

NATIONAL
ACADEMIES

Sciences
Engineering
Medicine

TRB TRANSPORTATION RESEARCH BOARD

TRB Webinar: Addressing Long-Term Effects of Aging Government Fleet Assets

February 19, 2026

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.



AICP Credit Information

1.5 American Institute of Certified Planners Certification
Maintenance Credits

You must attend the entire webinar

Log into the American Planning Association website to claim your
credits

Contact AICP, not TRB, with questions

Purpose Statement

The webinar will highlight two successful DOT approaches for estimating the costs associated with delaying fleet asset replacement beyond the optimal replacement period. This webinar will focus on practices and procedures used to evaluate long-term effects of aging fleet assets and the tradeoffs involved in deferred replacement.

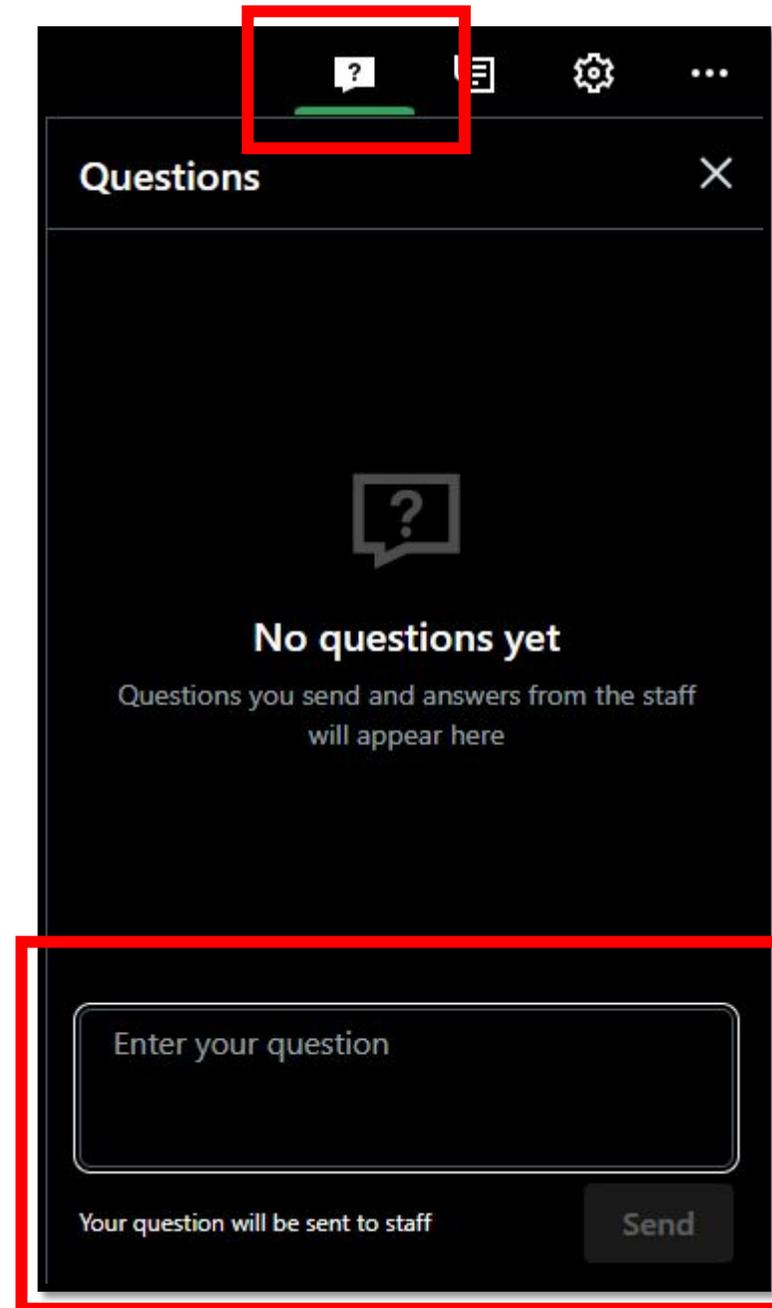
Learning Objectives

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

- Utilize methods for managing fleet operations despite the challenges of an aging fleet
- Identify key components of a successful fleet management program, with a focus on the importance of legal and internal commitments

