BTR

A MODERNIZED APPROACH TO FLEET MANAGEMENT

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WHAT YOU WILL LEARN TODAY

1

Understand how rental has emerged as a **modern, strategic approach** to fleet management—not just a temporary solution

2

Learn how integrating rental into fleet strategy helps guarantee **service reliability**, ensuring **clean streets** and improved **resident satisfaction**

3

Discover how shifting from capital expenditures to predictable operating expenses **can free up budget** for other city priorities and infrastructure investments

MUNICIPAL FLEET REALITY

Municipalities are being asked to do more with less

- Aging refuse fleets
- Driver and technician turnover
- Growing populations
- Limited funding
- Unpredictable maintenance and repair costs

More operational risk, less budget flexibility, and greater pressure to deliver uninterrupted service

WHEN FLEET CHALLENGES BECOME COMMUNITY CHALLENGES

AGING FLEET

Equipment wears down and becomes less reliable

INCREASED DOWNTIME

More breakdowns means fewer trucks on route

REPAIR COSTS RISE

Budgets stretch thinner as costs climb

MISSED COLLECTIONS

Service disruptions impact neighborhoods

RESIDENT COMPLAINTS

Frustration grows when service isn't reliable

PUBLIC TRUST IMPACT

Confidence in local services and leaders takes a hit

WHAT STARTS AS A FLEET ISSUE ENDS AS A COMMUNITY IMPACT.

TRADITIONAL OWNERSHIP CYCLE

1
PURCHASE THE TRUCK

2
OPERATE THE ASSET

3
REPAIR COSTS INCREASE

4
DELAY REPLACEMENT

5
MORE DOWNTIME

6
EMERGENCY CAPITAL REQUEST

Today’s economic and operational environment is making this cycle increasingly difficult to sustain

THE HIDDEN COST OF AGING ASSETS

The true cost of ownership extends far beyond the purchase price

Common impacts:

- Unplanned maintenance expenses
- Mechanic overtime
- Service disruptions
- Missed collections
- Administrative burden
- Emergency rentals
- Driver morale erodes
- Resident complaints

These hidden costs add up, impacting budgets, operations, and the communities you serve.

THE SHIFT TOWARD MODERN FLEET MANAGEMENT

Flexible fleet approach:

OWNERSHIP

Build long - term value with assets you own

RENTALS

Gain flexibility and access when you need it

PHASED REPLACEMENT STRATEGY

Spread investments over time to align with budgets and needs.

GOAL: Reduce operational risk while maintaining reliable service for residents

STRATEGIC RENTAL USE CASES

1	LONG- TERM STRATEGIES	Supporting your ongoing fleet plan and priorities.
2	ANNUAL RECURRING STRATEGIES	Complement owned assets on a planned, recurring basis.
3	SEASONAL & EVENT- DRIVEN STRATEGIES	Add capacity when demand rises

