

International Car Rental Show

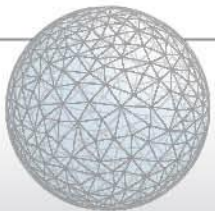
April 17-19, 2016 • Bally's Las Vegas

THE GLOBAL MARKETPLACE
FOR THE CAR RENTAL INDUSTRY



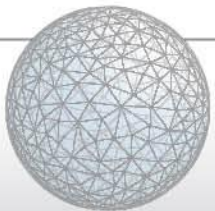
Rising Costs, Lower Values: How to Keep Fleet Costs in Check

- Jim Tennant – The Tennant Group
- Brad Meyer – Consultant & Recent Hertz/Dollar/Thrifty Licensee
- Joe Lyons – Marple Fleet Leasing, LLC
- Shawn Concannon - Senior VP, Sales & Business Development, TSD



Rising Costs, Lower Values: How to Keep Fleet Costs in Check

- Overview of the thought processes that go into successful fleet planning
- Four panelists in 50 minutes
- Time for questions at the end
- All panelists are available after the session or by email

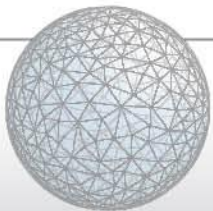


Rising Costs, Lower Values: How to Keep Fleet Costs in Check

This PowerPoint will be available on the Auto
Rental News web site

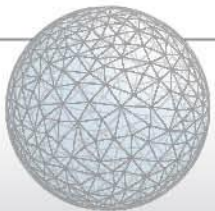
and on

www.TennantGroup.com



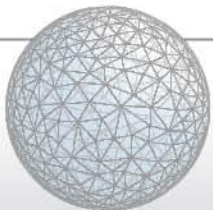
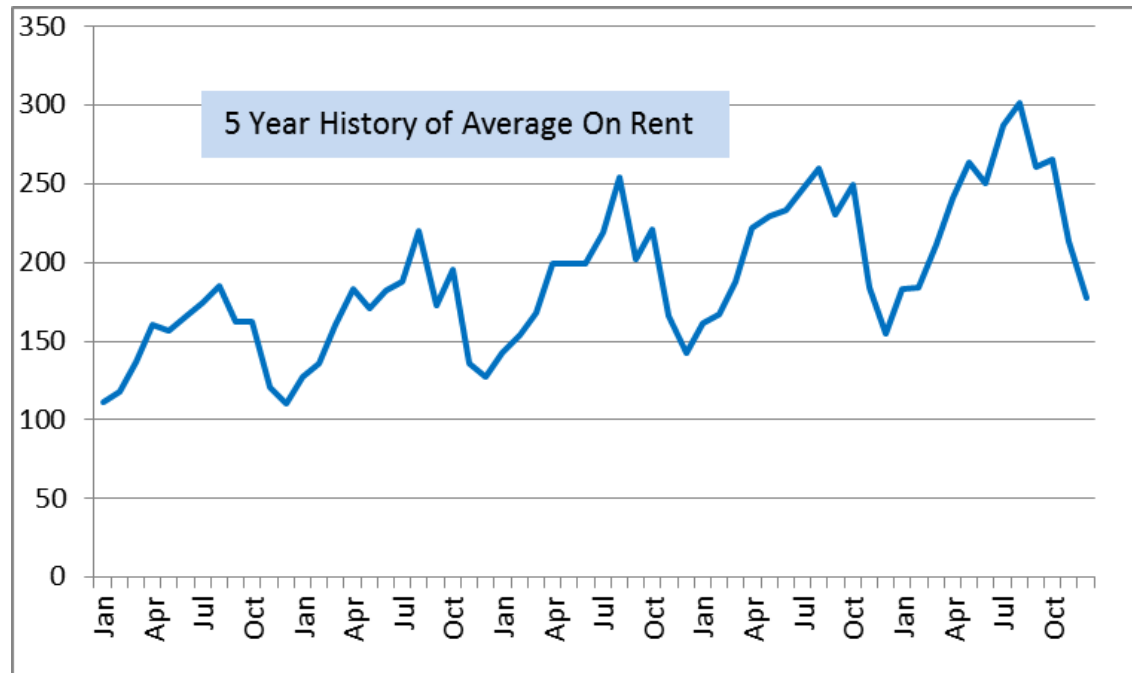
Rising Costs, Lower Values: How to Keep Fleet Costs in Check

How many vehicles do I need?



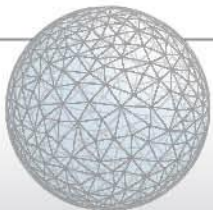
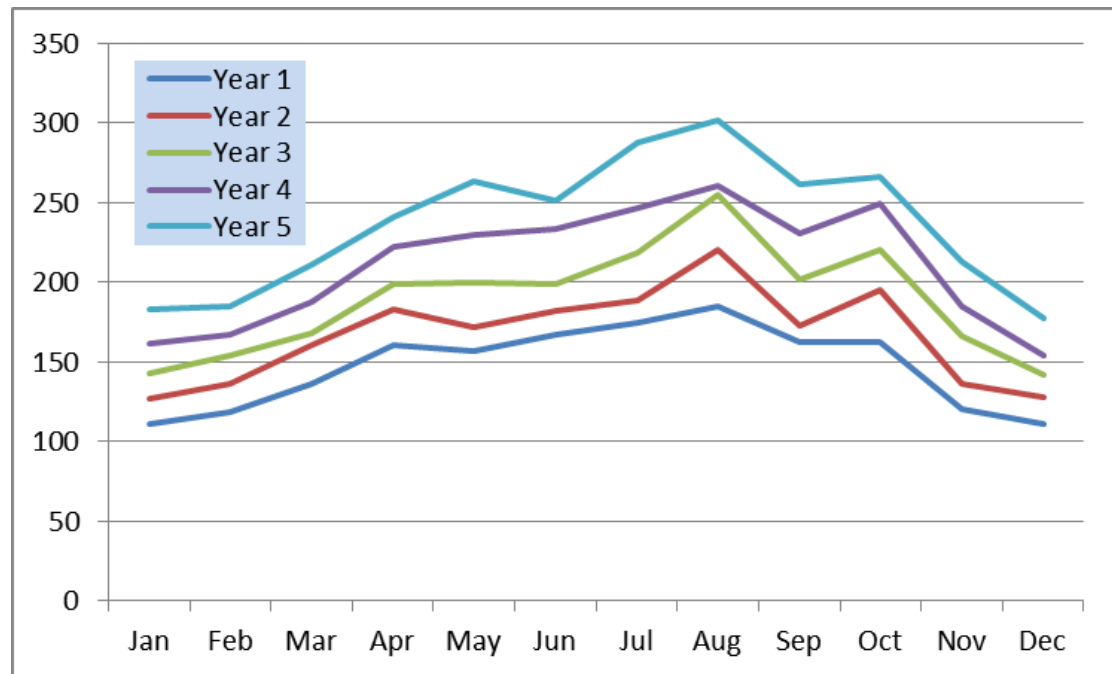
Rising Costs, Lower Values: How to Keep Fleet Costs in Check How Many Vehicles Do I Need?

