

# Medium and Heavy Duty Trucks

## Comprehensive solutions for your truck fleet

It takes a lot to keep a truck fleet up and running smoothly. With extensive truck experience, our experts know how to help from finding the right truck to meet your unique needs, to financing, ordering, maintenance, fuel, compliance, remarketing and more. The advantage? More than 170,000 trucks and equipment assets in Element Fleet Management's portfolio – we know trucks. We offer both the operational and financial expertise to help you achieve your goals. When it comes to trucks, we've got you covered:

### THE ELEMENT ADVANTAGE



One-stop truck services with extensive resources, consolidated reporting and billing

Experienced in-house experts and broad supplier networks

For more information, contact your Element account manager or visit [elementfleet.com](http://elementfleet.com)

### STRATEGIC CONSULTING

Our truck consulting experts work with you to evaluate the performance of your truck fleet; providing benchmarking, lifecycle, fleet maintenance and repair analysis. We consult with you on replacement decisions, using historical and projected fuel economy, maintenance and repair costs, interest rates, tax rates and lease structure. We'll identify opportunities that will have your assets working harder and smarter to save you money.

### ACQUISITION

Through site visits, ride-alongs and observations, our truck specialists and technical engineers consult with you on your truck needs to ensure the right trucks are selected and that the selection positively impacts driver satisfaction, maintenance costs and lease payments. We coordinate production schedules, delivery locations and in-service processes. Our tracking program includes scheduling equipment orders,

tracking production through all stages, reporting frequently on current vehicle status, projecting orders and establishing commitment dates.

### FINANCING

Element offers flexible financing options ranging from traditional Terminal Rental Adjustment Clause (TRAC), split TRAC and Fair Market Value (FMV) leases to operating and capital leases. We leverage our long-term, stable access to capital markets to maximize your cash flow and reduce your costs. And unlike a bank, we provide end-to-end truck lifecycle services in addition to financing.

### TELEMATICS

Our end-to-end telematics service includes advanced telematics hardware, knowledgeable consulting, robust reporting and dedicated resources focused on program execution. Reduce your total emissions, fuel costs, operating costs and more while improving driver accountability, safety and service response times.



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# From financing to resale and everything in between, Element has the full service capabilities to help you successfully manage your trucks

### MAINTENANCE

To maximize asset productivity and uptime, we provide oversight and cost control for planned and unplanned repair events. Our truck technical specialists analyze work estimates, recommend the best repair facilities to handle your jobs, and negotiate prices on repairs, warranties and post-warranties. You'll receive consolidated invoices and reporting for all repairs and will realize quantifiable savings through our extensive network of national account and independent dealers and suppliers. To keep your trucks on the road, we offer emergency roadside assistance as well as on-site and mobile maintenance programs. When your drivers call for assistance, they will talk to truck experts in our 24/7, multi-lingual call center.

### LICENSING & REGULATORY COMPLIANCE

Element offers comprehensive services that keep your trucks in compliance with federal, province, state and local requirements, making it easier to stay focused on serving your customers. Our program includes title management, re-titling, state-to-state/province-to-province transfers, base plates and IRP plating. In the U.S., we offer a full suite of Department of Transportation (DOT) compliance services.

### ACCIDENT

We save you time and money by handling all accident documentation and coordination ensuring DOT accident reporting compliance. Our 24/7 call center assists drivers with accident-related tasks such as vehicle towing, paperwork and data capture, repairs and interim rental. We track your vehicles through repair services while negotiating on your behalf throughout the claims and recovery process.

### FUEL

We offer drivers the ultimate in convenience while giving fleet managers built-in controls, security and cost savings. Our fleet cards are accepted at thousands of service stations across the U.S. and Canada and include features to track fuel expenditures, identify exceptions and restrict purchases to fuel and related items. In Canada, our cards provide access to cardlock facilities.

### RISK & SAFETY

Our 360° approach to fleet safety integrates consultative expertise and experience with driver records, training programs and additional safety services to keep your drivers safe while cutting your expenses and risk. We provide personalized driver training, as well as CDL instruction and refresher training.

### REMARKETING

At the end of your trucks' lives, we resell them with the goal of obtaining the highest price in the shortest possible time. Our dedicated remarketing group utilizes a network of disposal channels including retail, wholesale outlets, auctions and online capabilities to maximize net proceeds. As the largest global fleet remarketer, we remarket all classes of trucks leveraging our vast network to get your trucks to the right buyers at the right time.

### FLEET OUTSOURCING

Our partial outsourced fleet management program monitors asset utilization and idle assets to improve efficiency while tracking downtime KPIs, sending notifications to non-compliance drivers and providing exception report dashboards and more. All to save you time and money in managing your truck fleet.

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