Questions and Answers

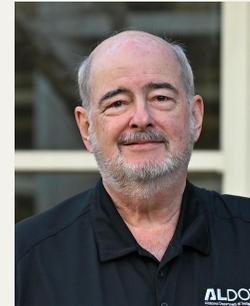
- Please type your questions into your webinar control panel
- We will read your questions out loud, and answer as many as time allows



Today's Presenters



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



Stan Carlton
carltons@dot.state.al.us
Alabama Department of Transportation
ALDOT
Alabama Department of Transportation



Kelley Dick
kelley.dick@itd.idaho.gov
Idaho Transportation Department



Tim Cunningham
tim.cunningham@ks.gov
Kansas Department of Transportation



**NATIONAL
ACADEMIES** *Sciences
Engineering
Medicine*



NATIONAL COOPERATIVE HIGHWAY RESEARCH PROGRAM 20-68

“US DOMESTIC SCAN PROGRAM”

DOMESTIC SCAN 23-05

“Successful Approaches to
Validating & Communicating the
Long-term Effects of Aging Government
Fleet Assets”

TRB WEBINAR

Lisa Kunzman
L. Kunzman Consulting
February 19, 2026



**DOMESTIC
SCAN 23-05
OBJECTIVE**

EXAMINE ORGANIZATIONS THAT:

SUCCESSFULLY DEVELOPED &
IMPLEMENTED PRACTICES &
PROCEDURES TO ESTIMATE THE COST
OF DELAYED REPLACEMENT OF DOT
FLEET ASSETS BEYOND THE OPTIMAL
REPLACEMENT PERIOD

GATHER DATA THAT MIGHT BE USED TO
DEVELOP DECISION MAKING TOOLS &
MODELS THAT CAN EFFECTIVELY
COMMUNICATE THE LONG-TERM
EFFECTS OF AGING THE FLEET ASSETS
TO DECISION MAKERS

The diagram features a vertical teal bar on the left with the text 'SCAN RESEARCH PROCESS' in white. To the right of this bar, three teal rounded rectangles are stacked vertically, each containing a stage of the process: 'Survey', 'Desk Scan Report', and 'Workshop'. The 'Desk Scan Report' and 'Workshop' sections include bulleted details. The background is white with light blue circuit-like line art in the corners.

SCAN RESEARCH PROCESS

Survey

Desk Scan Report

- Organizations/Speakers
- Format

Workshop

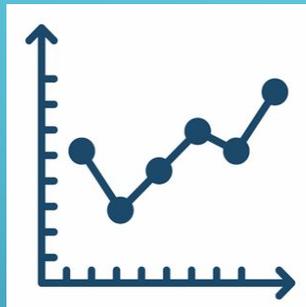
- Scan team = Researchers
- Speaker presentations = Data set

PRIMARY FINDINGS

4 Finding Themes



Credibility *



Data



Communication



Relationships

* Other finding themes related to credibility (see report)

OTHER OBSERVATIONS



- Key questions before funding requests
 1. Is the fleet right-sized & “right-typed
 2. Are the replacement criteria appropriate?
- Scan team outlined various effects of aging fleet assets (see report)
- No presentations addressed quantifying the long-term effect of aging fleet assets
- Interrelationship of findings themes

