

NATIONAL
ACADEMIES

Sciences
Engineering
Medicine

TRB TRANSPORTATION RESEARCH BOARD

TRB Webinar: Maximizing Proceeds from the Fleet Asset Disposal Sales Process

July 23, 2024

3:00 – 4:30 PM



PDH Certification Information

1.5 Professional Development Hours (PDH) – see follow-up email

You must attend the entire webinar.

Questions? Contact Andie Pitchford at TRBwebinar@nas.edu

The Transportation Research Board has met the standards and requirements of the Registered Continuing Education Program. Credit earned on completion of this program will be reported to RCEP at RCEP.net. A certificate of completion will be issued to each participant. As such, it does not include content that may be deemed or construed to be an approval or endorsement by the RCEP.



Purpose Statement

This webinar will provide guidance on selecting effective strategies for preparing, marketing, and selling surplus equipment and vehicles to maximize proceeds based on NCHRP Research Report 1074: Maximizing Proceeds from the Fleet Asset Disposal Sales Process. Presenters will cover the purpose and application of the supplemental spreadsheet-based tool and implementation plan.

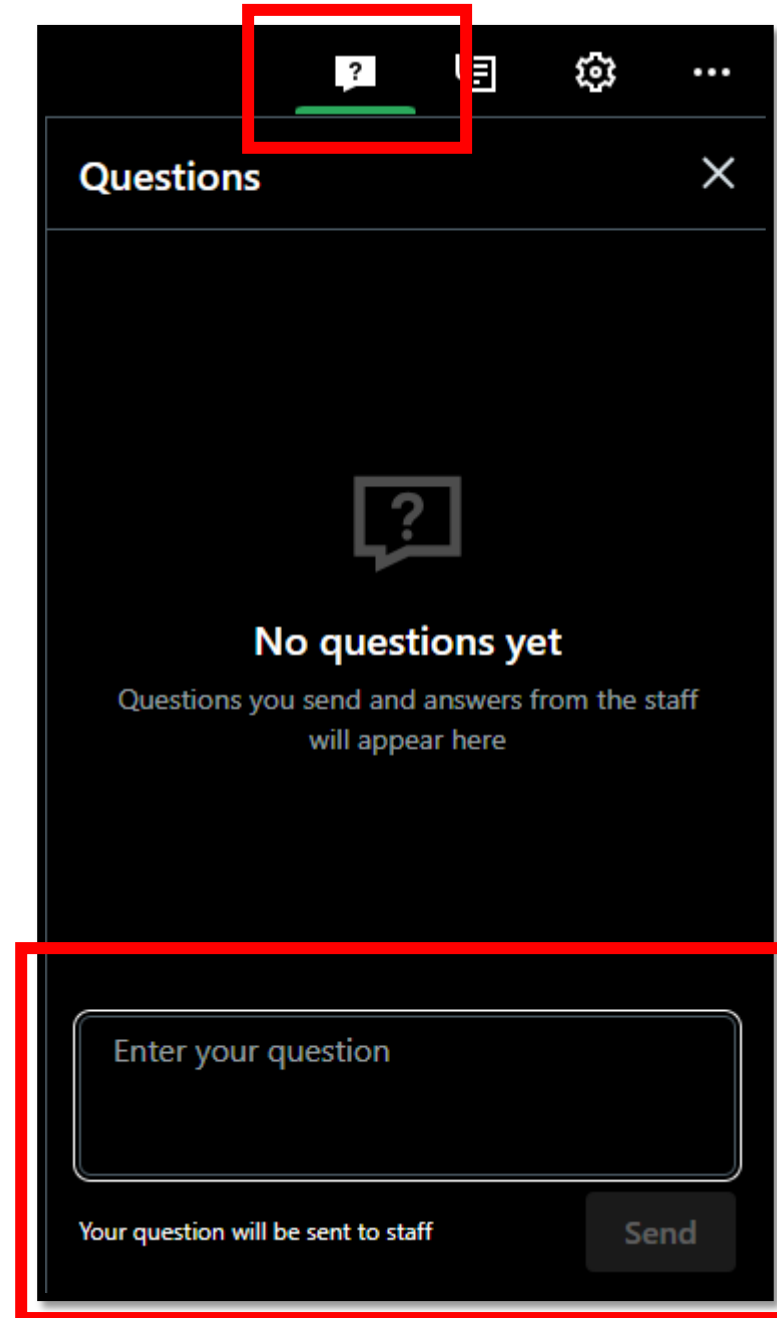
Learning Objectives

At the end of this webinar, you will be able to:

- Determine what marketing practice or strategies can help improve equipment disposal net proceeds
- Use project tools to self-assess disposal options
- Create an implementation plan for adopting project guidance

Questions and Answers

- Please type your questions into your webinar control panel
- We will read your questions out loud, and answer as many as time allows



Today's presenters



Henry Canipe
Henry.Canipe@mottmac.com
Mott MacDonald



Lisa Kunzman
el.kunzman@gmail.com
L. Kunzman Consulting



John Hildreth
jhildreth@email.wcu.edu
Western Carolina University



George Dennis Halachoff
Dhalachoff@gmail.com
Independent Public Fleet
Management Consultant



Maximizing Proceeds from the Fleet Asset Disposal Sales Process

NCHRP 13-09 / Research Report 1074

July 23, 2024

Project Team

Henry Canipe, Mott MacDonald

Lisa Kunzman, Consultant

Dr. John Hildreth, Western Carolina University

Dennis Halachoff, Consultant

Dr. Lew Brown, Consultant

Dr. Geoff Morrison, Cadmus

Rex Hazelton, Cadmus

Project Objective

Develop a guidebook and a related Excel tool that assists state DOT fleet managers in selecting effective strategies for preparing, marketing, and selling surplus equipment items and to optimize net sales proceeds.

