ONE FLEET NEED. TWO WAYS FORWARD.

The best acquisition path is the one that supports both the vehicle need and the business behind it. Start with what the operation must accomplish, then compare how purchasing and leasing may support that goal.

CONSIDERATION	PURCHASE MAY FIT WHEN	LEASE MAY FIT WHEN
Primary objective	You want to invest in long-term vehicle ownership.	Acquire the vehicle while preserving capital for other priorities.
Upfront capital	The business is prepared to make a capital investment or finance a purchase.	The business wants to limit the capital committed at acquisition, subject to approved terms.
Ownership	Holding the vehicle as a long-term fleet asset aligns with the plan.	Operating the vehicle under a defined lease structure aligns with the plan.
Tax planning	Work with your tax advisor to evaluate potential depreciation or Section 179 treatment for an eligible purchase.	Work with your tax advisor to evaluate the accounting and tax treatment of the specific lease structure.
Business need	The vehicle supports a planned replacement, expansion or long-term operating need.	The vehicle supports a near-term replacement, capacity or contract need while capital remains available elsewhere.
Next question	Which available vehicle, price and delivery plan fit the operation?	Which available vehicle and lease structure fit the operation?

The Vehicle Comes First

Purchase or lease, the decision should begin with the vehicle's fit for the operation. Capacity, application, configuration, preparation and timing determine whether the acquisition can deliver the business result you need.

Not Sure Which Path Fits

We can help you compare available vehicles, pricing, purchase and leasing options, preparation requirements, and a realistic delivery timeline. Your tax, legal, and financial advisors can help you evaluate how each path applies to your specific business.

TALK TO A FLEET SPECIALIST

Have questions or ready to get started? Contact your rep directly or call **800-222-2875.**

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