CREDIBILITY EXAMPLE- IDAHO

Approach

Presented by
Kelley Dick
Idaho Transportation
Department

DATA EXAMPLE- WASHINGTON

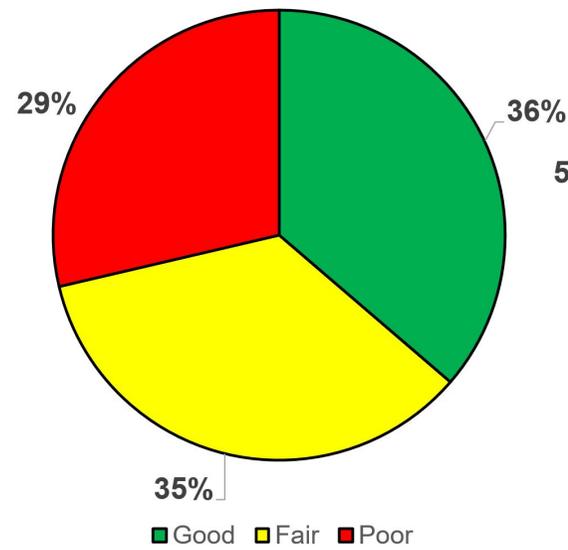
Approach

- Data
- Reports
- Graphics
- Key performance metrics

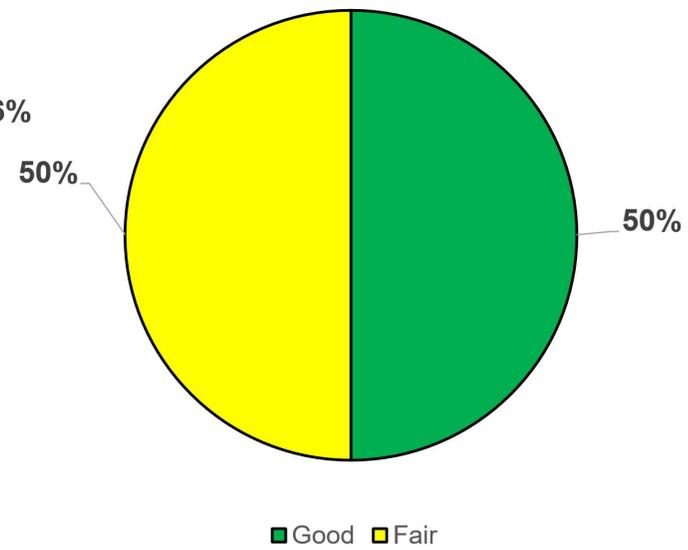
DATA EXAMPLE- WASHINGTON

Current fleet vs healthy fleet

Current Fleet - Where TEF is Today



Healthy Fleet - Where TEF Should Be

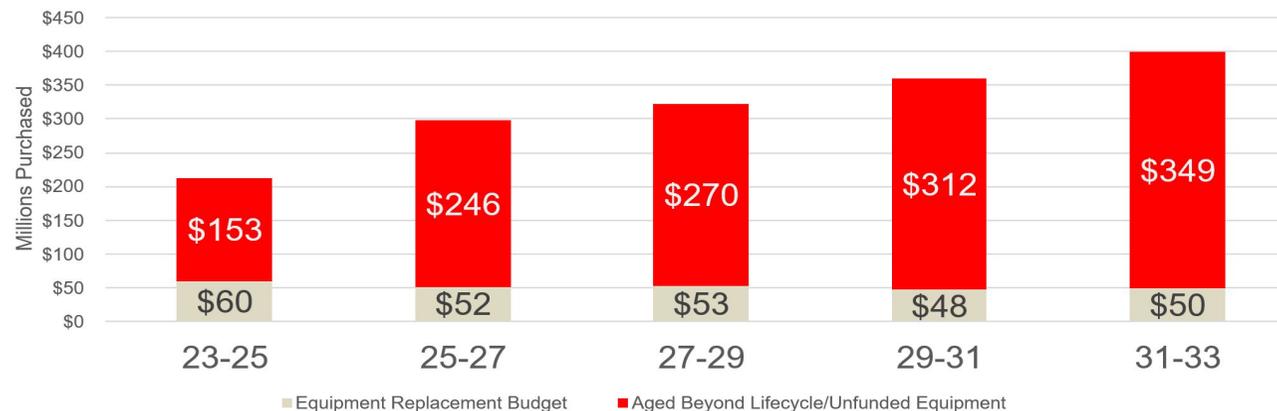


DATA EXAMPLE- WASHINGTON

Legislative funding making a difference

- \$20 million funding to offset growing backlog.
- 20 percent increase in pay for heavy equipment mechanics.
- \$4.1 million parts and major component failure budget increases.
- \$700,000 to replace parts contaminated by asbestos