Project Deliverables



Research Report 1074



Decision Tool (EXCEL model)



Presentation

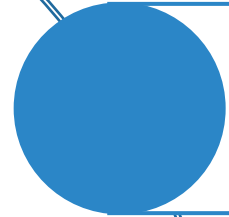


Fact Sheet

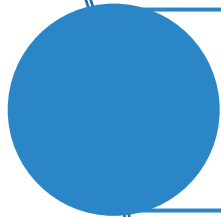


Implementation Guide ('Memo')

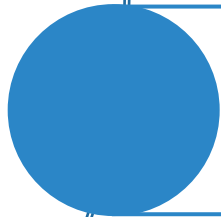
Research - Literature Review Results



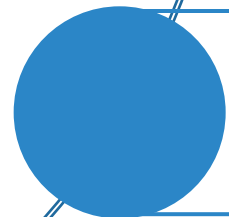
Basic 'supply and demand' principles apply to all assets.



Increasing the pool of interested buyers increases demand.



Need to understand customers, behaviors, and practices that motivate them to buy.



'Convenience Concept' provides a structured way to understand the factors that increase buyer interest and motivation.

Buyer Types, Characteristics and Motivators

Retail Buyer

Dealer/Reseller

Public Agency

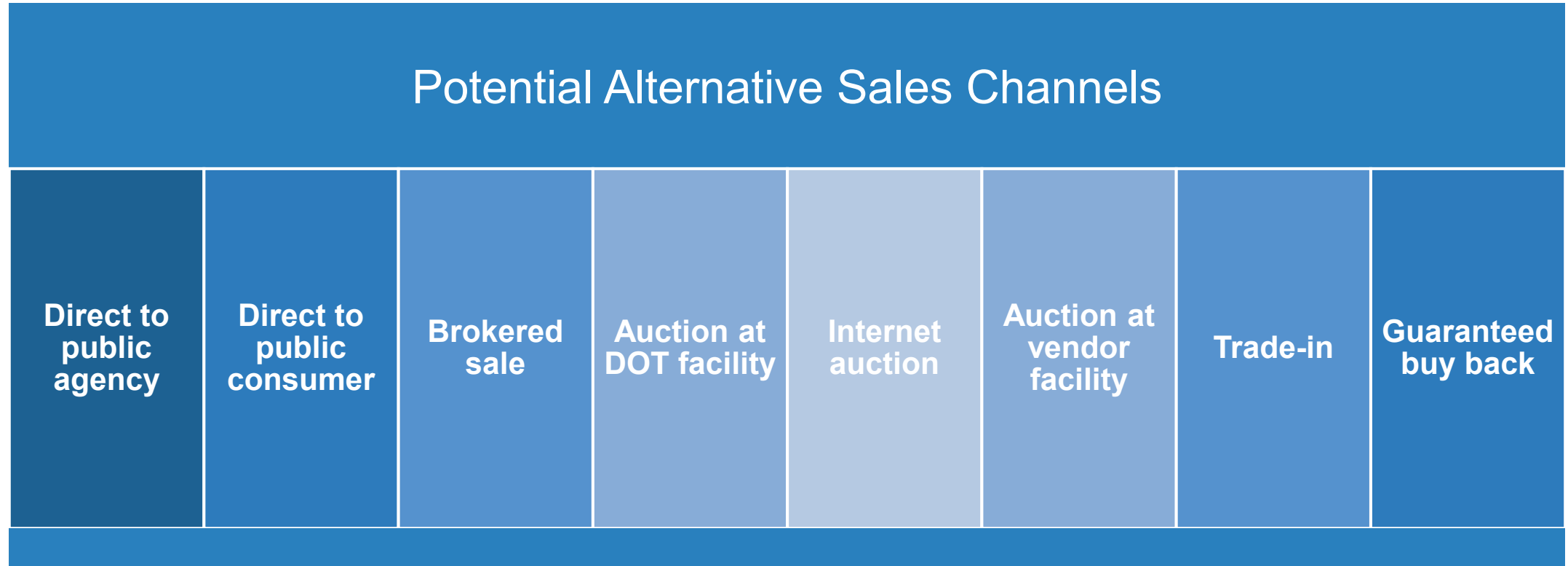
General Contractor/Business

DOT Contractor (local / state)

DOT Contractor (multi-state / national)

International Buyer

Sales Channels



Convenience Concept

Structured way to understand the factors that increase buyer interest, motivation, and satisfaction.

Provides framework for understanding different buyer types.

Key consideration in increasing buyer pool and driving higher sales prices.

Buyer Convenience Factors

Less Convenient Practices

- 'As is, where is' (no operating demo)
- Remove immediately
- Cash or Cashiers Check only