- Ideal Situation – You have been in business a few years and have a history of rentals



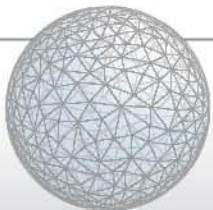
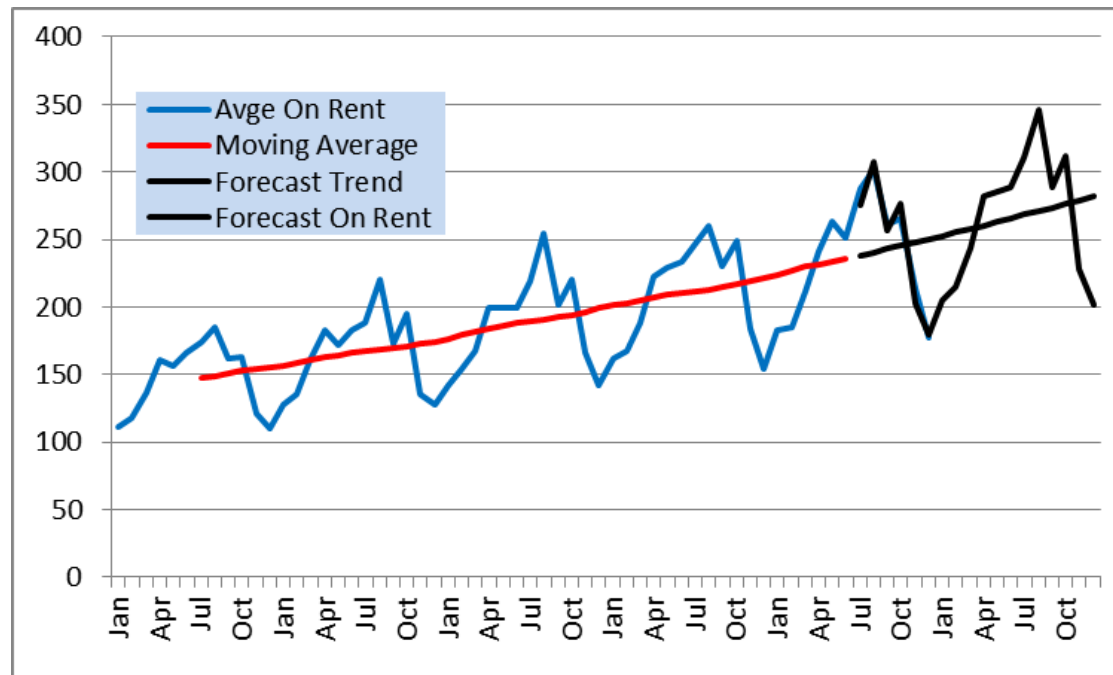
Rising Costs, Lower Values: How to Keep Fleet Costs in Check How Many Vehicles Do I Need?

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Rising Costs, Lower Values: How to Keep Fleet Costs in Check How Many Vehicles Do I Need?

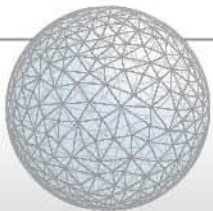
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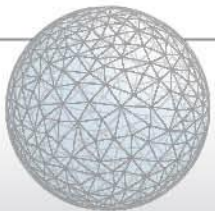
If you are a startup or new business and don't have years of history:

- Estimate your competition's fleet size (3 or 4 times the most you ever see)
- Look at your airport's car rental revenue (by law, it is available). Estimate the market share you will get, divide that revenue by \$900 or \$1000 to give you a rough idea of vehicles needed by month.
- Guess, but start small and build as you need to



Rising Costs, Lower Values: How to Keep Fleet Costs in Check How Many Vehicles Do I Need?

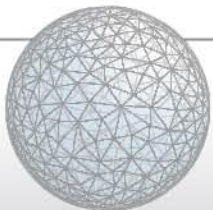
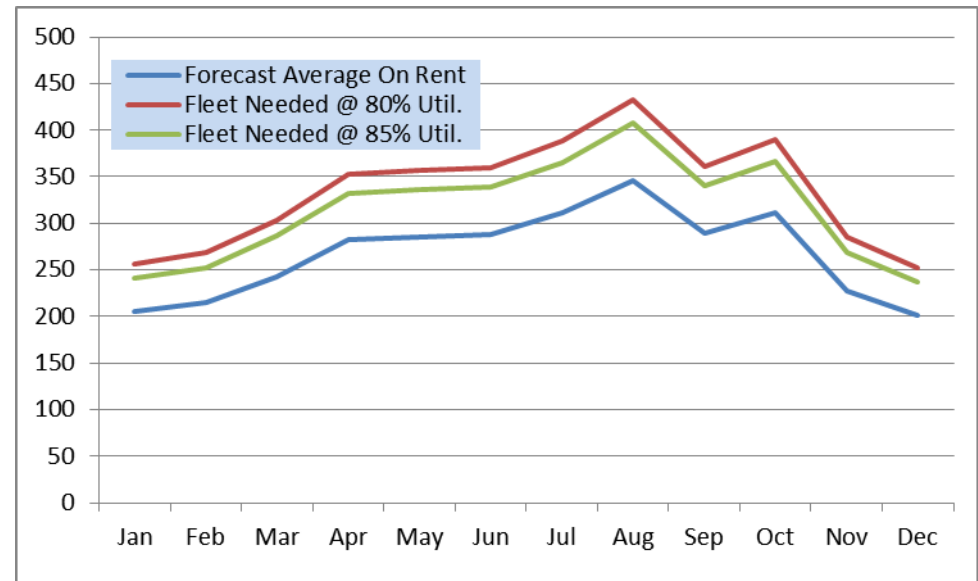
One way or another you need to estimate how many vehicles you can rent each month for at least a year ahead.



Rising Costs, Lower Values: How to Keep Fleet Costs in Check How Many Vehicles Do I Need?

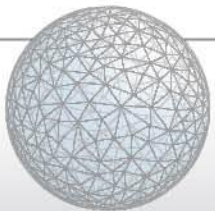
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Forecast Average On Rent	205	215	243	282	286	288	311	346	289	311	228	202
Fleet Needed @ 80% Util.	257	268	304	353	357	360	389	433	361	389	285	252
Fleet Needed @ 85% Util.	241	252	286	332	336	339	366	407	340	366	268	237

- Divide estimated average on rent by utilization target (80% or 85%).
- At 85%, need 407 in August and 237 in December.
- Don't have to fleet up for peaks, raise the rates instead.



Rising Costs, Lower Values: How to Keep Fleet Costs in Check

What Fleet Mix Do I Need?

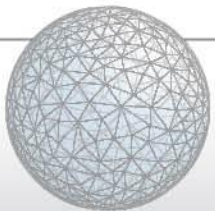


Rising Costs, Lower Values: How to Keep Fleet Costs in Check What Fleet Mix Do I Need?



ECAR, CCAR, ICAR

- ECAR and CCAR might be 1/3 to 1/2 of your reservations. There are almost never deals for ECARs – CCARs will probably be cheaper – but if you have no ECARs you will have a hard time getting upgrades.
- ICARs might be 20% to 30% of your reservations and are the bread and butter of corporate business. They are a good vehicle to upgrade into.

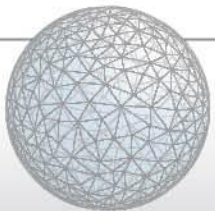


Rising Costs, Lower Values: How to Keep Fleet Costs in Check What Fleet Mix Do I Need?



Full Size, Premium and Luxury

- Probably limited demand for these, depending on your customer base.
- Generally, the higher rate more than covers the extra cost --
- As long as you can keep them rolling.
- There is a place for them in your fleet **if the deal is right**, but not too many!

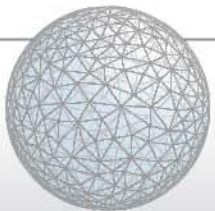


Rising Costs, Lower Values: How to Keep Fleet Costs in Check What Fleet Mix Do I Need?

Minivans, Trucks and SUVs



- You probably should overweight this segment because there are often good deals available and they are very versatile.
- A family or small group with luggage often won't fit into their reserved vehicle and will need one.
- You can use them for almost any reservation.

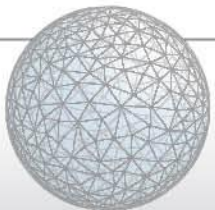


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Seasonal and Specialty Vehicles

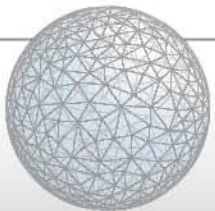
- Convertibles, SUVs in ski season, 15 Passenger vans, cargo vans, pickups, etc.
- These types of vehicles can be very lucrative, but it takes time to recognize an underserved niche and develop it.
- Start small – maybe a couple of vehicles – and build.
- Thrifty SF ran 150 15 pax vans with \$4000 RPU when cars were averaging \$800



Rising Costs, Lower Values: How to Keep Fleet Costs in Check

If you have history of rentals by vehicle class:

- What is the RPU compared to the cost?
- Don't just look at RPU
- $RPU = Rate \times Utilization$
- If rate is good, with low utilization, buy fewer this year
- If utilization is high for the class, buy more.
- If rate doesn't justify the vehicle cost, buy fewer or none.

