

WHAT AFFECTS

YOUR WORK TRUCK'S TCO?



PURCHASE PRICE

This has many determining factors, including:

- Year
- Make
- Model
- Chassis
- Weight
- Power equipment
- Add-ons



FUEL

More than just the listed price, fuel costs can be swayed by:

- Truck weight
- Drivetrain
- Unnecessary idling due to powering ancillary tools and equipment
- Landscapes and road conditions reducing fuel economy
- Inefficient engines burning through fuel at a high rate

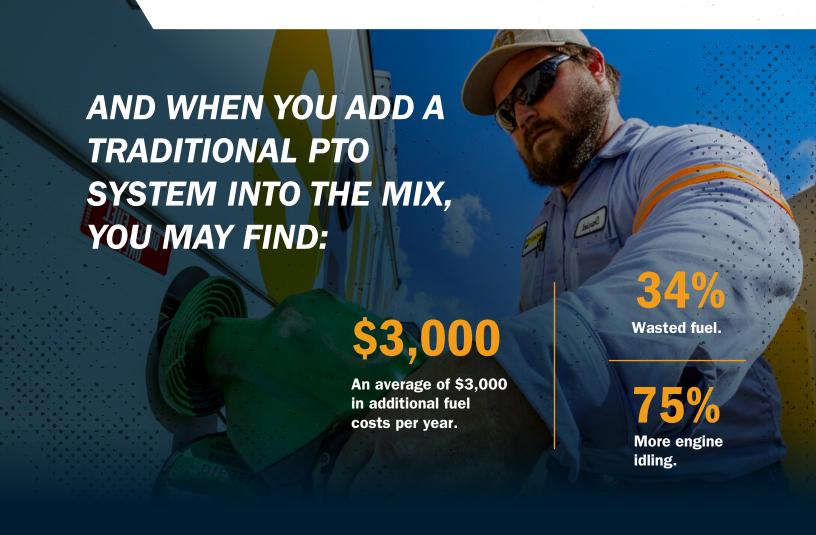




MAINTENANCE & REPAIRS

Think of the following throughout every single truck's lifespan:

- Oil changes
- · Engine filter changes
- Brake repair & replacements
- Tire rotations & replacements
- Diesel exhaust fluid (DEF) and diesel particulate filter (DPF)
- Hydraulics services
- · Labor costs
- · Appointment coordinating
- · Scheduled downtime



AND THAT'S JUST SCRATCHING THE SURFACE!

RUNNING A TRADITIONAL PTO ON A TIER-4 SERVICE TRUCK, YOU MAY SEE:

\$2,400

An additional \$2,400 per year in engine/emissions system maintenance & repairs.

\$2,000

About \$2,000 per year in added oil & lube expenses.



A warranty expiring faster than expected due to excessive engine idling.







UNEXPECTED DOWNTIME & OPPORTUNITY COST

Is a work truck out of service needing repairs? In addition to what it costs in parts and labor:

- A service truck that brings in \$30,000 a month loses \$7,500 in revenue every week it's out of commission
- Frequent unavailability can damage your company's reputation and lead to unhappy customers



END-OF-LIFE ASSET VALUE

Certain actions can help save a work truck's value from deteriorating excessively. Consider:

- Thinking long-term value when configuring initial specifications
- Scheduling routine maintenance and care throughout its lifespan
- Reducing engine hours to extend its life by up to 2-4 years and command higher resale value
- Investing in innovative work truck tech to help prevent obsolescence