More Convenient Practices

- Live or recorded demo
- Maintenance records provided
- Food vendors allowed



**Greater buyer convenience = larger bidder pool =
greater competition = higher prices!!**



Henry Canipe
henry.canipe@mottmac.com
336.210.7015

April 24, 2023

Non-confidential - Standard

Maximizing Proceeds from the Fleet Asset Disposal Sales Process

NCHRP 13-09 / Research Report 1074

Research Efforts and Basis of Tool Design

July 23, 2024

Lisa Kunzman

L. Kunzman Consulting

Stakeholder Survey and Interviews: Key Findings

Decision-Making

Public Agency Equipment Sales

Trade-in Programs

Guaranteed Buy-Back Programs

Customer Research

Delphi Panel: Key Findings

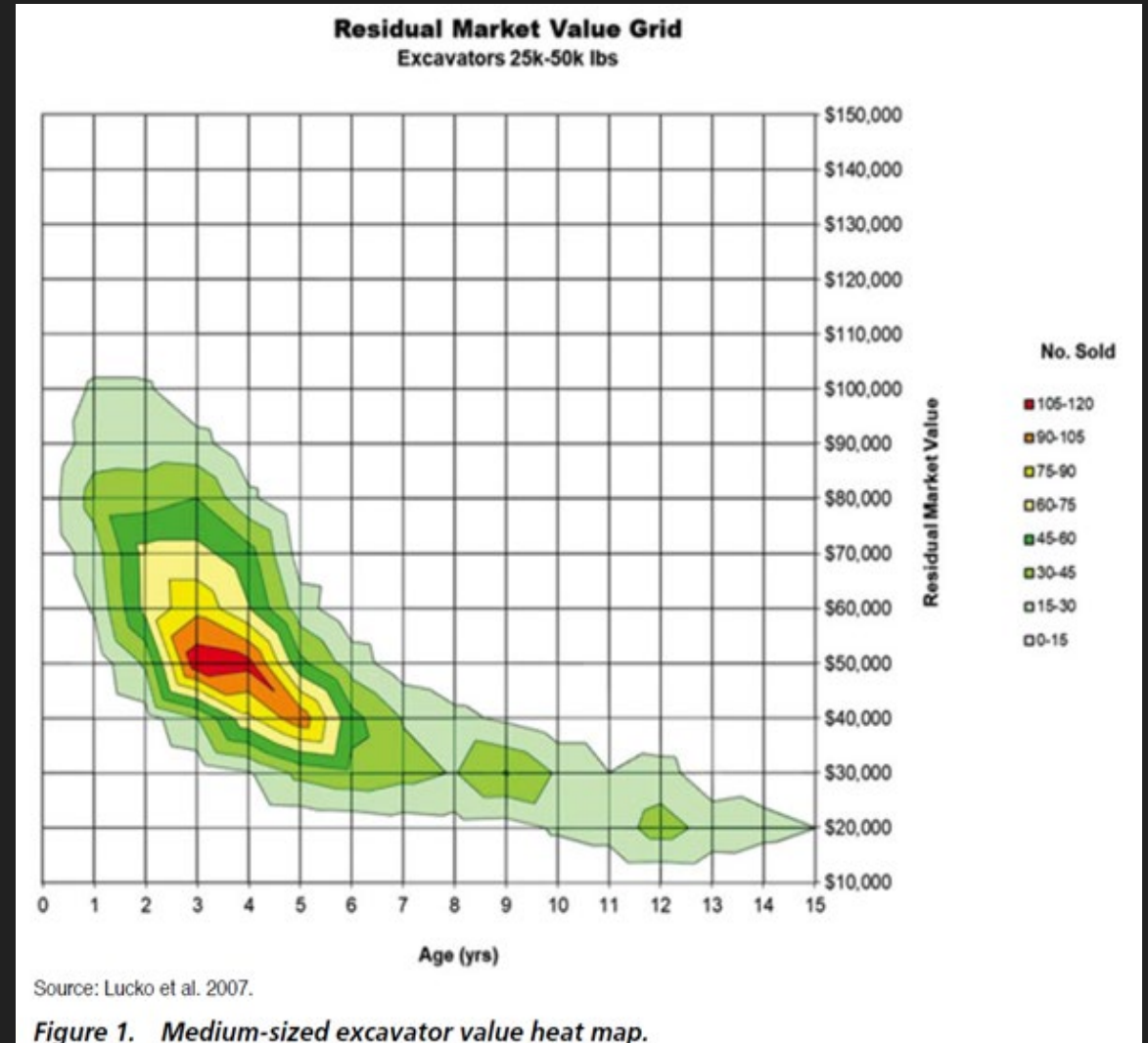
Sales Channels

Marketing

Asset Preparation

Key Research Findings

- Inadequate and inconsistent replacement funding force many DOT fleets to dispose of assets past the optimal lifecycle replacement points.
- The highest potential returns from fleet disposal sales tends to be when the equipment offered is in operating condition and has adequate amount of remaining life.



Key Research Findings

- DOTs have invested few resources to understand their buyers.
- Maximizing potential disposal returns involves making informed decisions between sales channels, asset condition investments, and marketing efforts.

Outreach Results- Asset Preparation and Asset Information



Asset Prep- Clean and detail

Asset Prep- Perform simple repairs

Asset Info- Demonstrate operability (incl. video)

Asset Info- Provide maintenance records

Outreach Results- Auction Process and Purchasing



Auction Process- Internet auctions expand buyer pool

Auction Process- Reserve bids

Purchasing- Guaranteed buy-back programs

Purchasing- Trade-in programs

Outreach Results- Market Development



Develop relationships
and communication

Market DOT equipment
well maintained

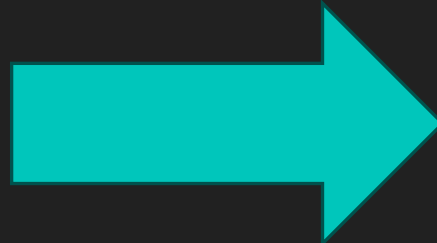
Fleet manager as
ambassador

Basis of Tool Design

Findings and Best practices used to create a tool to assist in sales decision making

Inputs

- Advantages/ Disadvantages of Sales Channels from Outreach
- Relative Costs and Return from Industry Sources



Tools

- Asset Disposal Matrix Module
- Disposal Method Calculator Module

Lisa Kunzman

L. Kunzman Consulting

El.Kunzman@gmail.com

209.403.2795



Asset Sales Decision Support Tool

July 23, 2024



John Hildreth, PhD, PE
Western Carolina University
jhildreth@wcu.edu

Introduction

Summary of the Asset Sales Decision Support Tool

Summary: The purpose of the *Asset Sales Decision Support Tool* is to assist DOT fleet managers to determine the advantages and disadvantages of different sales channels available for disposal of fleet assets as defined by type, condition, and remaining life, and understand the relative costs and benefits of utilizing different sales channels for asset disposal.





The *Asset Sales Decision Support Tool* has **two independent modules**:

(1) Asset Disposal Matrix - Determines the applicable sales channels for a specific asset type based upon condition and remaining life.

(2) Disposal Method Calculator - Assesses the potential net return of one sales channel (asset disposal method) in comparison to another sales channel.

The two modules can be operated independently and require different user inputs. Outputs of the *Asset Disposal Matrix* can be used to inform the selection of sales channels for assessment in the *Disposal Method Calculator*. Instructions for the Tool can be found within the individual module tabs, with additional information provided in the User Guide.

Color Schemes

-  User Information
-  User Input Cells: Drop-down Selection
-  User Input Cells: Direct Entry
-  User Results

About the Asset Sales Decision Support Tool

This tool was developed as part of NCHRP Project 13-09, "Maximizing Proceeds from the Fleet Asset Disposal Sales Process."

