

POTENTIAL TARIFF IMPACT ON FLEET & AUTOMOTIVE INDUSTRIES



ALREADY IN PLACE

25%

steel
tariff

10%

aluminum
tariff



ON THE TABLE

25%

tariff on imported
vehicles and parts



OBSERVATIONS & FORECAST

Existing tariffs on metals and any future tariffs on imported vehicles will affect all automotive stakeholders directly or indirectly.

LIKELY KEY IMPACTS



Increase in new vehicle pricing for both domestic and import brands.



Increase in used vehicle pricing and resale values.



Increase in cost of upfitting and body components comprised of steel and aluminum.



Confluence of other factors - inflation, exchange rates, employment rate, and retaliatory tariffs on U.S. exports.



Actual impact will be more tangible as vehicle and component production costs are increasingly affected moving into 2019.



FUTURE DEVELOPMENTS TO WATCH



Additional trade and tariff reports



Impact of USMCA



Impact of Fed rate hikes