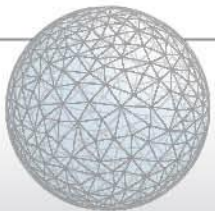


Rising Costs, Lower Values: How to Keep Fleet Costs in Check

How Many Vehicles Do I Need?

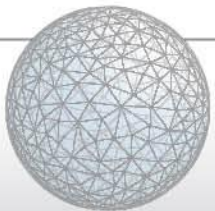
Jim's Rules of Fleet Planning:

- There is nothing wrong with being underfleeted.
- It is better to be underfleeted than overfleeted.
- If I am underfleeted I will just raise my rates!
- Nobody went broke by being underfleeted



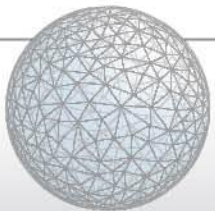
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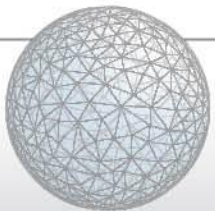
- Buy to Sell, not to Rent
- Key Measurement – What it costs to hold each make and model
- Some examples of great deals in the recent past



Rising Costs, Lower Values: How to Keep Fleet Costs in Check

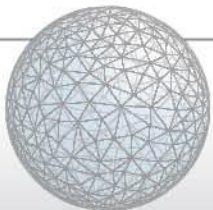
Best Car You Can Buy by Class:

- Economy
- Compact
- Mid-size
- Full/Luxury
- SUV
- Minivan
- Trucks
- Others



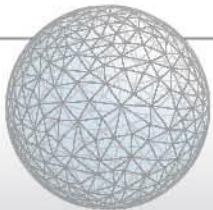
Rising Costs, Lower Values: How to Keep Fleet Costs in Check

- DO YOUR HOMEWORK
- The true cost of holding
- Set a goal of \$300 or less
- I used to run at \$225/month “all-in”,
depreciating at 1.86%/month



Rising Costs, Lower Values: How to Keep Fleet Costs in Check

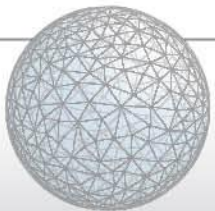
Joe Lyons – Marple Fleet Leasing



Fleeting With Almost New Vehicles

Purchase or Leasing

- Why used in your fleet?
- Values on used cars have dropped, increasing hold costs for most vehicles

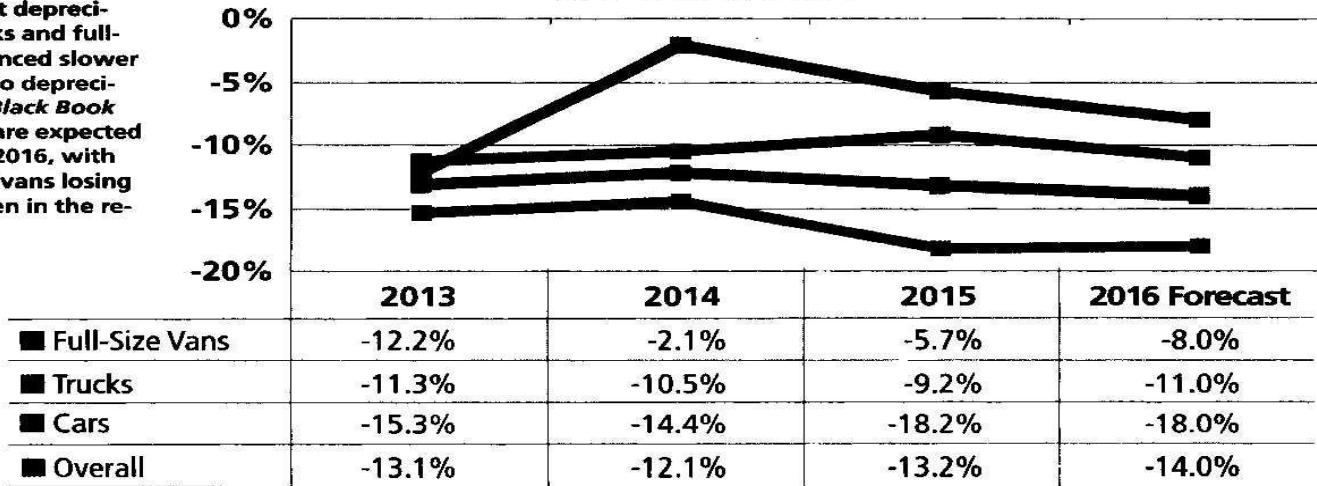


Depreciation Trends

depreciation trends

The car segment experienced the highest depreciation, while trucks and full-size vans experienced slower rates, according to depreciation data from *Black Book USA*. The trends are expected to continue into 2016, with the possibility of vans losing their strength seen in the recent years.

YEAR-OVER-YEAR DEPRECIATION TRENDS & FORECAST



SOURCE: BLACK BOOK USA

segment. In addition to front-end pricing, the list of standard equipment continues to increase and the quality of products has improved, resulting in vehicles that tend to last longer.

miles took a very slight dip in 2014 for light-truck segments, but, for the most part, have remained almost exactly the same. "In 2013, the average annual mileage for light-truck segments was 15,000 miles, which is a slight increase from 14,800 miles in 2012."

cles, it has held steady for small and mid-size SUVs," Langmandel said.

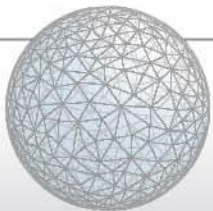
Reviewing the minivan segment, mileage trends have been steady for several years, with an average of 15,000 miles per year.



Fleeting With Almost New Vehicles

Purchase or Leasing

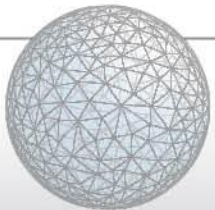
- You will need to increase depreciation or hold cars longer to own units to sell into softer wholesale market.
- What has caused the market decline?



Fleeting With Almost New Vehicles

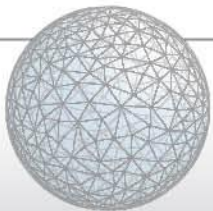
Purchase or Leasing

- 2009 Vehicle production was 10.5m units
- 2015 Vehicle production was 17.5m units
- That is a 7,000,000 increase in 6 years



Fleeting With Almost New Vehicles Purchase or Leasing

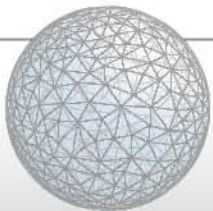
- 2009 1.1m vehicles went to RAC sales
- 2015 1.7m vehicles went to RAC sales
- That's 600,000 more vehicles into RAC service



Fleeting With Almost New Vehicles

Purchase or Leasing

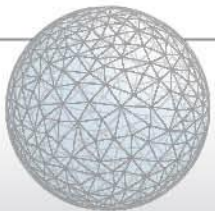
- Used RAC sales
- 2010 1.275m units
- 2015 1.85m units
- *Source: Manheim/ ARN*



Fleeting With Almost New Vehicles

Purchase or Leasing

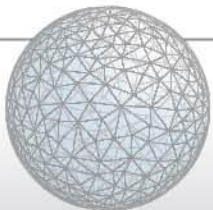
- Manufacturer Lease returns estimated to be 800,000 units for 2016 (with pull ahead more)
- Pull ahead is a term that manufacturers use when they offer a lessee the option to opt out of a lease early if they re-lease with them . A ploy to move slow moving product.



Fleeting With Almost New Vehicles

Purchase or Leasing

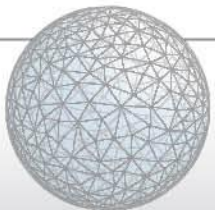
- During the period of 2009-2014 there were fewer lease returns with the manufacturers departure from leasing due to industry crash.
- The basic source of 1 and 2 year old used cars during that period was rental volume.