For more information about the project, visit:

<https://apps.trb.org/cmsfeed/TRBNetProjectDisplay.asp?ProjectID=4968>

The National Cooperative Highway Research Program (NCHRP) produces ready-to-implement solutions to the challenges facing transportation professionals. NCHRP is sponsored by the individual state departments of transportation of the American Association of State Highway and Transportation Officials (AASHTO), in cooperation with the Federal Highway Administration (FHWA). NCHRP is administered by the Transportation Research Board (TRB), part of the National Academies of Sciences, Engineering, and Medicine. Any opinions and conclusions expressed or implied in resulting research products are those of the individuals and organizations who performed the research and are not necessarily those of TRB; the National Academies of Sciences, Engineering, and Medicine; or NCHRP sponsors.

Any software included is offered as is, without warranty or promise of support of any kind either expressed or implied. Under no circumstance will the National Academy of Sciences or the Transportation Research Board (collectively "TRB") be liable for any loss or damage caused by the installation or operation of this product. TRB makes no representation or warranty of any kind, expressed or implied, in fact or in law, including without limitation, the warranty of merchantability or the warranty of fitness for a particular purpose, and shall not in any case be liable for any consequential or special damages.

Introduction

Summary of the Asset Sales Decision Support Tool

Summary: The purpose of the *Asset Sales Decision Support Tool* is to assist DOT fleet managers to determine the advantages and disadvantages of different sales channels available for disposal of fleet assets as defined by type, condition, and remaining life, and understand the relative costs and benefits of utilizing different sales channels for asset disposal.


The *Asset Sales Decision Support Tool* has **two independent modules**:

(1) Asset Disposal Matrix - Determines the applicable sales channels for a specific asset type based upon condition and remaining life.

(2) Disposal Method Calculator - Assesses the potential net return of one sales channel (asset disposal method) in comparison to another sales channel.

The two modules can be operated independently and require different user inputs. Outputs of the [Asset Disposal Matrix](#) can be used to inform the selection of sales channels for assessment in the [Disposal Method Calculator](#). Instructions for the Tool can be found within the individual module tabs, with additional information provided in the User Guide.

Color Schemes

 User Information

 User Input Cells: Drop-down Selection

Purpose

- Assist fleet managers in making asset disposal decisions
- Provide information regarding asset disposal channels

About the Asset Sales Decision Support Tool

This tool was developed as part of NCHRP Project 13-09, "Maximizing Proceeds from the Fleet Asset Disposal Sales Process."

For more information about the project, visit:

<https://apps.trb.org/cmsfeed/TRBNetProjectDisplay.asp?ProjectID=4968>

The National Cooperative Highway Research Program (NCHRP) produces ready-to-implement solutions to the challenges facing transportation professionals. NCHRP is sponsored by the individual state departments of transportation of the American Association of State Highway and Transportation Officials (AASHTO), in cooperation with the Federal Highway Administration (FHWA). NCHRP is administered by the Transportation Research Board (TRB), part of the National Academies of Sciences, Engineering, and Medicine. Any opinions and conclusions expressed or implied in resulting research products are those of the individuals and organizations who performed the research and are not necessarily those of TRB; the National Academies of Sciences, Engineering, and Medicine; or NCHRP sponsors.

Any software included is offered as is, without warranty or promise of support of any kind either expressed or implied. Under no circumstance will the National Academy of Sciences or the Transportation Research Board (collectively "TRB") be liable for any loss or damage caused by the installation or operation of this product. TRB makes no representation or warranty of any kind, expressed or implied, in fact or in law, including without limitation, the warranty of merchantability or the warranty of fitness for a particular purpose, and shall not in any case be liable for any consequential or special damages.

Introduction

Summary of the Asset Sales Decision

Summary: The purpose of the **Asset Sales Decision Support Tool** is to help fleet managers to determine the advantages and disadvantages for disposal of fleet assets as determined by type, condition and the relative costs and benefits of utilizing different sales channels.

The **Asset Sales Decision Support Tool** has **two independent modules**:

(1) Asset Disposal Matrix - Determines the applicable sales channels based upon condition and remaining life.

(2) Disposal Method Calculator - Assesses the potential return of one sales channel (asset disposal method) in comparison to another sales channel.

The two modules can be operated independently and require different user inputs. Outputs of the **Asset Disposal Matrix** can be used to inform the selection of sales channels for assessment in the **Disposal Method Calculator**. Instructions for the Tool can be found within the individual module tabs, with additional information provided in the User Guide.

About the Asset Sales Decision Support Tool

This tool was developed as part of NCHRP Project 13-09, "Maximizing Proceeds from the Fleet Asset Disposal Sales Process."

For more information about the project, visit <https://apps.trb.org/cmsfeed/TRBNetProjectDisplay.asp?ProjectID=4968>.

The National Cooperative Highway Research Program (NCHRP) produces research to implement solutions to the challenges facing transportation professionals. NCHRP is sponsored by the individual state departments of transportation of the American Association of State Highway and Transportation Officials (AASHTO), in cooperation with the Federal Highway Administration (FHWA). NCHRP is administered by the Transportation Research Board (TRB), part of the National Academies of Sciences, Engineering, and Medicine. Any opinions and conclusions expressed or implied in this research product are those of the individuals and organizations who performed the research and are not necessarily those of TRB; the National Academies of Sciences, Engineering, and Medicine; or NCHRP sponsors.

Any software included is offered as is, with no warranty or promise of support of any kind either expressed or implied. Under no circumstance will the National Academy of Sciences or the Transportation Research Board (collectively "TRB") be liable for any loss or damage caused by the installation or operation of this product. TRB makes no representation or warranty of any kind, expressed or implied, in fact or in law, without limitation, the merchantability or the warranty for a particular purpose, and shall not in any event be liable for any consequential or special damages.

