LS Front-wheel Drive Passenger Van	73,984	Minivan-Passenger	2020	Minivan-Passenger	
15	2008	Ford	Ranger XL 2dr 4x4 Regular Cab Styleside 6 ft. box 111.6 in. WB	49,372	Compact Pickup Ext 4x4	2020	Compact Pickup Ext 4x4	
29	2008	Ford	Focus	41,611	Compact Sedan	2020	Compact Sedan	
14	2008	Ford	Ranger XL 2dr 4x4 Super Cab Styleside 6 ft. box 125.7 in. WB	39,187	Compact Pickup Ext 4x4	2020	Compact Pickup Ext 4x4	
28	2008	Ford	Focus S 2dr Coupe	20,034	Compact Sedan	2020	Compact Sedan	
43	2009	Ford	E-250 Commercial Cargo Van	49,559	3/4 Ton Van Cargo	2020	3/4 Ton Van Cargo	
27	2009	Ford	Focus S 4dr Sedan	33,870	Compact Sedan	2020	Compact Sedan	
24	2010	Ford	Fusion SE 4dr Front-wheel Drive Sedan	71,075	Mid-size Sedan	2020	Mid-size Sedan	
25	2010	Ford	Fusion SE 4dr Front-wheel Drive Sedan	30,637	Mid-size Sedan	2021	Mid-size Sedan	
30	2010	Ford	F-350 XL 4x4 SD Regular Cab 8 ft. box 137 in. WB SRW	25,400	1 Ton Pickup Reg 4x4	2021	1 Ton Pickup Reg 4x4	
31	2010	Ford	F-350 XL 4x4 SD Regular Cab 8 ft. box 137 in. WB SRW	25,222	1 Ton Pickup Reg 4x4	2021	1 Ton Pickup Reg 4x4	

Manitowoc Fleet Replacement Worksheet

Vehicle #	Year	Make	Model	Current Miles	Assigned Category	Year Replaced	New Replacement Category	Notes
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19	1997	Ford	Ranger	102,884	Compact Pickup Ext 4x4	2017	Compact Pickup Ext 4x4	
48	1997	Chevy	3500	63,845	1 Ton Pickup Reg 4x4	2017	1 Ton Pickup Reg 4x4	
16	1998	Ford	Ranger 4x4	120,961	Compact Pickup Ext 4x4	2017	Compact Pickup Ext 4x4	
17	1998	Ford	Ranger 4x4	106,228	Compact Pickup Ext 4x4	2017	Compact Pickup Ext 4x4	
18	1998	Ford	Ranger 4x4	99,332	Compact Pickup Ext 4x4	2017	Compact Pickup Ext 4x4	
9	1998	Chevy	S-10	98,478	Compact Pickup Ext 4x4	2017	Compact Pickup Ext 4x4	
50	1999	Ram	2500 HD	100,617	3/4 Ton Pickup Reg 4x4	2017	3/4 Ton Pickup Reg 4x4	
51	1999	Ram	2500 HD	75,925	3/4 Ton Pickup Reg 4x4	2017	3/4 Ton Pickup Reg 4x4	

Manitowoc - Fleet Planning Analysis

Current Fleet	52	Fleet Growth	0.00%	Proposed Fleet	52
Current Cycle	20.00	Annual Miles	5,300	Proposed Cycle	5.00
Current Maint.	\$150.00	Insurance	\$0.00	Proposed Maint.	\$21.42
Fuel Info		MPG	10	Price/Gallon	\$2.20

Fleet Mix							Fleet Cost				Annual
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Maintenance	Insurance	Fuel	Fleet Budget	Net Cash
Average	52	2.6	52	0	63,220	0	93,600	0	60,632	217,452	0

Manitowoc - Fleet Planning Analysis

Current Fleet	52	Fleet Growth	0.00%	Proposed Fleet	52
Current Cycle	20.00	Annual Miles	5,300	Proposed Cycle	5.00
Current Maint.	\$150.00	Insurance	\$0.00	Proposed Maint.	\$21.42
Fuel Info		MPG	10	Price/Gallon	\$2.20

