

FLEETWHIZ™

DECISIONMAKING TOOLS

Implement World-Class Vehicle–Equipment–Fleet Disposal Strategies and Used Vehicle–Equipment–Fleet Acquisition Strategies

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Management Textbook MDC 11

DISPOSAL – TO THE READER

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

Introduction: The objective of this textbook is assist fleet–shop–parts–fuel managers make optimum keep–repair–sell–buy decisions which minimize costs, risks and liabilities. In addition, world-class used fleet asset purchase practices are discussed. Disposal at optimum points is prerequisite to implementing high-performance fleet and shop management models, and coping with long-term technician, operator and driver shortages. World-class disposal performances are prerequisite to world-class fleet–shop–parts–fuel department financial and operational performances. Compare the department's current keep–repair–sell–buy practices to the world-class practices 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 thirteen (13) subsections included in this textbook.

Illustration – Implement World-Class Fleet Asset Disposal Practices and Used Fleet Asset Acquisition Practices.

1. Introduction to World-Class Fleet Asset Disposal Practices
2. Used Vehicle and Equipment Buy–Sell Price Computations
3. Compute Optimum Fleet Asset Disposal Points.
4. Make Optimum Keep–Sell Decisions.
5. Make Optimum Repair–Rebuild–Remanufacture–Replace Decisions.
6. Get in 100% Compliance. Get Fleet Asset Disposal Candidates in Compliance. Avoid Downstream Risk and Liability Exposures.
7. Select Optimum Disposal Channels and Optimum Players in Channels.
8. Apply Auction Results to Establish Buy–Sell Prices.
9. Minimize Acquisition Prices. Maximize Disposal Prices. Know the 10 Players! Change Channels!
10. Minimize Used Fleet Assets Acquisition Prices and Risks.
11. Gray Markets, A 2-Edge Sword
12. Appendix – Over 40 Learning Opportunities Create Well-Defined Career Training Ladders Which Can Be Applied to Recruit–Retain–Develop Employees.
13. Master's Degree Certifications Open-Book Test Questions

**TEXTBOOK 11 – IMPLEMENT WORLD-CLASS
VEHICLE–EQUIPMENT–FLEET DISPOSAL STRATEGIES AND
USED VEHICLE–EQUIPMENT–FLEET ACQUISITION STRATEGIES.
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