

FLEETWHIZ™

DECISIONMAKING TOOLS

**Select Optimum Vehicle
and Equipment Builds With a
Focus on Increasing
Utilization Via Versatility**

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Management Textbook MDC 8

SELECTION – TO THE READER

SUGGESTIONS ON HOW TO USE THIS TEXT BOOK AS AN IMMEDIATE TRAINING SOURCE AND LONG-TERM REFERENCE SOURCE

Introduction: The objective of this textbook is to assist managers structure-in world-class performances via selecting optimum vehicles and equipment with optimum options and attachments. The fleet is an integrated system of inputs–processes–outputs. If a "bad input" is selected to be in the system, then that bad input will negatively impact all other functions' costs and productivity. Managers can apply world-class vehicle and equipment selection processes discussed in this textbook to structure-out bad inputs from entering the integrated system. Selecting versatile vehicles and equipment structures-in utilization via increasing scope of work performed and structures-out costs via reducing number of base machines owned which is the number 1 driver of all fleet costs. Compare the fleet–shop–parts–fuel department's current vehicle and equipment selection decisionmaking criteria to the world-class criteria discussed in this textbook. Implement required changes and earn \$100,000 annually with 90% decisionmaking control and achieve Vice President and Director status.

Remarks:

1. The following illustration lists the seven (7) subsections included in this textbook.

Illustration – Introduction to the Vehicle and Equipment Selection and Structuring-Out Low Utilization and High Costs.

1. Select Vehicles and Equipment With a Focus on Increasing Utilization and Sales and Marketing Opportunities.
2. Apply Analytical Processes to Select Optimum Vehicles and Equipment and Suppliers.
3. Apply Analytical Processes to Select Optimum Suppliers.
4. Optimize the Fleet Mix of Single- Versus Multi-Purpose Vehicles and Equipment.
5. Apply Multi-Step Processes to Build Optimum Vehicles and Equipment.
6. Appendix – Over 40 Learning Opportunities Create Well-Defined Career Training Ladders Which Can Be Applied to Recruit–Retain–Develop Employees.
7. Master's Degree Certifications Open-Book Test Questions

**TEXTBOOK 8 – SELECT OPTIMUM VEHICLE AND EQUIPMENT
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