Fleeting With Almost New Vehicles

Purchase or Leasing

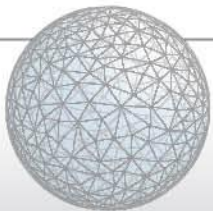
- During 2010-2014 we saw strong prices even with higher mileage units due to limited new car availability to our industry and the market in general.
- Our industry benefited from the demand, but now lease return volumes and plenty of new cars and low price leases have weakened the market.



Fleeting With Almost New Vehicles

Purchase or Leasing

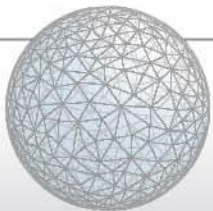
- A weaker wholesale market will require new ways to stay competitive and manage costs.
- Could a vehicle monthly cost savings of \$40-\$100 be the answer?



Fleeting With Almost New Vehicles

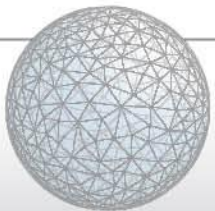
Purchase or Leasing

- How to overcome this used car market price shift (Article-"Fleeting With Used" ARN July 2014)
- Buying or leasing slightly used vehicles.
- Lower acquisition cost.
-



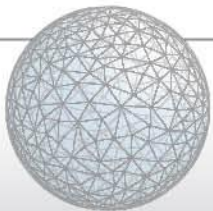
Fleeting With Almost New Vehicles Purchase or Leasing

- Better depreciation (let someone else take the big 1st year hit 25% or more).
- They have the condition and look: same as new.
- If a new model has bugs let someone else handle those issues and the down time.



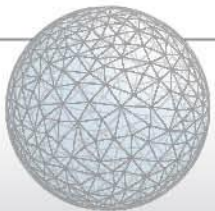
Fleeting With Almost New Vehicles Purchase or Leasing

- Where to get these cars, auctions and factory sales – See ARN Article “How to Buy from Your Local Dealers” – 2014 Handbook
- Reduced depreciation in the second and third years of ownership



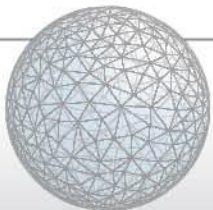
Fleeting With Almost New Vehicles Purchase or Leasing

- Lower payments for your cars
- Really helpful in competitive markets and replacement car rental business



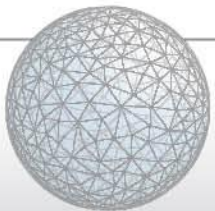
Fleeting With Almost New Vehicles Purchase or Leasing

- Here are some sample lease rates
- New 2016 Altima “S” \$499 per month
- Used 2015 Altima “S” \$389 per month
- New 2016 Sonata SE \$467 per month
- Used 2015 Sonata SE \$339 per month
- Used 2015 Elantra SE \$299 per month
- source: Marple Fleet Leasing 1/16



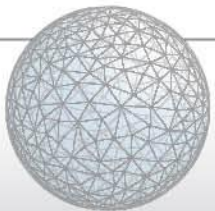
Fleeting With Almost New Vehicles Purchase or Leasing

- The cars must be safe, clean and with good body condition. You will need closer attention to overall condition, PM, tires & brakes. There will be some additional costs related to maintaining older units.



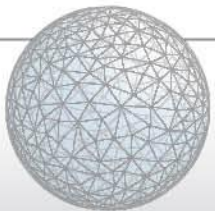
Fleeting With Almost New Vehicles Purchase or Leasing

- Warranties are longer these days
- Most cars are bumper to bumper for 3 years
36k miles
- Powertrain warranties 40-60k miles and some
are extendible



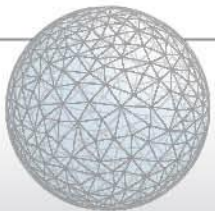
Fleeting With Almost New Vehicles Purchase or Leasing

- Most renter's personal cars have higher miles
(The average car on the road is 11 years old)
- If your average renter owns a 3-5+ year old car
it could have a lot more mileage than your
rental.



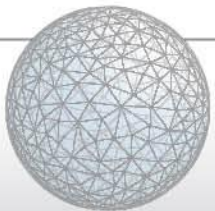
Fleeting With Almost New Vehicles Purchase or Leasing

- These little older, higher mileage cars could be easier to sell to new and used car dealers looking to stock their lots.
- Well maintained vehicles will put you in a different market and price point with less competition from the low cost lease rates of new vehicles.



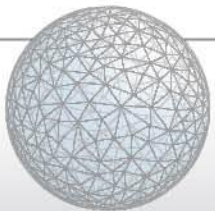
Remarketing Ideas

- Consider running your vehicles longer .
- Having a little older, higher mileage, well maintained vehicle will put you in a different market and price point with less competition from the low cost lease rates of new vehicles.



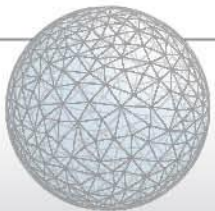
Remarketing Ideas

- These cars should be easier to sell to new and used car dealers looking to balance stock on their lots. Especially dealers doing sub-prime business or buy here pay here.



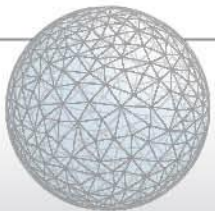
Remarketing Ideas

- Develop a relationship with a few of your local dealerships; they are always looking for used cars with good history. Many dealerships may even need your services for replacement car rentals (for shop and recall service). Selling direct saves auction fees increasing your net recovery.



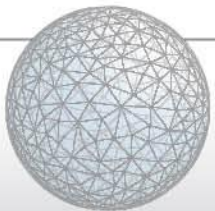
Remarketing Ideas

- Many dealerships have buying centers at their stores.
- I have a client who takes some of his retired units to a major car seller (Car Max) often selling them saving auction fees and much time.



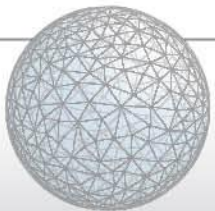
Remarketing Ideas

- If you are doing any local market or replacement rentals, be sure to let renters know the car they are driving (or similar vehicles) may be available for sale at your office.
- Check your local DMV for details and requirements; remember to know all disclosure laws State and Federal.

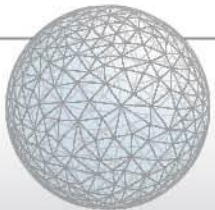


Remarketing-Retail

- Some RACs have even developed retail sales outlets (selling cars at lower retail market pricing) and tapping into higher returns on vehicle sales. (see article “Fleeting With Used” in ARN July/Aug 2014)



Remarketing- Retail



INTERNATIONAL
Car Rental
SHOW

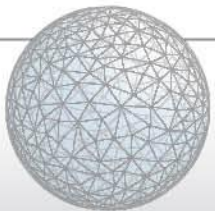
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Remarketing -Retail

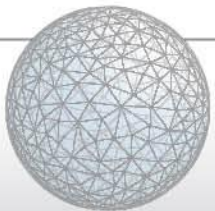


Denise



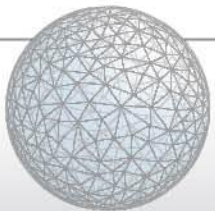
Remarketing - Retail

- Denise Borchheit, fleet sales manager, steps into a used vehicle for sale on the Kulp Car Rentals & Sales lot. By selling cars retail, Kulp realizes returns of \$1,000 to \$1,500 or greater per unit than selling at auction.



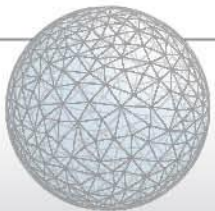
Remarketing-Retail

- The advantage you have selling into the retail market: you can provide service history.
- You can offer the buyer a 2-3 day test drive (they can rent it, try it before they buy) no pressure.



Remarketing- Retail

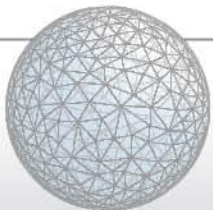
- Want to tap into the retail but don't want the burden?
- There are dealerships that take cars on consignment where a fee is charged to complete the transaction. (Cars Lotz) Be sure you are protected and do the research.