Fleet Mix			Fleet Cost							Annual	
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Maintenance	Insurance	Fuel	Fleet Budget	Net Cash
Average	52	2.6	52	0	63,220	0	93,600	0	60,632	217,452	0
'17	52	12	40	12	0	56,321	75,084	0	55,385	186,790	30,662

Manitowoc - Fleet Planning Analysis

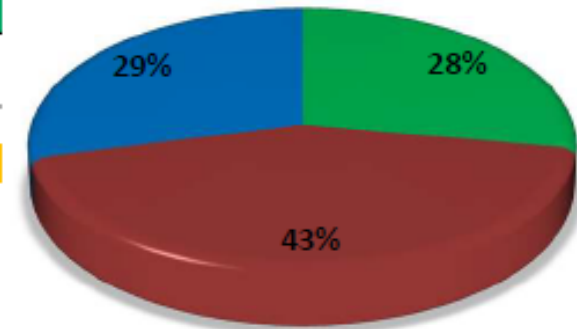
Current Fleet	52	Fleet Growth	0.00%	Proposed Fleet	52
Current Cycle	20.00	Annual Miles	5,300	Proposed Cycle	5.00
Current Maint.	\$150.00	Insurance	\$0.00	Proposed Maint.	\$21.42
Fuel Info		MPG	10	Price/Gallon	\$2.20

Fleet Mix			Fleet Cost							Annual	
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Maintenance	Insurance	Fuel	Fleet Budget	Net Cash
Average	52	2.6	52	0	63,220	0	93,600	0	60,632	217,452	0
'17	52	12	40	12	0	56,321	75,084	0	55,385	186,790	30,662
'18	52	10	30	22	0	100,932	59,654	0	51,013	211,599	5,854
'19	52	10	20	32	0	150,634	44,224	0	46,640	241,498	-24,046
'20	52	10	10	42	0	191,309	28,794	0	42,268	262,370	-44,918
'21	52	10	0	52	0	122,414	13,363	0	37,895	173,672	43,780

Manitowoc - Fleet Planning Analysis

Current Fleet	52	Fleet Growth	0.00%	Proposed Fleet	52
Current Cycle	20.00	Annual Miles	5,300	Proposed Cycle	5.00
Current Maint.	\$150.00	Insurance	\$0.00	Proposed Maint.	\$21.42
Fuel Info		MPG	10	Price/Gallon	\$2.20

Fleet Costs Analysis



Fleet Mix			Fleet Cost							Annual	
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Maintenance	Insurance	Fuel	Fleet Budget	Net Cash
Average	52	2.6	52	0	63,220	0	93,600	0	60,632	217,452	0
'17	52	12	40	12	0	56,321	75,084	0	55,385	186,790	30,662
'18	52	10	30	22	0	100,932	59,654	0	51,013	211,599	5,854
'19	52	10	20	32	0	150,634	44,224	0	46,640	241,498	-24,046
'20	52	10	10	42	0	191,309	28,794	0	42,268	262,370	-44,918
'21	52	10	0	52	0	122,414	13,363	0	37,895	173,672	43,780
'22	52	12	0	52	0	174,087	13,363	0	37,895	225,345	-7,893
'23	52	10	0	52	0	148,122	13,363	0	37,895	199,380	18,072
'24	52	10	0	52	0	173,251	13,363	0	37,895	224,510	-7,057
'25	52	10	0	52	0	148,882	13,363	0	37,895	200,141	17,311
'26	52	10	0	52	0	122,414	13,363	0	37,895	173,672	43,780