Equipment Backlog at Current Funding



COMMUNICATION EXAMPLE- TEXAS

Approach-Fl
eet Health
Index (FHI)

- Simple & universal communication
- Data-driven insights
- Scenario-based projections

COMMUNICATION EXAMPLE- TEXAS

Simple & Universal Communication

FHI – Letter grade system

- Transcends technical jargon
- Fosters productive discussions among fleet and non-fleet stakeholders

Grade definitions are as follows:

- Grade "A" = Goal
- Grade "B" = Average
- Grade "C" = Slightly below average
- Grade "D" = Below average
- Grade "F" = Significantly below average

COMMUNICATION EXAMPLE- TEXAS

FLEET HEALTH INDEX

THREE FACTORS

Fleet Health Index Score = (Age / Age Guideline) + (LTD Maintenance Cost / Maintenance Cost Guideline) + (LTD Usage / Usage Guideline)



AGE

Beginning with the
in-service date



MAINTENANCE COST

Repair and preventative
maintenance cost



USAGE

Miles or
hours

COMMUNICATION EXAMPLE- TEXAS

Scenario-Based Projections

Current FHI grades & funding needs to raise grades (e.g., "A" or "B")

"What-if" scenarios allows decision-makers to visualize trade-offs & impacts of various funding levels

RELATIONSHIPS EXAMPLE- WEST VIRGINIA

Approach

- Raised visibility
- Used data approach
- Delivered on promises
- Was ready to act

RELATIONSHIPS EXAMPLE- WEST VIRGINIA

Raised Visibility

- Participated in publicity events & promotions
- Invited decision makers to drive equipment in publicity events



RELATIONSHIPS EXAMPLE- WEST VIRGINIA

Used Data Approach

- Defined life cycle and replacements
- Developed replacement needs plan

Delivered on promises

- Timely purchases & purchasing flexibility

Was Ready to Act

- Equipment replacement plan prepared in anticipation of additional funding
- Purchase contracts in place

RELATIONSHIPS EXAMPLE- WEST VIRGINIA

New Equipment Purchase Budget

State Fiscal Year (July 1- June 30)	Budget	Additional Funding	Total
2019	\$15,000,000.00	\$7,500,000.00	\$22,500,000.00
2020	\$15,000,000.00	\$29,00,000.00	\$44,000,000.00
2021	\$18,000,000.00	\$2,258,685.00	\$20,258,685.00
2022	\$20,000,000.00	\$5,000,000.00	\$25,000,000.00
2023	\$20,000,000.00	\$25,000,000.00	\$45,000,000.00
2024	\$25,000,000.00	\$75,000,000.00	\$100,000,000.00
2025 (Estimated)	\$25,000,000.00		

CASE STUDY- ALABAMA

Background

Presented by
Stan Carlton
Alabama Department of
Transportation

PRIMARY RECOMMENDATIONS (EXAMPLES)

Credibility

- Share life cycle methodology with stakeholders

Communication

- Establish regular scheduled communications

Data

- Create & report fleet health metrics that are accessible & provide actionable insights

Relationships

- Devote time & plan for relationship development & outreach

**MANY MORE DETAILED RECOMMENDATIONS,
SEE REPORT**

OTHER RECOMMENDATIONS

Research Need

- Develop a tool for quantifying the hard & soft of aging government fleet assets so that the costs can be effectively communicated to decision makers

Other Recommendations

- See report

**Further information on this scan
&
the NCHRP 20-68 “U.S. Domestic Scan
Program”
are available at:**

<http://www.domesticscan.org/>

LOOK FOR
Domestic Scan 23-05
“Successful Approaches to
Validating & Communicating the Long-term Effects of Aging
Government Fleet Assets”