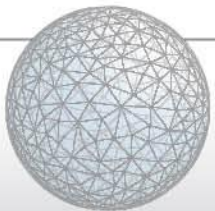
Shawn Concannon

Senior VP, Sales & Business Development



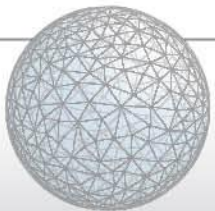
Tracking

- Tracking is critical to determining your fleet costs
- You can't improve what you don't know
- Variety of components
- Measuring your KPI's
- Profit



Tracking Components

- Fleet Expense
 - Maintenance
 - Damage
 - Fuel consumption
 - Depreciation
 - Financing
- KPI's
- Unit Revenue
- Fleet Mix



Maintenance

Sample

Main Misc

Unit Master Table

Unit Number	* TSD-902	Current Location	TSD01	Depn Type	Declining Balance		
VIN	* 4T4BF1FK4ER351467	Owning Location	TSD01	Depn Start Date	10/21/2015	Depn End Date	
Alt Number		Current Status	READY	Depn Rate	1.50%	Monthly Depn Amount	286.70
Year / Make	* 2016 TOYOTA	Current Sub Status		Accumulated Depn	1173.27	Net Book Value	18826.73
Class	FCAR	Current Mileage	6352	Depn Type 2	Straight Line		
Model	* CAMRY	Current Fuel	3/4	Depn Start Date 2		Depn End Date 2	
Body	4DR	In Service Date	* 10/21/2015	Depn Rate 2	0.00%	Monthly Depn Amount 2	0.00
Exterior Color	SILVER	In Service Miles	0	Accumulated Depn 2	0.00	Net Book Value 2	20000.00
Interior Color		Out Service Date		RFID Tag Number	* 10104		
Plate / State	* CRN-0114 TX	Out Service Miles	0	Emissions Expiration	09/30/2016		
Plate Expires	09/30/2016	Unit Gross Cost	20000.00	Material Deductible %	0.00%		
Sticker Expires	09/30/2016	Total Reductions	0.00	Theft Deductible %	0.00%		
Key Code		Unit Net Cost	20000.00				
Fleet Type	NORMAL RENTAL FLEET	Residual Value	8000.00				
Hard Hold	<input checked="" type="checkbox"/>	Purchase Type	Program				
Turn Back Date	10/21/2017	Ordering Dealership					
Turn Back Miles	0	Drop Ship Dealer					
Turn Back Program		Purchase Date	10/21/2015				

Details

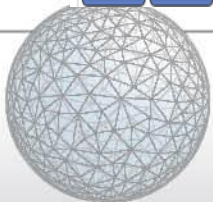
Cancel Save Copy Change # **Service Intervals** Options Misc. Unit Hub Repair Orders Import Delete

Sample

Unit Service Intervals

OIL CHANGE Miles	29389
OIL CHANGE Date	05/04/2016
TIRE ROTATION Miles	29389
TIRE ROTATION Date	05/04/2016
TUNE UP Miles	0
TUNE UP Date	
BRAKE SERVICE Miles	28282
BRAKE SERVICE Date	04/08/2016

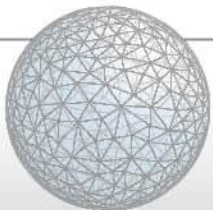
Save Close Window



Maintenance Reports

Sample

Maintenance Due														
Units Subtotal By Current Location														
COMPANY NAME		TSD CAR RENTALS						Run at: TSD01						
RUN DATE		06/12/2015 04:12 PM						Run by: STEPHANIE LYNN						
SORT METHOD		UNIT NUMBER						Page #						
PROJECTED MILES		0 MILES												
LOCATION(S)		TSD01												
Unit #	Year/Model	Plate	Vin #	Class	CURRENT			Service	PREVIOUS SERVICE		SINCE LAST SERVICE		Miles Over	ServType
					Status	Loc	Miles	Interval	Date	Miles	Days	Miles		
TSD CAR RENTALS														
TSD-901	2014 COROLLA	CRR-0709	EP017724	ICAR	READY	TSD01	7560	5000	10/14/2013	0	606*	7560	2560	OIL CHANGE
TSD-901	2014 COROLLA	CRR-0709	EP017724	ICAR	READY	TSD01	7560	5000	10/14/2013	0	606*	7560	2560	TIRE ROTATION
TSD-902	2014 CAMRY	CRN-0114	ER351467	FCAR	READY	TSD01	6352	5000	10/21/2013	0	599*	6352	1352	OIL CHANGE
TSD-902	2014 CAMRY	CRN-0114	ER351467	FCAR	READY	TSD01	6352	5000	10/21/2013	0	599*	6352	1352	TIRE ROTATION
TSD-903	2014 CAMRY	CRN-0112	ER352722	FCAR	On Rent (TSD01-35135)	TSD01	12453	5000	10/21/2013	0	599*	12453	7453	OIL CHANGE
TSD-903	2014 CAMRY	CRN-0112	ER352722	FCAR	On Rent (TSD01-35135)	TSD01	12453	5000	10/21/2013	0	599*	12453	7453	TIRE ROTATION
TSD-904	2014 CAMRY	CRN-0113	ER351536	FCAR	STATUS 4	TSD01	7035	5000	10/21/2013	0	599*	7035	2035	OIL CHANGE
TSD-904	2014 CAMRY	CRN-0113	ER351536	FCAR	STATUS 4	TSD01	7035	5000	10/21/2013	0	599*	7035	2035	TIRE ROTATION
TSD-905	2013 SIENNA	CRN-0118	DS389825	MVA N	READY	TSD01	15813	5000	01/04/2013	10803	889	5010	10	OIL CHANGE
TSD-905	2013 SIENNA	CRN-0118	DS389825	MVA N	READY	TSD01	15813	5000	01/04/2013	10803	889	5010	10	TIRE ROTATION
TSD-910	2014 CAMRY	CRN-011	ER348463	FCAR	Non-Rev. Transfer (TSD01- TSD01)	TSD01	13879	5000	01/03/2014	5656	525	8223	3223	OIL CHANGE
TSD-910	2014 CAMRY	CRN-011	ER348463	FCAR	Non-Rev. Transfer (TSD01- TSD01)	TSD01	13879	5000	01/03/2014	5656	525	8223	3223	TIRE ROTATION
TSD-915	2014 CAMRY	CTN-4222	ER351600	FCAR	READY	TSD01	6345	5000	10/25/2013	0	595*	6345	1345	OIL CHANGE
TSD-915	2014 CAMRY	CTN-4222	ER351600	FCAR	READY	TSD01	6345	5000	10/25/2013	0	595*	6345	1345	TIRE ROTATION
TSD CAR RENTALS: 112														



Damage

Unit Damage for Unit # TSD-327

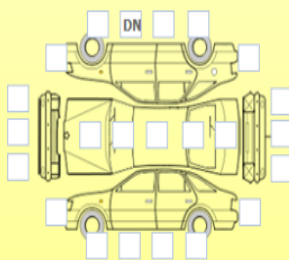
Unit #	Claim #	Creation Date	Status	Entered By	Description
TSD-327	24	02/17/2012 12:34 PM	Closed	SARA BURGESS	SCRATCH ON DOOR
TSD-327	37	07/17/2012 03:01 PM	Open	SARA BURGESS	DENT ON DOOR

Page 1 of 1, items 1 to 2 of 2.

Unit Number * TSD-327 Claim # * 24 Closed Last Edit SARA BURGESS 07/17/2012 03:04 PM

Description * SCRATCH ON DOOR

TEST



No records to display.

Page 1 of 1, items 0 to 0 of 0.

Add Attachment

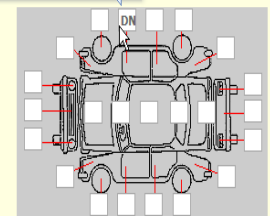
Save Add New Report Claim

Code
DENT

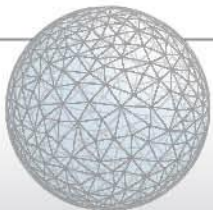
Details
DENT ON DOOR FROM ACCIDENT

Closed

Last Edit SARA BURGESS 07/17/2012 03:04 PM



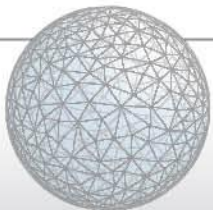
Page 1 of 1, items 0 to 0 of 0.