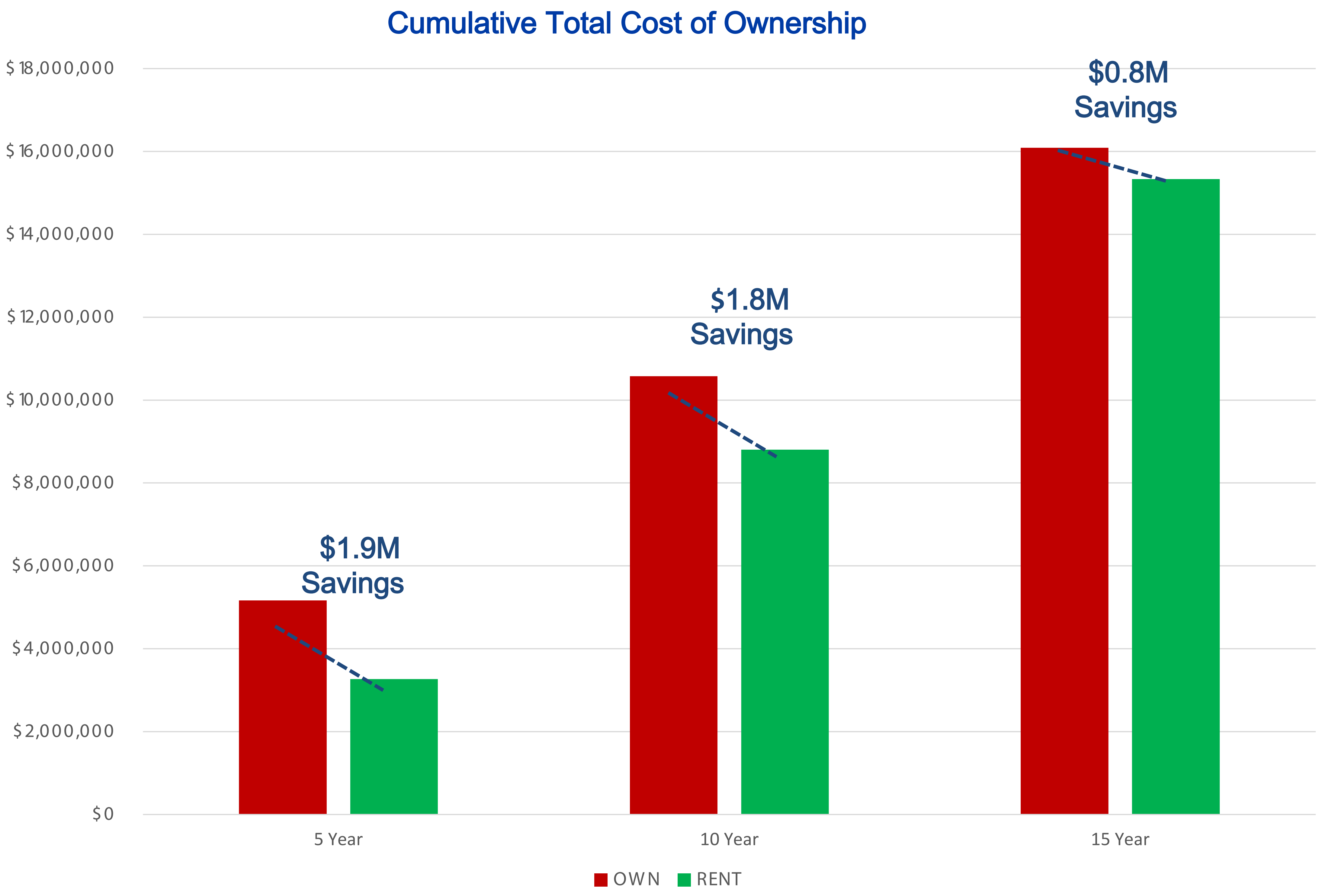
The right rental strategy at the right time helps you keep your community moving forward

BALANCING OPERATIONAL DEMAND WITH BUDGET REALITY

CAPITAL EXPENSE	OPERATING EXPENSE
Ownership model	Flexible access model
Large upfront investment	Predictable monthly expense
Long replacement cycles	Scale fleet capacity
Budget spikes	Budget stability

The right mix of ownership and flexibility helps you control costs and deliver for your community

CASE STUDY
10 TRUCK OWNERSHIP VS RENTAL



Cost Savings & Impact

10 Year Savings ~$1.8M

- CapEx → **Eliminated (~$3.5M)**
- Budget Predictability → **Achieved**
- Operational Capabilities → **Enhanced**
- Service Disruptions → **Mitigated**
- Driver & Tech Turnover → **Reduced**
- Avg. Fleet Age → **12 Months**
- Truck Delivery Delays → **Eliminated**

KEY TAKEAWAYS

The right fleet strategy supports reliable service, stable budgets, and stronger communities.

FLEET RELIABILITY

Reliable equipment reduces disruptions, protects service levels, and keeps residents satisfied.

COST CONTROL

Understanding true cost of ownership helps you reduce risk, avoid surprises, and stabilize budgets.

STRATEGIC FLEXIBILITY

A flexible fleet approach gives you the right resources, at the right time, to meet community needs.

When reliability, cost control, and flexibility come together, you can create a stronger operation and a stronger community.