Trust Through Transparency: Aging Fleets in Focus

Kelley Dick – State Fleet Manager/ Maintenance Services Manager



YOUR *Safety* • • • ► YOUR *Mobility* • • • ► YOUR *Economic Opportunity*

YOUR

unity



Shoshone Falls
212 Ft. Tall
900 Ft. Wide

Hells Canyon
7,993 Ft. @ Maximum Depth
Deepest Gorge in America



Fleet Responsibilities

Headquarters

- Capital Purchase Budget
- Operating/Maintenance Budget
- Fuel Site Budget
- Policy Oversight
- Licensing/Titling
- Purchase Specification Development
- Fleet Management System Oversight
- Headquarters Pool Fleet

Districts

- Operating/Maintenance Budget
- Preventive Maintenance
- Maintenance/Operations
- Shop Management
- Inventory Management

Fleet Management & Operation Services



Kelley Dick
Program Manager
(208) 334-4456
PCN-2445



Alan Huey
Business Operations Specialist
(208) 334-8488
PCN-1810



Judi Conner
Project Coordinator
(208) 334-8409
PCN-2151



Jeff Rados
Business Operations Specialist
(208) 334-8415
PCN-1263



Rachelle McCoy
Program System Special-Auto
(208) 334-8517
PCN-1825

Fleet Management Roles

- Headquarters
 - Fleet Manager, Fleet Operations Specialists, Winter AVL Coordinator, Fuel Systems Coordinator
- Districts
 - District Fleet Operations Manager & Shop Superintendent
- Benefits
 - Statewide Perspective, Transparency

Fleet Statistics

- Fleet Management System – Trimble/Agile Assets
- Telematics Provider
 - Light Duty Fleet – Geotab/AT&T
 - Snowplow – Geotab/Certified Power Solutions
- Budget
 - Capital – Annual Appropriation at Headquarters
 - Operating – Annual Appropriation for Each District & Headquarters

Capital Replacement Budget Process

- 5-Year Planning Matrix
- Budget Request
- Budget Analysis Review
- Preliminary Board Review/Approval
- Final Board Review/Approval
- Legislative Appropriation/Approval
- Signed into Law by Governor

5-Year Planning Matrix

- Replacement
 - Categories
- Individual Unit Replacement
- New/Additional Equipment
- Buy-Back Program Equipment
 - Replacement
 - Proceeds
 - Boot/Profit

Description	FY-26	FY-27	FY-28	FY-29
		1 Vac Truck D5 Shared	Crawler Dozer D5 (D6 size)	\$ 750,000
		2 Ea. Slide In Flusher/Deicer Tank D6	\$ 320,000	1 Ea Flusher Trucks D1
		4 Ea. 6 x 4 Snowplow Trucks D2	\$1,112,112	3 Ea. 6 x 4 Snowplow Trucks (D3)
	Brine Tanker Trailer D5	\$ 160,000	Excavator D6 (210)	\$ 275,000
	Buy Back Grader D5	\$ 500,000	Street Sweeper D4	\$ 400,000
	Street Sweeper D3 Mech	\$ 425,000	Street Sweeper Regen. D1	\$ 500,000
	Sign Crew 4 Door 30ft Boom Truck D6	\$ 250,000	Small Aerial Truck D4	\$ 150,000
	2 Ea. 1 Ton Crew Dump Trucks D1	\$ 233,000	Backhoe D6	\$ 120,000
	2 Ea. 1 Ton Crew Pickups D1	\$ 138,000	3 CY Loader D6 Add to Buy Back	\$ 200,000
	4 x 2 Snowplow Truck, Hooklift V-Box Spreader D1	\$ 400,000	Mastic Machine D4	\$ 100,000
	6 Ea. 1/2 Ton Crew Pickups D6	\$ 670,000	1 Ea. 3 CY Loader D1	\$ 200,000
	5 Ea. 1/2 Ton Crew Pickups D2			\$ 220,000
	4 striping support vehicles D4	\$ 400,000		\$ 110,000
Total New/Add	\$ 3,176,000	\$ 4,907,112	\$ 1,800,000	\$ -
Total Program Amount	\$ 54,021,595	\$ 52,631,346	\$ 48,274,412	\$ 3,490,016

