



Leasing vs. Owning

Which Is Right For You?

WHETHER TO OWN YOUR FLEET OR LEASE IT CAN BE VITAL TO YOUR COMPANY'S SUCCESS.

Depending on company size, accounting requirements, tax benefits, residual risk, balance sheet treatment and other factors, Ryder services can be tailored to support a variety of financial needs.

Many companies still believe that owning and operating their own private fleet is cost and time-effective. But that can deplete working capital and leave your company with residual risk at the time of sale. On the other hand, leasing doesn't require a large capital investment that could be used for other business activities. But, you also have to consider how outsourcing will impact your customer service and satisfaction.

Your answers to these questions can help you make informed business decisions today to enhance your operations tomorrow:

- ▶ Can you afford the time and resources required to properly manage and control fleet costs?
- ▶ Are you up to date on new engine and transportation technologies?
- ▶ Do you manage your maintenance costs as a predictable monthly expense?
- ▶ Are you using capital for vehicles that could be better invested elsewhere?

Does your current transportation system:

- ▶ Minimize investment in equipment and provide an acceptable level of return on capital?
- ▶ Minimize vehicle downtime and provide superior service to your customers?
- ▶ Control maintenance-related expenses?
- ▶ Have the ability to handle today's or tomorrow's complex engine technologies?
- ▶ Have solid processes in place for vehicle inspections and preventive maintenance procedures?
- ▶ Have processes in place for safety, accident administration and insurance?
- ▶ Have vehicle licensing and tax reporting processes in place?
- ▶ Handle DOT/MTO Compliance, EPA and other regulatory mandates correctly?
- ▶ Have the flexibility to adjust to periods of peak demand?
- ▶ Have a procedure to handle breakdowns, emergency road service and repairs?
- ▶ Have a capacity to expand to new markets?

Leasing is a Value Added Strategy.

Leasing doesn't require working capital to support your fleet. In fact, it can help improve capital efficiency. But that's not the only reason to lease. Customer service is just as important. Partnering with a leasing company that demonstrates a commitment to excellence in customer service and satisfaction can help your company recognize the significant benefits of leasing.

A Single-Source Solution

Full Service Leasing is a comprehensive package that provides acquisition, management and disposal of vehicles. In addition to financing, it also provides vehicle specification and configuration, comprehensive maintenance, trained technicians using state-of-the-art technology, safety services, licensing, permitting, regulatory compliance reporting, optional fuel and insurance programs, and more.

Vehicle Specification and Configuration

From light to heavy duty, from one truck to an entire fleet, whatever you need, Ryder has the expertise to help with vehicle specification and configuration. Ryder currently services more than 180,000 commercial vehicles through more than 800 maintenance locations for our 14,000 customers in North America.

Comprehensive Maintenance

Maintenance is performed under contract to provide consistent service levels, cost control and predictability. Services include preventive maintenance, minor and major repairs, warranty work, and one monthly comprehensive invoice for all services, including rentals and fuel. All Ryder equipment and processes are in compliance with OSHA and other regulatory requirements, and the safety of drivers, employees, and technicians is always our highest priority.

State-Of-The-Art Technology

With diagnostic equipment for all electronic engines, components and “smart chips”, Ryder’s trained technicians can handle anything you require. Computerized scheduling, record keeping and billing make tracking costs easier than ever, and Ryder provides detailed cost analyses by ATA (American Trucking Association) code, along with key measurements in maintenance performance.

A Proven Track Record

Our long tenured, OEM factory-trained technicians allow us to service all major engine makes, including Cummins, Caterpillar, Detroit, International, Mack, and Isuzu. Our technicians receive continuous training on the latest engines, electronics and components, and are authorized to do most warranty work. We even have refrigeration specialists in most facilities to service Thermo King and Carrier vehicles.

Safety Services

A full array of safety programs like driver training, drug and alcohol testing and DOT/MTO Compliance consultation, are available from Ryder’s dedicated safety professionals.

Fuel Services

Fuel can be coordinated for on-site delivery, provided by Ryder at any of our more than 550 fueling locations across the U.S. and Canada, or purchased at various truck stops with a COM-DATA fuel card.

For information about
Leasing vs Owning in the U.S., call:
1-800-RYDER-OK Ext. 1759
(1-800-793-3765) Ext. 1759

In Canada, call:
1-800-BY-RYDER
(1-800-297-9337)

Or, visit us today at www.ryder.com