Asset Disposal Matrix

- Identify potential disposal channels
- Provide advantages / disadvantages

Disposal Method Calculator

- Analytical comparison of disposal channels
- Calculation of potential net gains

Key Terms and Definitions

Data Sheets

- Default values that drive the tool

Asset Disposal Matrix

Disclaimer: Each State has their own unique Laws, Statutes, Codes, Regulations, Administrative Rules, etc. relevant to how State Agencies acquire and dispose of mobile fleet assets. It is mandatory that the State DOT Fleet Manager understand the following recommendations on alternative fleet disposal practices may or may not be applicable. It is the Fleet Manager's duty to seek legal consultation with the Department of General Service, State Procurement Office, State Surplus Property Office, or similar responsible entity prior to implementing any equipment disposal method.

Table 1. User Data for Documentation

Asset Class:	0314 Backhoe
Analyzed by:	JCH
Date:	1/1/2024

Documentation Information

Table 2. User Inputs

Asset Type	Condition (Link)	Remaining Life (Link)
Backhoe	Good	Med

<< Select from dropdown

Asset Information

- **Type:** Select from 40 typical municipal fleet asset types
- **Condition:** Select from Excellent to Scrap with respect to design and intended use
- **Remaining Life:** Subjective high / med / low concerning asset life (not replacement age)

Table 3. Results

Sale Options	Min. Condition Required	Min. Remaining Life Required	Advantages/Disadvantages
Direct to public agency	Good	Med	Advantages/Disadvantages
Auction at DOT facility	Any	Any	Advantages/Disadvantages
Direct to public consumer	Operable	Low	Advantages/Disadvantages
Internet auction	Any	Any	Advantages/Disadvantages
Auction at vendor facility	Any	Any	Advantages/Disadvantages
Trade in	Good	Med	Advantages/Disadvantages

Asset Disposal Matrix

Disclaimer: Each State has their own unique Laws, Statutes, Codes, Regulations, Administrative Rules, etc. relevant to how State Agencies acquire and dispose of mobile fleet assets. It is mandatory that the State DOT Fleet Manager understand the following recommendations on alternative fleet disposal practices may or may not be applicable. It is the Fleet Manager's duty to seek legal consultation with the Department of General Service, State Procurement Office, State Surplus Property Office, or similar responsible entity prior to implementing any equipment disposal method.

Table 1. User Data for Documentation

Asset Class:	0314 Backhoe
Analyzed by:	JCH
Date:	1/1/2024

Table 2. User Inputs

Asset Type	Condition (Link)	Remaining Life (Link)
Backhoe	Good	Med

<< Select from dropdown

Table 3. Results

Sale Options	Min. Condition Required	Min. Remaining Life Required	Advantages/Disadvantages
Direct to public agency	Good	Med	Advantages/Disadvantages
Auction at DOT facility	Any	Any	Advantages/Disadvantages
Direct to public consumer	Operable	Low	Advantages/Disadvantages
Internet auction	Any	Any	Advantages/Disadvantages
Auction at vendor facility	Any	Any	Advantages/Disadvantages
Trade in	Good	Med	Advantages/Disadvantages

Potential Disposal Channels

- Identifies potential disposal channels with minimum condition and remaining life parameters
- Links to advantages and disadvantages of each disposal channel (below)

Table 4. Sales Channel Advantages and Disadvantages

Sale Options	Advantages	Disadvantages
Direct to public agency	<i>Statute typically defines qualified entities, schedule, pricing, and process</i>	<i>Sale pricing maybe less than current market</i>
	<i>Typically 6-8 weeks prior to public offering</i>	<i>Sale to public entities removes premium items from public offering</i>
	<i>Sale process typically performed by State Surplus Property Office (SSPO) or similar department</i>	<i>Disposal process times vary with amount of surplus property available</i>
	<i>Location can be at the Agency location or at SSPO</i>	<i>Typically, there is an item transaction fee paid by the buying entity to State Surplus Property Office of similar</i>
	<i>Sale process is known event allowing qualified public entities to budget</i>	<i>Depending on statute - proceeds may go to another Agency or return to the selling Agency or Fleet</i>
	<i>Qualifications are administrated by State Surplus Property Office or similar</i>	<i>If sale is at a SSPO location, the selling Agency typically absorbs transportation costs</i>
	<i>Support of fiscally challenged public entities by large State Agency is good politics and P.R.</i>	<i>Risk Mgmt. and equipment maintenance exposure continues until sold</i>
	<i>Payment processing and public interface is transferred to SSPO</i>	
	<i>MVD and DMV administrative tasks are transferred from the selling Agency</i>	



Condition

Good → Poor

Remaining Life

Med → Low



Table 2. User Inputs		
Asset Type	Condition (Link)	Remaining Life (Link)
Backhoe	Good	Med

Table 3. Results			
Sale Options	Min. Condition Required	Min. Remaining Life Required	Adva
Direct to public agency	Good	Med	A
Auction at DOT facility	Any	Any	A
Direct to public consumer	Operable	Low	A
Internet auction	Any	Any	A
Auction at vendor facility	Any	Any	A
Trade in	Good	Med	A

Table 2. User Inputs		
Asset Type	Condition (Link)	Remaining Life (Link)
Backhoe	Poor	Low

Table 3. Results			
Sale Options	Min. Condition Required	Min. Remaining Life Required	Adva
Auction at DOT facility	Any	Any	A
Internet auction	Any	Any	A
Auction at vendor facility	Any	Any	A

Disposal Method Calculator

Step 5: The user can obtain the estimated benefit (or cost) of using the alternative sales channel in comparison to the current disposal method in **Table 5** (cells G19:G20). Results with a relative benefit are displayed in green; results with a relative cost are displayed in red.

