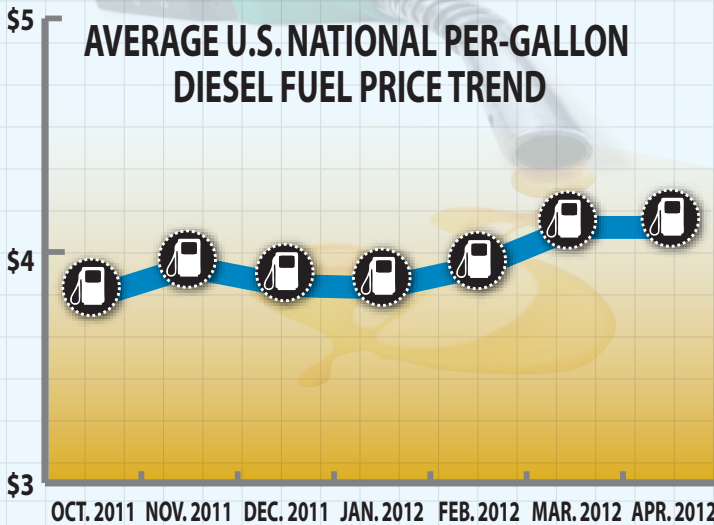


SOURCE: WRIGHT EXPRESS



## FULL-SIZE VANS AT-A-GLANCE

- **Pros:** More space, heavier payload capacity, higher tow ratings, multiple roof heights (Sprinter and NV-series) and engine options.
- **Cons:** Lower fuel efficiency, potential roof clearance issues (in parking garages).
- **Payload Range:** 2,320 to 4,200-lbs.
- **Cargo Capacity Range:** 234 to 547 cubic feet.
- **Applications Snapshot:** Heating and air conditioning, plumbing, mechanical, electrical, sheet metal contracting, parcel delivery, and general construction.

PHOTO: FORD



## COMPACT VANS AT-A-GLANCE

- **Pros:** Fuel economy, maneuverability, and low initial cost.
- **Cons:** Limited space and towing capability.
- **Payload Range:** 1,500-1,600 lbs.
- **Cargo Capacity Range:** 123 to 144 cubic feet.
- **Applications Snapshot:** Auto parts delivery, telecom, florists, and catering.

PHOTO: FORD



"Navigating the Cargo Van Market," page 18



1. Open, honest, ongoing communication.
2. Collaboration.
3. Accountability.
4. Relationships with higher-level contacts.
5. Clear expectations.

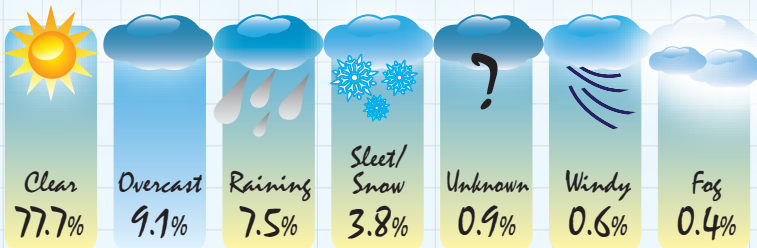
"5 Keys to Managing Effective Supplier Relationships," page 34

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**NUMBER OF TRUCKS  
LEASED/MANAGED  
BY THE TOP 10 FLEET  
MANAGEMENT COMPANIES.**

"Commercial Truck Leasing:  
What Fleet Managers Should Know," page 28

SOURCE: AUTOMOTIVE FLEET RESEARCH DEPT.



**MOST ACCIDENTS FOR CLASS 4-6 TRUCKS  
OCCUR ON SUNNY, CLEAR DAYS.**

"Outsourcing to Reduce Truck Fleet Accident Costs," page 30

SOURCE: CEI