



5 BUDGET FRIENDLY WAYS TO OPTIMIZE YOUR FLEET



NAVIGATING FLEET MANAGEMENT DURING TOUGH ECONOMIC TIMES

In today's challenging economic environment, businesses in HVAC, plumbing, and construction are feeling the impact of rising inflation and tightening budgets. The cost of materials, fuel, and labor continues to climb, making it more important than ever to manage operational expenses effectively—including fleet management.

So, what does a successful fleet management strategy look like in the face of financial uncertainty? Even as budgets tighten, HVAC, plumbing, and construction companies rely on their vehicles to keep jobs moving and projects on schedule. However, increasing costs and resource constraints make this a growing challenge. Efficient and cost-effective fleet management is now a necessity to sustain operations, optimize costs, and improve profitability.

How can businesses in these industries optimize their fleet management during tough economic times? Let us show you the way.

“Capital Lease Group is one of our most important partners. With Capital Lease focusing on buying and maintaining our cars and vans, we can focus on what we do best, helping individuals with disabilities lead full and satisfying lives. We're always trying to improve how we do business and when we want to research innovations in handicap vans, that can make them easier to drive, Capital Lease is the expert. While we're always looking for savings, and periodically look to see if buying our own fleet would be cheaper, we quickly come to the realization that the cost of maintenance, insurance, and the logistics of managing, buying, and selling vehicles makes leasing a good choice for us. The staff [at Capital Lease Group] go above and beyond to be responsive to our needs and to do whatever they can to support our mission.

BARBARA SALISBURY
CEO of MAB Community Services



RE-EVALUATE YOUR LEASE

Did you know that it might be possible to restructure your lease? As an independent company, we have the flexibility to make changes that the big leasing companies won't even consider.

Perhaps you are facing budget challenges, or driving more miles or less miles than expected. Reach out to the team at Capital Lease Group to learn the best strategy for restructuring your vehicle lease.



EVALUATE THE USE OF YOUR CURRENT VEHICLES AND MOVE ROUTES/DUTIES TO LOWER MILEAGE VEHICLES

Optimizing your fleet involves making sure that you're allocating the proper vehicles to the tasks that make the most fiscal sense and making adjustments where necessary to reduce costs. Capital Lease Group has extensive experience in managing these sorts of strategies. The reduction in unnecessary expenditures can provide benefits that become immediately apparent. This is accomplished through Capital Lease's comprehensive assessment of your fleet vehicles, and our ability to improve fleet efficiency through route changes and making sure that different duties are delegated to the best vehicle for the task.

Optimize Your Fleet: Choosing the Right Vehicles for the Job

You may be spending unnecessary dollars on vehicles that simply aren't suited for the task they've been assigned. For example, if you have vehicles that spend most of their time in city traffic or commuting, there are types of vehicles that are better suited for that environment. Likewise, there are makes and models of vehicles much better suited to the highway and long-distance travel. We can help your organization make the best choices for these different tasks.



EXPLORE ANY OWNED ASSETS AND OFFLOAD THEM THROUGH OUR WHOLESALE NETWORK TO REDUCE OVERHEAD

If your business is carrying an excess amount of vehicles, or the size of your fleet has become unwieldy for the current market environment, Capital Lease has an extensive wholesale network that can alleviate the pressure and reduce overhead. For example, when the economic environment changed in early 2020, some organizations may have found themselves with a surplus in their vehicle numbers. Our remarketing services can provide your non-profit with more flexible options for when vehicle leases expire or the need arises to convert your owned vehicles. Call us at 1 (800) 979-6700 for a no cost, no obligation assessment from one of our fleet management consultants.





TIP 4

CATCH UP ON PREVENTATIVE MAINTENANCE AND IDENTIFY ANY PROBLEMATIC VEHICLES OR EQUIPMENT

Keeping track of your fleet maintenance schedule can be complicated and time-consuming under any circumstances.

Particularly on vehicles that get a lot of mileage, everyday wear and tear need to be addressed regularly, from simple oil changes and adjusting coolant levels, to making performing routine tune-ups for maximum efficiency. This maintenance costs money, of course, but maintaining a proactive stance will help to extend the lifespan of your fleet and ultimately cost your organization less in major repairs.

Capital Lease Group can keep your fleet running smoothly with two maintenance programs that are suited to your unique needs:

FULL MAINTENANCE PROGRAM

If your nonprofit is in our local proximity, we can handle the maintenance of your vehicles, from monitoring to all routine maintenance. This includes a standing fleet of available loaner vehicles.

MANAGED MAINTENANCE PROGRAM

For regional or national fleets, we offer the largest network of reputable maintenance providers in the country. Repairs are authorized by Automotive Service Excellence (ASE) certified technicians to save your company money.



CONSIDER A SALE/LEASEBACK PROGRAM TO FREE UP LINES OF CREDIT

Capital Lease Group is able to provide companies with many options to free up lines of credit and provide immediate cash flow. Our Sale/Leaseback program allow organizations that either own or lease from another source the ability to sell their fleet to us at fair market value. With this program, your organization can still have complete use of your fleet, while freeing up capital that was tied up in those vehicles and simply leasing from us. Think of it as selling your fleet, but keeping it in the family, so to speak. The benefits of this program include:

- Immediate cash flow
- Vehicles remain in your fleet
- Choice of term and program for a new lease
- Improved balance sheet

“I have been a client of Capital Lease Group for over 20 years. As the CEO of one of the largest non-profit agencies in Rhode Island, we are very selective about our business partnerships — And “partnership” is the operative word. It has been a wonderful relationship. Capital Lease’s knowledge, integrity, active communication, and customer service is unparalleled. The owner’s hands-on approach resonates throughout the company. I have recommended Capital Lease to many businesses. Loyalty is not a given [easily] and they have earned ours.

DAVID C. REISS
CEO of The Fogerty Center

We offer organizations complete fleet management services, all under one roof. We specialize in:

- FLEET MANAGEMENT
- FLEET LEASING
- MAINTENANCE
- INSURANCE
- VEHICLE REMARKETING
- ALTERNATIVE VEHICLES
- VEHICLE ACQUISITION
- AND MORE!

Capital Lease Group is a family-owned business, serving businesses like yours for over 50 years.

We also have a passion for helping organizations like yours optimize their fleets and find the vehicles and options that are the best fit. At Capital Lease Group, we care for your fleet, so you can focus on caring for your employees and customers.

SCHEDULE YOUR FREE ASSESSMENT

Call 1 (800) 979-6700 x 150
Or visit CapitalLeaseGroup.com