User Inputs

Table 1. User Data for Documentation

Asset Class:	Pick up trucks
Analyzed by:	DRH
Date:	4/24/2023

Table 2. 'Base (Current) Disposal Method

[Link](#)

Select base disposal method	Internet auction
Estimated typical disposal value per asset	\$5,000
Estimated cost per asset disposal (%)	10%
Estimated number of assets to be disposed	20

<<Select from dropdown

Fields are to be directly input by user, see "Instructions: Step 2" above

[Link](#)

[Link](#)

[Link](#)

Table 3. Alternate Disposal Method

[Link](#)

Select alternate disposal method	Auction at vendor facility
Estimated costs to establish and administer:	
Estimated fixed cost (\$)	\$10,000
Estimated unit cost (%)	12.0%

<<Select from dropdown

Fields are to be directly input by user, see "Instructions: Step 3" above

[Link](#)

[Link](#)

Table 4. Convenience of Alternative Disposal in Comparison to Current Disposal Method

[Link](#)

The alternate disposal method is:	More convenient
-----------------------------------	-----------------

<<Select from dropdown

Results

Table 5. Calculated Benefit (or Cost)

Estimated benefit of alternate disposal method	\$30,667
Per Asset	\$1,533

Disposal Method Calculator

Step 5: The user can obtain the estimated benefit (or cost) of using the alternative sales channel in comparison to the current disposal method in **Table 5** (cells G19:G20). Results with a relative benefit are displayed in green; results with a relative cost are displayed in red.

User Inputs

Table 1. User Data for Documentation	
Asset Class:	Pick up trucks
Analyzed by:	DRH
Date:	4/24/2023

Table 2. 'Base (Current) Disposal Method	Link
Select base disposal method	Internet auction
Estimated typical disposal value per asset	\$5,000
Estimated cost per asset disposal (%)	10%
Estimated number of assets to be disposed	20

[Link](#)
[Link](#)
[Link](#)

Table 3. Alternate Disposal Method	Link
Select alternate disposal method	Auction at vendor facility
Estimated costs to establish and administer:	
Estimated fixed cost (\$)	\$10,000
Estimated unit cost (%)	12.0%

[Link](#)
[Link](#)

Table 4. Convenience of Alternative Disposal in Comparison to Current Disposal Method	Link
The alternate disposal method is:	More convenient

Results

Table 5. Calculated Benefit (or Cost)	
Estimated benefit of alternate disposal method	\$30,667
Per Asset	\$1,533

Baseline Disposal Channel
Info (method, revenue, and cost)
to estimate net proceeds

Alternate Disposal Channel
Info (method and cost) to
estimate net proceeds

Convenience Assessment
More, less, or about the same

<<Select from dr
Fields are to

<<Select from dr
Fields are to

<<Select from dr

Asset Disposal Method Calculator -

Default Values Driving the Calculations

Note: Default values in the table below are locked and should only be changed if supported by separate analysis of user market assessment.

Table 6. Value Types Associated with Each Disposal Method

Direct to public consumer	Fair Market Value (FMV)	<< Select from dropdown
Direct to public agency	Orderly Liquidation Value (OLV)	<< Select from dropdown
Trade in	Orderly Liquidation Value (OLV)	<< Select from dropdown
Guaranteed buy back	Fair Market Value (FMV)	<< Select from dropdown
Auction at DOT facility	Forced Liquidation Value (FLV)	<< Select from dropdown
Brokered sale	Orderly Liquidation Value (OLV)	<< Select from dropdown
Internet auction	Forced Liquidation Value (FLV)	<< Select from dropdown
Auction at vendor facility	Orderly Liquidation Value (OLV)	<< Select from dropdown

Disposal Values

Each method assigned a disposal value

- Fair Market
- Orderly Liquidation
- Forced Liquidation

Table 7. Convenience Factors

Less convenient	0.90
About the same	1.00
More convenient	1.10

Convenience Factors

Method to value convenience

Table 8. Ratios of Base Values to Alternate Values

Inputs	Calculated		
Base / Alternate	Fair Market Value (FMV)	Orderly Liquidation Value (OLV)	Forced Liquidation Value (FLV)
Fair Market Value (FMV)	1	0.65	0.50
Orderly Liquidation Value (OLV)	1.54	1	0.75
Forced Liquidation Value (FLV)	2.00	1.33	1

Disposal Value Transition Matrix

Ratios of disposal method values
Ex. OLV is 65% of FMV

[Link](#)
[Link](#)
[Link](#)
[Link](#)

Disposal Method Calculator

Step 5: The user can obtain the estimated benefit (or cost) of using the alternative sales channel in comparison to the current disposal method in Table 5 (cells G19:G20). Results with a relative benefit are displayed in green; results with a relative cost are displayed in red.

User Inputs

Table 1. User Data for Documentation	
Asset Class:	Pick up trucks
Analyzed by:	DRH
Date:	4/24/2023

Table 2. 'Base (Current) Disposal Method	Link
Select base disposal method	Internet aucti
Estimated typical disposal value per asset	\$5,000
Estimated cost per asset disposal (%)	10%
Estimated number of assets to be disposed	20

Table 3. Alternate Disposal Method	Link
Select alternate disposal method	Auction at vendor facility
Estimated costs to establish and administer:	
Estimated fixed cost (\$)	\$10,000
Estimated unit cost (%)	12.0%

Table 4. Convenience of Alternative Disposal in Comparison to Current Disposal Method	Link
The alternate disposal method is:	More convenient

Results

Table 5. Calculated Benefit (or Cost)	
Estimated benefit of alternate disposal method	\$30,667
Per Asset	\$1,533

Results of Alt Disposal Channel

Increase (decrease) in estimated benefit (net proceeds and convenience) from alternate disposal channel

above



[Link](#)
[Link](#)
[Link](#)

[Link](#)
[Link](#)

<<Select from dropdown

} Fields are to be directly input by user, see "Instructions: Step 3" above

<<Select from dropdown

Asset Sales Decision Support Tool

Assist fleet managers making asset disposal decisions

- Identify potential disposal channels
 - Provide advantages / disadvantages
- Analytical comparison of disposal channels
 - Quantify benefits (net proceeds and convenience)