Damage Reporting

Sample

<u>Unit Damage</u>					
All Damage - Selected Unit					
COMPANY NAME :	TSD RENT A CAR			Run at :	TSD
RUN DATE :	06/17/2015 09:05:00 AM			Run by :	SARA BURGESS
FROM :	5/1/2015				
TO :	6/30/2015				Page # : 1
SORT METHOD :	UNIT NUMBER				
LOCATION :	TSD				
Unit #	Claim #	Status	Create Date	Entered By	Last Edit/Closed Date
TSD-288	17	Open	05/15/2015 01:31 PM	BURGESS, SARA M	SARA BURGESS 05/17/2015 03:29 PM
DESCRIPTION : DENT					
NOTES : BANGED DOOR WHILE PARKING					
DAMAGES : DENT - DENT ON DRIVER DOOR					
TSD-288	21	Open	06/02/2015 10:54 AM	MILLMAN, ERIC	ERIC MILLMAN 06/05/2015 12:54 PM
DESCRIPTION : DAMAGE TO TRUNK					
NOTES : TREE BRANCH FELL ON TRUNK					
DAMAGES : DENT - LARGE DENT IN TRUNK					
TSD-288	34	Open	06/12/2015 10:15 PM	GAINES, JEFFREY	JEFFREY GAINES 06/15/2015 04:16 PM
DESCRIPTION : DAMAGE TO HEADLIGHT					
NOTES : HIT TELEPHONE POLE					
DAMAGES : LT - BROKEN HEADLIGHT					
LOCATION TSD: 3					
TOTAL UNITS : 3					



Fuel Consumption

Sample

Fuel Table

Location: TSD01 - TSD CAR RENTALS

Grade: PREMIUM

As Of: 9/22/2013

Price Out: 3.99

Price In: 7.00

Include Expired

Location	Grade	Price Out	Price In	As Of	
TSD01	MID-GRADE	3.500	7.000	09/17/2013	X
TSD01	PREMIUM	3.990	7.000	09/22/2013	X
TSD01	REGULAR	3.000	5.000	09/22/2013	X
TSD02	MID-GRADE	3.500	7.000	09/22/2013	X
TSD02	PREMIUM	3.990	7.000	09/22/2013	X
TSD02	REGULAR	3.000	5.000	09/22/2013	X

Page 1 of 1, Items 1 to 6 of 6.

Save New

Main Model Year

Model Table

Vehicle Make: TOYOTA

Vehicle Class: ICAR Alt Class: D1

Model Description: COROLLA

Minimum Age: 16 Active

Per Hour Charge: 0.00

Tank Size: 13.20 Miles Per Gallon 32.50

Energy Label: Emission Level: 0

Fuel Type: REGULAR

Product Type: LONG TERM

Maintenance Intervals (Miles) One Time

OIL CHANGE: 5000

TIRE ROTATION: 5000

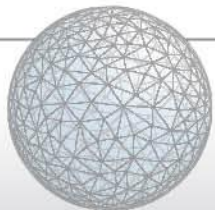
TUNE UP: 0

BRAKE SERVICE: 0

Class	Alt Class	Make	Model	Active	
FCAR	D1	OLDSMOBILE	INTREGUE	<input checked="" type="checkbox"/>	X
CCAR	C2	PLYMOUTH	NEON	<input checked="" type="checkbox"/>	X
FCAR	D1	PONTIAC	BONNVILLE	<input checked="" type="checkbox"/>	X
FCAR	D1	PONTIAC	GRAND AM	<input checked="" type="checkbox"/>	X
ICAR	D1	PONTIAC	SUNFIRE	<input checked="" type="checkbox"/>	X
CCAR	C2	SATURN	SL2	<input checked="" type="checkbox"/>	X
SUV		TOYOTA	4 RUNNER	<input checked="" type="checkbox"/>	X
FCAR	D1	TOYOTA	CAMRY	<input checked="" type="checkbox"/>	X
ICAR	D1	TOYOTA	COROLLA	<input checked="" type="checkbox"/>	X
CCAR	C2	TOYOTA	ECHO	<input checked="" type="checkbox"/>	X
SUV		TOYOTA	RAV4	<input checked="" type="checkbox"/>	X
MVAN	M2	TOYOTA	SIENNA	<input checked="" type="checkbox"/>	X
TRUC		TOYOTA	TUNDRA	<input checked="" type="checkbox"/>	X
FCAR	D1	TOYOTA	VENZA	<input checked="" type="checkbox"/>	X
FCAR	D1	VOLKSWAGON	BUG	<input checked="" type="checkbox"/>	X
FCAR	D1	VOLKSWAGON	JETTA	<input checked="" type="checkbox"/>	X

Page 1 of 1, Items 1 to 55 of 55.

Save Clear / Add Damage Charges



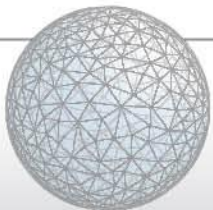
Depreciation

Sample

Main		Misc	
Unit Master Table			
Unit Number	* TSD-902	Current Location	TSD01
VIN	* 4T4BF1FK4ER351467	Owning Location	TSD01
Alt Number		Current Status	READY
Year / Make	* 2016 TOYOTA	Current Sub Status	
Class	FCAR	Current Mileage	6352
Model	* CAMRY	Current Fuel	3/4
Body	4DR	In Service Date	* 10/21/2015
Exterior Color	SILVER	In Service Miles	0
Interior Color		Out Service Date	
Plate / State	* CRN-0114 TX	Out Service Miles	0
Plate Expires	09/30/2016	Unit Gross Cost	20000.00
Sticker Expires	09/30/2016	Total Reductions	0.00
Key Code		Unit Net Cost	20000.00
Fleet Type	NORMAL RENTAL FLEET	Residual Value	8000.00
Hard Hold	<input checked="" type="checkbox"/>	Purchase Type	Program
Turn Back Date	10/21/2017	Ordering Dealership	
Turn Back Miles	0	Drop Ship Dealer	
Turn Back Program		Purchase Date	10/21/2015
Depn Type	Declining Balance	Depn Start Date	10/21/2015
Depn Rate	1.50%	Depn End Date	
Accumulated Depn	1173.27	Monthly Depn Amount	286.70
Net Book Value	18826.73	Depn Type 2	Straight Line
Depn Start Date 2		Depn End Date 2	
Depn Rate 2	0.00%	Monthly Depn Amount 2	0.00
Accumulated Depn 2	0.00	RFID Tag Number	* 10104
Net Book Value 2	20000.00	Emissions Expiration	09/30/2016
		Material Deductible %	0.00%
		Theft Deductible %	0.00%


[Details](#)

Cancel Save Copy Change # Service Intervals Options Misc. Unit Hub Repair Orders Import Delete



Unit Depreciation Details Sample

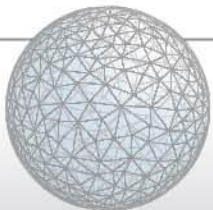
Unit Depreciation - TSD-249



Batch Number	Location	Status	Month	Monthly Amount	Accumulated Amount	Net Book Value
TSD-14	TSD	Posted	Nov 2009	212.57	1565.69	13434.31
TSD-15	TSD	Posted	Dec 2009	208.85	1774.54	13225.46
TSD-16	TSD	Posted	Jan 2010	205.20	1979.74	13020.26
TSD-17	TSD	Posted	Feb 2010	201.60	2181.34	12818.66
TSD-18	TSD	Posted	Mar 2010	198.08	2379.42	12620.58
TSD-19	TSD	Posted	Apr 2010	194.61	2574.03	12425.97
TSD-20	TSD	Posted	May 2010	191.20	2765.23	12234.77
TSD-21	TSD	Posted	Jun 2010	187.86	2953.09	12046.91
TSD-22	TSD	Posted	Jul 2010	184.57	3137.66	11862.34
TSD-23	TSD	Posted	Aug 2010	181.34	3319.00	11681.00
TSD-24	TSD	Posted	Sep 2010	178.17	3497.17	11502.83
TSD-25	TSD	Posted	Oct 2010	175.05	3672.22	11327.78
TSD-26	TSD	Posted	Nov 2010	171.99	3844.21	11155.79
TSD-27	TSD	Posted	Dec 2010	168.98	4013.19	10986.81
TSD-28	TSD	Posted	Jan 2011	166.02	4179.21	10820.79
TSD-29	TSD	Posted	Feb 2011	163.11	4342.32	10657.68
TSD-30	TSD	Posted	Mar 2011	160.26	4502.58	10497.42
TSD-31	TSD	Posted	Apr 2011	157.45	4660.03	10339.97
TSD-32	TSD	Pending	May 2011	154.70	4814.73	10185.27
		Projected	Jun 2011	151.99	4966.72	10033.28

Page 1 of 1, items 1 to 26 of 26.