10 Year Savings

\$75,545

Avg. Sustainable Savings

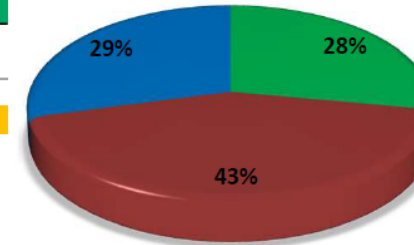
\$12,843

Manitowoc - Fleet Planning Analysis

Current Fleet	52	Fleet Growth	0.00%	Proposed Fleet	52
Current Cycle	20.00	Annual Miles	5,300	Proposed Cycle	5.00
Current Maint.	\$150.00	Insurance	\$0.00	Proposed Maint.	\$21.42
Fuel Info		MPG	10	Price/Gallon	\$2.20

Fleet Costs Analysis

Fleet Mix			Fleet Cost							Annual	
Fiscal Year	Fleet Size	Annual Needs	Owned	Leased	Purchase	Lease*	Maintenance	Insurance	Fuel	Fleet Budget	Net Cash
Average	52	2.6	52	0	63,220	0	93,600	0	60,632	217,452	0
'17	52	12	40	12	0	56,321	75,084	0	55,385	186,790	30,662
'18	52	10	30	22	0	100,932	59,654	0	51,013	211,599	5,854
'19	52	10	20	32	0	150,634	44,224	0	46,640	241,498	-24,046
'20	52	10	10	42	0	191,309	28,794	0	42,268	262,370	-44,918
'21	52	10	0	52	0	122,414	13,363	0	37,895	173,672	43,780
'22	52	12	0	52	0	174,087	13,363	0	37,895	225,345	-7,893
'23	52	10	0	52	0	148,122	13,363	0	37,895	199,380	18,072
'24	52	10	0	52	0	173,251	13,363	0	37,895	224,510	-7,057
'25	52	10	0	52	0	148,882	13,363	0	37,895	200,141	17,311
'26	52	10	0	52	0	122,414	13,363	0	37,895	173,672	43,780



■ Fuel ■ Maintenance ■ Purchase

10 Year Savings

Avg. Sustainable Savings

\$12,843

Current Fleet Equity Analysis

YEAR	2017	2018	2019	2020	2021
QTY	12	10	10	10	10
RESALE	\$1,000	\$2,000	\$3,500	\$6,500	\$8,500
TOTAL	\$12,000	\$20,000	\$35,000	\$65,000	\$85,000
Estimated Current Fleet Equity**				\$217,000	