Asset Sales Decision Support Tool

July 23, 2024



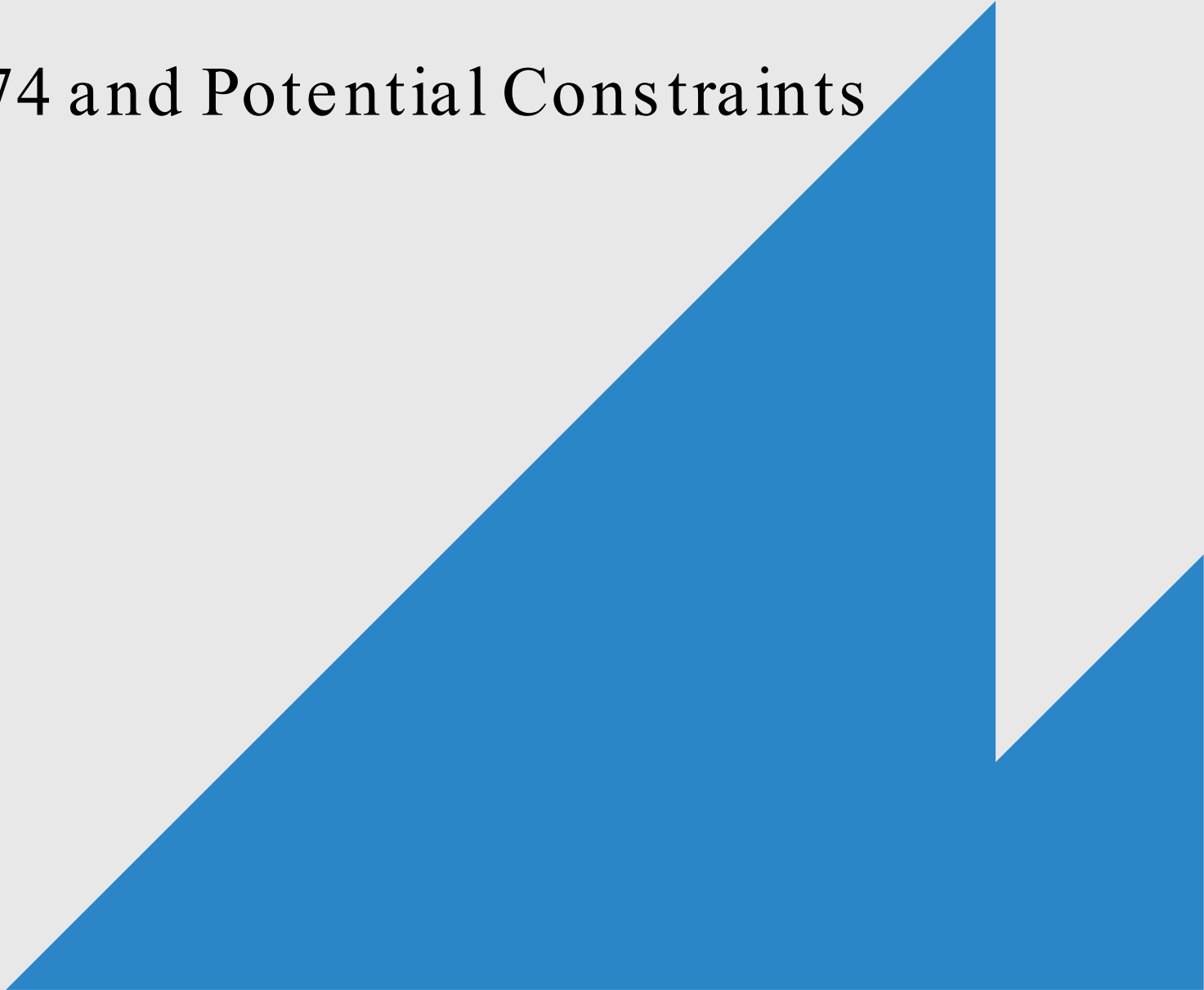
John Hildreth, PhD, PE
Western Carolina University
jhildreth@wcu.edu

Implementing Report 1074 and Potential Constraints

NCHRP Research Report 1074

July 23, 2024

George “Dennis” Halachoff
Independent Fleet Management Consultant



Presentation Focus

- Review implementation memorandum (identified as ‘Memo’ in the website Report 1074).
- Discussion of potential constraints and considerations that can increase/decrease DOT motivation for pursuing implementation

Implementation Options:

Self-implement without partners

Seek implementation partner(s)/sponsors

Pursue NCHRP 20-44 pilot funding



Basic Implementation Steps

1. Identify project goals
2. Determine personnel resources needed and roles
3. Identify tasks
4. Create a schedule
5. Identify resource needs and budget
6. Provide additional support documentation (as available)
7. Identify project performance metrics
8. Secure final approval

Implementation Readiness Self-Assessment Tool



Sell-assessment process/tool
example provided



Uses factors that frequently
vary by DOT



Uses user-defined weighting to
score readiness

Table 1: Implementation Readiness Self-Assessment (example)

Situation/Practice	Reason	Weighting	Yes/No	Score
1. Sufficient fleet replacement funding is available to support the target equipment class replacement.	The widest range of potential returns from fleet asset disposal sales tends to be when there is still a significant amount of remaining asset life.	20	Yes	20
2. State DOT directly controls how some/all of its fleet assets are disposed*? *Subject to state/agency rules and regulations.	When equipment disposal is handled by another state agency, the DOT has limited/no direct ability to control the sales channel used.	20	Yes	20
3. State DOT receive some/most of the proceeds from fleet asset sale disposal	If the DOT does not receive the proceeds from asset sale, little financial incentive exists to focus resources on this area.	10	Yes	10
4. State DOT <u>fleet unit</u> receives the proceeds of fleet asset disposal sales	If the DOT fleet unit does not receive the proceeds from asset sale, little financial incentive exists for the DOT fleet manager to focus resources on this area.	25	Yes	25
5. DOT is NOT required to offer equipment to other public agencies at less than fair market value before offering to other buyers.	If the DOT is forced to offer equipment to other public entities at below “Fair Market Values”, these sales reduce the DOT’s financial incentive for pursuing implementation.	10	No	0
6. DOT has prior sales data (equipment type, sales price, and buyer name)	The more the DOT knows about its buyers, the better it can tailor its sales efforts to expand the number and type of buyers.	15	No	0
Totals		100		75

Common Constraints of Public Sector Equipment Disposal Options: Key Findings:

Sale Proceed Distribution

Decision Making Authority

Core Competency

Customer Knowledge and Research

Common Constraints of Public Sector Equipment Disposal Options: Key Findings – Continued:

