

SHOULD I BUY TRAILERS OR LEASE THEM?

Choose a value for these 15 categories, then add up your points to see whether buying or leasing is better for your operation.

How important are these to your business?	Very important (3 points)	Important (2 points)	Somewhat important (1 point)	Not important (0 points)	n/a
<i>Quickly getting a dry van, reefer or flatbed</i>					
<i>Operating newer, reliable, low-maintenance trailers</i>					
<i>Preserving capital to use for business improvement</i>					
<i>Avoiding cost for taxes, licenses, registration and disposal</i>					
<i>Reducing my administrative burden (licensing, registration, taxes, warranties, disposal, etc.)</i>					
<i>Keeping up with trailer technology and specs/ Avoiding obsolescence</i>					
<i>Trying out new trailer tech or specs without having to commit to it long-term</i>					
<i>Keeping up my fleet image by using the youngest trailers</i>					
<i>Outsourcing maintenance on my trailers</i>					
<i>Outsourcing emergency road service for trailer breakdowns</i>					
<i>Not owning assets</i>					
<i>Having credit available</i>					
<i>Having access to trailer tracking and reporting without having to buy and maintain the tracking system</i>					
<i>Being able to right-size my fleet quickly</i>					
<i>Being able to focus less on finding trailers and more on hauling freight</i>					

How to score

Count up your points.

If you have 12 or more points, you prefer leasing trailers. Call your nearest trailer lessor.

If you have 11 or fewer points, you prefer buying trailers. Call your nearest trailer seller.

Of course this isn't the most scientific of tools. It's just meant to help you consider all the things that are important to you when you're thinking about buying or leasing trailers. Best of luck with your decision!