Summary

10 Year Savings	\$75,545
Estimated Fleet Equity	\$217,000
Net Cash***	\$292,545

* Lease Rates are conservative estimates

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

***Net Cash is the sum of the 10 year savings from the Fleet Planning Analysis and the Estimated Current Fleet Equity

Key Objectives

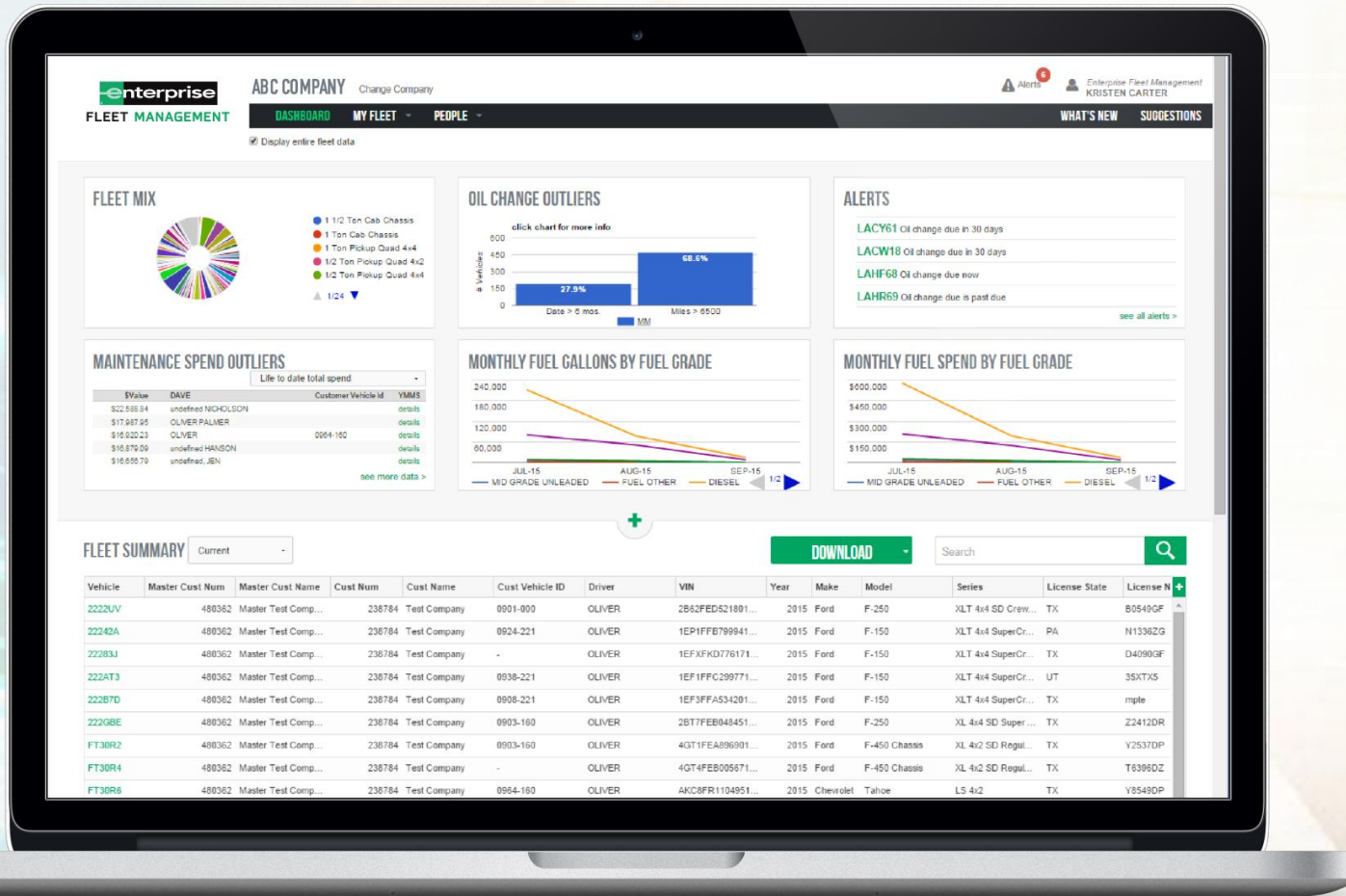
- **Lower average age of the fleet**
 - 65% of the current light duty fleet is over 10 years old -- goal is to reduce the average age of the fleet and the TCO with a shorter cycle. Current cycle of 20 years is based on buying history since 2006. Avg. fleet age is 12.5 years.
 - Resale of the aging fleet is significantly reduced -- goal is to maximize equity in each depreciating asset to create a sustainable replacement plan
- **Reduce operating costs**
 - Newer vehicles have a significantly lower maintenance expense -- goal is to ultimately fix entire maintenance cost with a focus on a preventative maintenance only vehicle cycle
 - Newer vehicles have increased fuel efficiency with new technology implementations -- analysis assumes a combined 10 MPG today vs. 16 MPG with a new fleet
- **Maintain a manageable vehicle budget**
 - Challenged by inconsistent yearly budgets -- goal is to implement a program to bridge any gaps between capital and operating budgets and replacement needs
 - Implement a replacement plan designed to drive down TCO by focusing on lowest cost of ownership for each vehicle

RESOURCES

Tracking your Fleet

Custom Website

- Managed Expenses
 - Maintenance
 - Resale
 - Acquisition
- Real Time Mileage Tracking
- Maintenance Reminders





Proposed Plan Summary

- ✓ Leverage the resources of Enterprise to lower total costs
- ✓ Managed and tracked by your Enterprise Account Team
- ✓ Greater vehicle reliability with up to date safety technology
- ✓ Highest fuel efficient vehicles to reduce carbon footprint
- ✓ Uniformed fleet with optimized vehicle types