Adequate and Consistent Fleet Replacement Funding

Public Agency Equipment Sales

Difficulty applying the ‘Convenience Concept’

Risk Tolerance

Project Implementation Recommendations, Self-Assessment Tool and The Common Constraints of Public Sector Equipment Disposal Options

End of Presentation

NCHRP Research Report 1074

July 23, 2024

George “Dennis” Halachoff
Independent Fleet Management Consultant

Today's presenters



Henry Canipe
Henry.Canipe@mottmac.com



Lisa Kunzman
el.kunzman@gmail.com
L. Kunzman Consulting



John Hildreth
jhildreth@email.wcu.edu



George Dennis Halachoff
Dhalachoff@gmail.com



Upcoming events for you

July 29-August 1, 2024

Annual Automated Road
Transportation Symposium

August 6, 2024

TRB Webinar: Day-to-Day Practices
to Reduce the Carbon Footprint of
Asphalt

[https://www.nationalacademies.org/trb/
events](https://www.nationalacademies.org/trb/events)

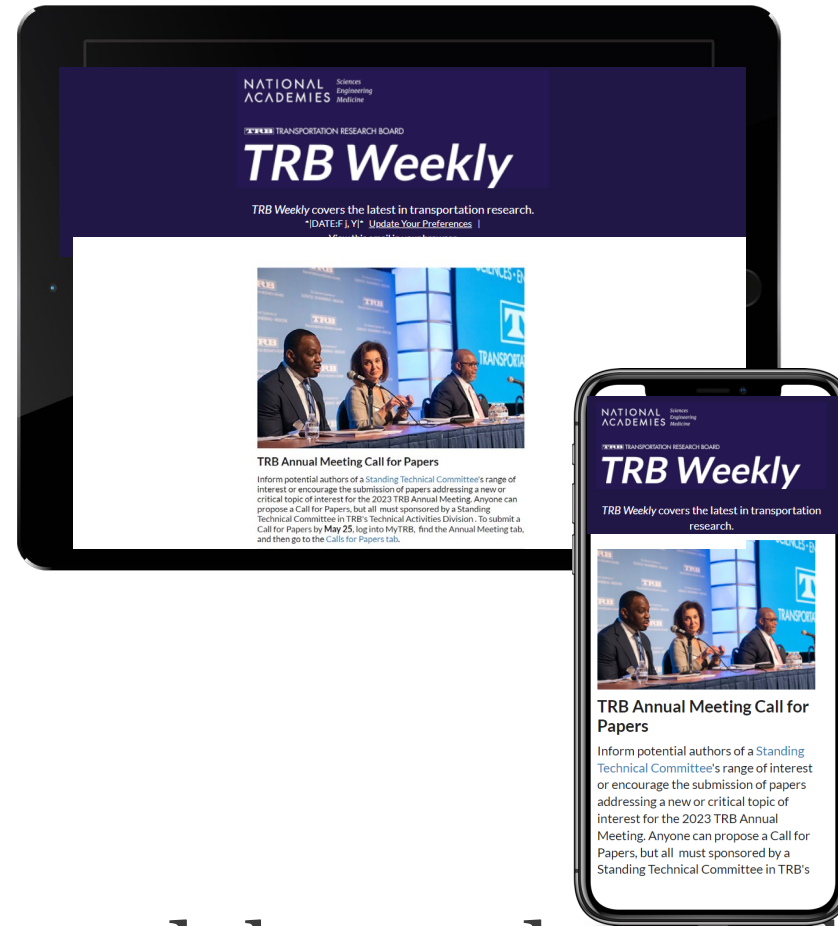


Subscribe to *TRB Weekly*

If your agency, university, or organization perform transportation research, you and your colleagues need the *TRB Weekly* newsletter in your inboxes!

Each Tuesday, we announce the latest:

- RFPs
- TRB's many industry-focused webinars and events
- 3-5 new TRB reports each week
- Top research across the industry



Spread the word and subscribe!
<https://bit.ly/ResubscribeTRBWeekly>

Discover new TRB Webinars weekly

Set your preferred topics to get the latest listed webinars and those coming up soon every Wednesday, curated especially for you!

<https://mailchi.mp/nas.edu/trbwebinars>

And follow #TRBwebinar on social media

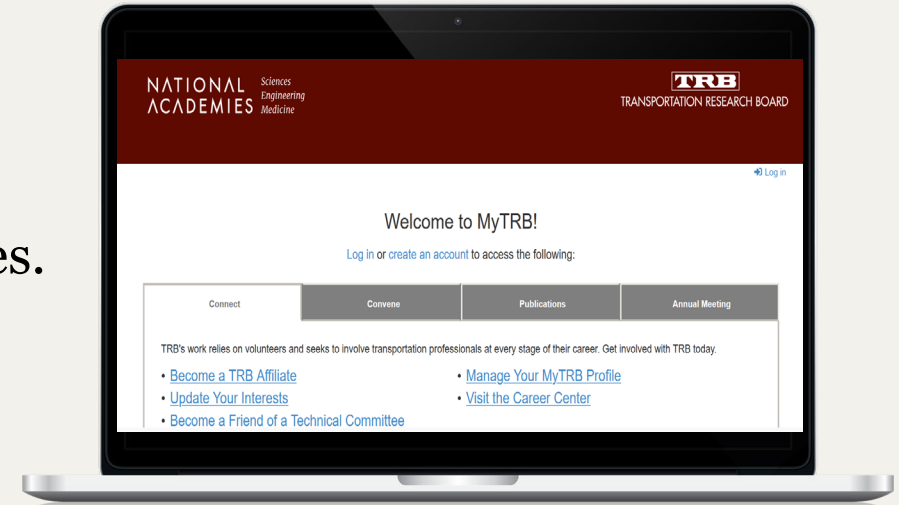


Get involved

TRB mobilizes expertise, experience, and knowledge to anticipate and solve complex transportation-related challenges.

TRB's mission is accomplished through the hard work and dedication of more than **8,000 volunteers**.

<https://www.nationalacademies.org/trb/get-involved>



We want to hear from you

- Take our survey
- Tell us how you use TRB Webinars in your work at trbwebinar@nas.edu