Export Cancel



Fleet Depreciation Report

Fleet Depreciation

Schedule: 1

COMPANY NAME : TSD CAR RENTALS
 RUN DATE : January 15, 2014
 TO : 01/15/2014
 SORT METHOD : Unit Number

Run at : TSD
 Run by : JULIE SAMPSON

Page # : 1

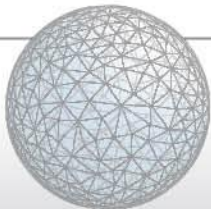
Region: NE

Area: MA

Location: TSD RENT A CAR




Unit #	Loc	Vin #	Year	Model	Mileage	Status	Type	Purchase	In Service	Depreciation		Net Cost	Rebates	Depreciation				NetBook Value	Current Period
								Date	Date	Rate	Start			Days	Months	Per Mo	Accum		
1008	TSD	65464654	2013	CAMRY	8560	10	Program	04/05/2013	2.50	04/05/2013	22000.00	0.00	286	9	175.00	1575.00	20425.00	175.00	
1027	TSD	6W696329	2013	ALTIMA	7920	10	Program	05/20/2013	3.00	05/20/2013	19500.00	500.00	241	8	225.00	1800.00	17700.00	225.00	
1031	TSD	6W704167	2013	ALTIMA	8822	0	Program	06/06/2013	3.00	06/06/2013	19500.00	500.00	224	7	225.00	1575.00	17925.00	225.00	
1041	TSD	7W617470	2012	CAMRY	6000	30	Program	08/24/2012	2.50	08/24/2012	21000.00	0.00	510	17	175.00	2975.00	18025.00	175.00	
1042	TSD	7W617759	2013	CRUZE	6500	10	Program	08/21/2012	2.50	08/21/2012	17000.00	0.00	513	17	137.50	2337.50	14662.50	137.50	
1043	TSD	7W620936	2012	FUSION	1500	0	Program	09/07/2012	2.50	09/07/2012	18750.00	0.00	496	16	168.75	2700.00	16050.00	168.75	
1045	TSD	7W624616	2013	FUSION	3613	30	Program	09/07/2013	2.50	09/07/2013	18750.00	0.00	131	4	168.75	675.00	18075.00	168.75	
1050	TSD	7W618649	2013	CAMRY	8817	0	Program	08/25/2013	2.75	08/25/2013	22000.00	500.00	144	5	192.50	962.50	21037.50	192.50	
1051	TSD	7W619571	2012	CRUZE	9420	20	Program	08/25/2012	2.75	08/25/2012	17000.00	0.00	509	17	151.25	2571.25	14428.75	151.25	
1053	TSD	7W623170	2014	FUSION	368	10	Program	01/11/2014	2.50	01/11/2014	18600.00	0.00	5	0	165.00	0.00	18600.00	165.00	
Records For Location TSD - TSD CAR RENTALS: 10								Totals:			194100.00	1500.00	3059	100	1783.75	17171.25	176928.75	1783.75	
Records For MA: 10								Totals:			194100.00	1500.00	3059	100	1783.75	17171.25	176928.75	1783.75	
Records For NE: 10								Totals:			194100.00	1500.00	3059	100	1783.75	17171.25	176928.75	1783.75	
Total Records 10								Grand Total:			194100.00	1500.00	3059	100	1783.75	17171.25	176928.75	1783.75	



Financing

Main Misc

Unit Master Table - TSD-916

Finance Source: NATIONAL AUTO FINANCING 

Loan Number: 001537285

Finance Start Date: 01/15/2015

Amount Financed: 22500.00

Finance Rate: 1.00%

Finance Periods: 48

Principal Reduction Rate: 1.50%

Amortization Type: Level Constant Payments - Begin Mode

Net Principal: 19514.30

Monthly Principal Payment: 0.00

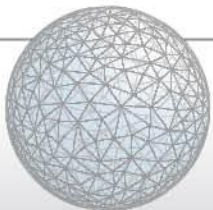
Monthly Insurance Cost: 0.00

Physical Damage Coverage Required?

Liability Coverage Required?

PO Number:

Cancel Save Copy Change # Service Intervals Options Misc. Unit Hub Repair Orders Import Delete




Fleet Finance Source Payoffs

Sample

Fleet Finance Source Payoffs

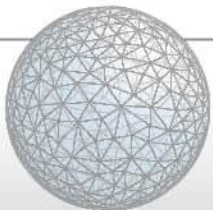
Locations

TSD - TSD RENT A CAR



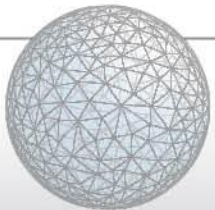
Unit #	Vin	Payoff Amount	Monthly Principal Amount	Next Payment Balance	Finance Source	Loan #	Make	Model	Status
TSD-224	1NXBU40E59Z103089	7450.00	202.00	7248.00	TRI-STATE BANK		TOYOTA	COROLLA	On Rent (TSD-9121)
TSD-250	4T1BE46K79U870498	9202.00	211.00	8991.00	TRI-STATE BANK		TOYOTA	CAMRY	On Rent (TSD-9243)
TSD-251	4T1BE46K39U356857	7084.00	162.00	6922.00	NATIONAL AUTO FINANCING		TOYOTA	CAMRY	On Rent (TSD-9211)
TSD-303	1NXBU4EE7AZ283897	10740.00	160.00	10580.00	NATIONAL AUTO FINANCING		TOYOTA	COROLLA	On Rent (TSD-9044)
TSD-309	1NXBU4EE8AZ286596	10690.00	210.00	10480.00	NATIONAL AUTO FINANCING		TOYOTA	COROLLA	On Rent (TSD-9117)
TSD-310	1NXBU4EE3AZ284299	10679.00	211.00	10468.00	NATIONAL AUTO FINANCING		TOYOTA	COROLLA	NEEDS CLEANING
TOTAL		55845.00	1156.00	54689.00					

Page 1 of 1, items 1 to 6 of 6.



Key Performance Indicators (KPI's)

- Utilization
- Daily Dollar Average
- Revenue
- Revenue per Unit



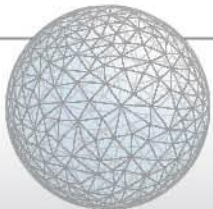
Unit Revenue Detail

Unit Revenue - Detail

*Contract includes AR adjustment(s)

Company Name TSD RENT A CAR
 Run Date : 6/20/2015 09:45 AM
 Sort Method : Class
 Date Range : From: 05/19/2015 To: 06/19/2015

CONTRACT #	CUSTOMER	CLASS	MILEAGE	# RAS	# DAYS	AVG. LOR	Rate Charge	Mileage Charge	Late Charge	Fuel Charge	Prepaid Fuel	SALES TAX	MUNICIPAL TAX	Time & Mileage	Total	Avg Daily Rate
UNIT # : 365R																
CCAR 2014 CIVIC																
002781	GLICK, SIMON		370		3		76.35	0.00	0.00	3.71	0.00	8.01	0.00	76.35	89.99	25.45
002874	WELL, CHRIS		1,752		39		975.00	0.00	0.00	0.00	0.00	97.51	0.00	975.00	1,150.50	25.00
TOTALS :			2,112	2	42	21.00	1,051.35	0.00	0.00	3.71	0.00	105.51	0.00	1,051.35	1,240.49	25.03
DAILY DOLLAR AVERAGE :							25.03	0.00	0.00	0.09	0.00	2.51	0.00	25.03	29.54	
UNIT # : 408R																
CCAR 2015 CIVIC																
002821	OLSEN, MICHAEL		2,160		15		381.75	0.00	0.00	0.00	0.00	38.18	0.00	381.75	449.93	25.45
002873	SMITH, MEGAN		690		10		345.50	0.00	0.00	0.00	0.00	34.55	0.00	345.50	400.05	25.45
TOTALS :			2,850	2	25	12.50	727.25	0.00	0.00	0.00	0.00	72.73	0.00	727.25	849.98	29.09
DAILY DOLLAR AVERAGE :							29.09	0.00	0.00	0.00	0.00	2.91	0.00	29.09	34.00	
UNIT # : 432R																
CCAR 2013 CIVIC																
002780	MAC, DARLENE		1,220		23		1,272.50	0.00	0.00	0.00	0.00	127.25	0.00	1,272.50	1,499.75	25.45
TOTALS :			1,220	1	23	23.00	1,272.50	0.00	0.00	0.00	0.00	127.25	0.00	1,272.50	1,499.75	25.45
DAILY DOLLAR AVERAGE :							25.45	0.00	0.00	0.00	0.00	2.55	0.00	25.45	30.00	
CCAR TOTAL :			6,182	5	90	36.50	3,060.25	0.00	0.00	3.71	0.00	305.49	0.00	3,051.10	3,590.22	79.57
DAILY DOLLAR AVERAGE :							79.57	0.00	0.00	0.09	0.00	7.97	0.00	79.57	93.54	
UNIT # : 388R																
MVAN 2014 CARAVAN																
002793	MILLER, CAROLINE		554		8		0.00	0.00	399.60	0.00				399.60	740.76	49.95
002859	MATTHEW, BRIAN		3,175		7		0.00	0.00	359.95	319.50				679.45	835.11	51.42
TOTALS :			3,729	2	15	7.50	0.00	0.00	759.55	319.50				1,079.05	1,575.87	71.94
DAILY DOLLAR AVERAGE :							0.00	0.00	50.64	21.30				71.94	105.06	



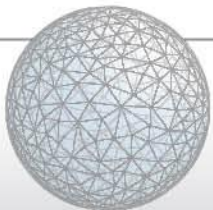
Estimated Profit & Loss Analysis – Detail (Page 1)

Samples

Main Body of Report

Estimated Profit and Loss Analysis - Detail															
Total Income does not include Taxes, Surcharge, Interest, Fuel and Breakout															
T&M Income does not include Late Charges															
Company Name :	TSD CAR RENTALS			Run at	TSD										
Run Date :	07/07/2014 04:54 PM			Run by	SARA KENNEALLY										
Date Range :	From:	06/01/2014		To:	06/30/2014										
Location: TSD - TSD CAR RENTALS															
UNIT #	YEAR	MODEL	# RAS	DAYS AVAIL	DAYS RENTED	Util%	Time & Mileage Income	Other Income	Total Income	Finance Expense	Insurance Expense	Depn Expense	Maint. Expense	Disposal Gain/Loss	
CLASS: ICAR															
1160 2014/ CAMRY															
TSD-49048			1		8		447.92	89.87	537.79						
TSD-49051			1		8		447.92	75.60	523.52						
TSD-49057			1		10		559.90	58.00	617.90						
1160		Total =	3	30	26	86.67%	1,455.74	223.47	1,679.21	23.00	60.00	200.00	30.00	0.00	
1161 2014/ OPTIMA															
TSD-49046			1		5		279.95	68.80	348.75						
TSD-49052			1		10		559.90	79.75	639.65						
TSD-49058			1		6		335.94	69.70	405.64						
1161		Total =	3	30	21	70.00%	1,175.79	218.25	1,394.04	23.00	60.00	200.00	30.00	0.00	
1168 2014/ ALTIMA															
TSD-49059			1		8		527.92	54.25	582.17						
TSD-49060			1		10		659.90	85.90	745.80						
1168		Total =	2	30	18	60.00%	1,187.82	140.15	1,327.97	21.00	55.00	175.00	0.00	0.00	
1169 2014/ SONATA															
TSD-49031			1		5		329.95	65.80	395.75						
TSD-49065			1		6		395.94	76.90	472.84						
TSD-49070			1		7		461.93	88.10	550.03						
TSD-49074			1		7		461.93	71.00	532.93						
1169		Total =	4	30	25	83.33%	1,649.75	301.80	1,951.55	21.00	55.00	175.00	0.00	0.00	
1175 2014/ FUSION															
TSD-49040			1		12		791.88	68.84	860.72						
TSD-49068			1		10		659.90	59.00	718.90						
1175		Total =	2	30	22	73.33%	1,451.78	127.84	1,579.62	21.00	55.00	175.00	0.00	0.00	
CLASS: ICAR		Total =	14	150	112	74.67%	6,920.88	1,011.51	7,932.39	109.00	285.00	925.00	60.00	0.00	
Location: TSD - TSD CAR RENTALS															
UNITS ANALYZED:			5	14	150	112	74.67%	6,920.88	1,011.51	7,932.39	109.00	285.00	925.00	60.00	0.00

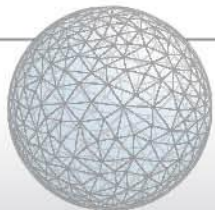
NOTE: Depreciation Expense is calculated by using the most recent depreciation date range.



Estimated Profit & Loss Analysis – Detail (Page 2)

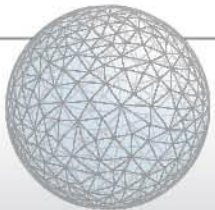
Report Summary:

<u>ADDED EXPENSES</u>		<u>ESTIMATED PROFITABILITY</u>	
1. HEAT	1,952.00	TOTAL INCOME :	7,932.39
2. INSURANCE	300.00	TOTAL ESTIMATED EXPENSE :	6,643.58
3. BUILDING SPACE RENTAL	900.00	SOLD PROCEEDS/LOSS :	0.00
4. SALARIES	2,075.00	ESTIMATED P & L :	1,288.81
5. UTILITIES	146.58		
6. ESTIMATED MONTHLY EXPENSE 6	0.00		
7. ESTIMATED MONTHLY EXPENSE 7	0.00		
8. ESTIMATED MONTHLY EXPENSE 8	0.00		
9. ESTIMATED MONTHLY EXPENSE 9	0.00		
10. ESTIMATED MONTHLY EXPENSE 10	0.00		
11. OTHER ESTIMATED MONTHLY EXPENSES	0.00		
<hr/>			
TOTAL ADDED EXPENSE :	5,373.58		
TOTAL FINANCE, INS, DEPN & MAINT EXPENSE :	1,270.00		
TOTAL ESTIMATED EXPENSE :	6,643.58		



Thank you!

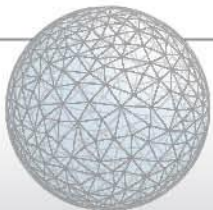
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Rising Costs, Lower Values: How to Keep Fleet Costs in Check

Feel free to email questions to:

- Jim Tennant – The Tennant Group
jim@tennantgroup.com
- Brad Meyer – Recent Hertz/Dollar/Thrifty Licensee, Consultant
b.meyer@thriftyindy.com
- Joe Lyons – Marple Fleet Leasing
joelyons@marplefleetleasing.com
- Shawn Concannon – TSD
sconcannon@tsdweb.com

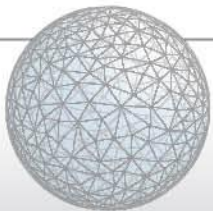


Rising Costs, Lower Values: How to Keep Fleet Costs in Check

This PowerPoint will be available on the Auto
Rental News web site

and on

www.TennantGroup.com



Rising Costs, Lower Values: How to Keep Fleet Costs in Check

Questions?