Equipment Request Document

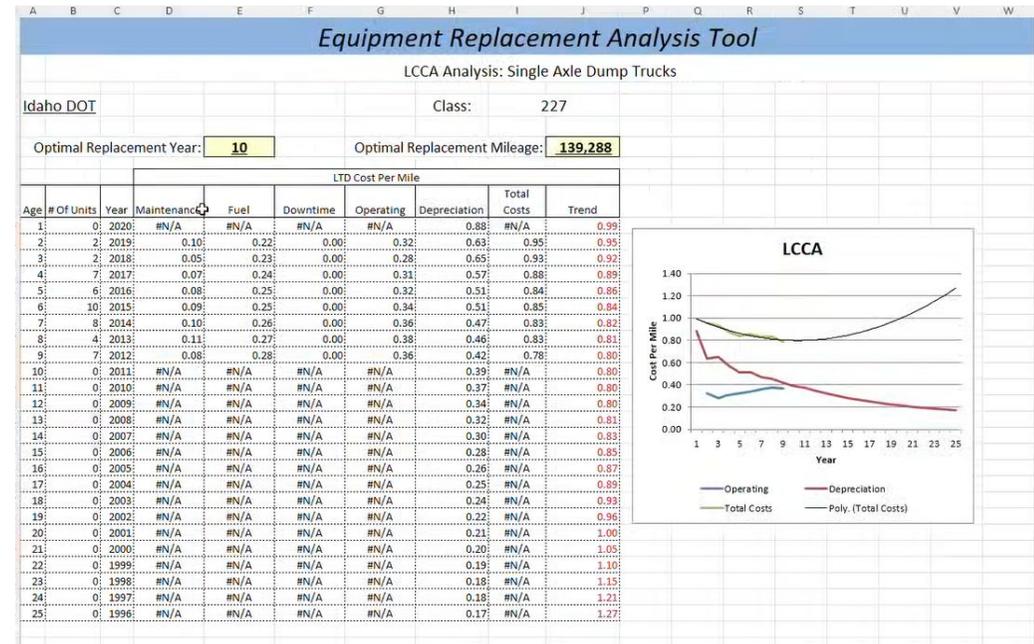
- Replacement
- New/Additional
- Buy-Back
- Replacement Metrics
- Inventory/Tab Deficient List/Tab

ROAD EQUIPMENT REQUEST F.Y. 2026

Fleet Category	Description	Total Count	On-Hand		Up-Fitting Costs (Warning Lights, Bed Liner, Etc)	Economic Life			Rated "Deficient"		Annual Depreciation		FY-2026 Replacement Request		FY-2026 Additional Equipment Request		
			Acquisition Cost	Based Unit Replacement Cost		Fleet Replacement Value	Hours/Miles	Years	Count	Replacement Value	Replacement Value	Count	Replacement Value	Count	Replacement Value	District	
850	FORKLIFT, LARGE	6	\$ 277,723	\$ 155,000.00		\$ 810,000	5,000	Hr	20	3	\$ 405,000	\$ 20,250	1	\$ 155,000			
851	YARD CRANE	1	\$ 30,934	\$ 35,000.00		\$ 35,000	5,000	Hr	20	1	\$ 35,000	\$ -		\$ -			
852	YARD TUG	6	\$ 63,569	\$ 27,500.00		\$ 165,000	5,000	Hr	20	2	\$ 55,000	\$ 5,500		\$ -			
853	ELECTRIC WAREHOUSE EQUIP.	2	\$ 28,145	\$ 50,000.00		\$ 100,000	5,000	Hr	20	1	\$ 50,000	\$ 2,500		\$ -			
860	SCREENER PLANT	1	\$ 135,526	\$ 205,000.00		\$ 205,000			15	1	\$ 205,000	\$ -		\$ -			
861	BELT LOADER	9	\$ 923,408	\$ 205,000.00		\$ 1,845,000	2,250	Hr	15	6	\$ 1,230,000	\$ 41,000		\$ -			
864	LAWN TRACTORS	23	\$ 189,830	\$ 13,500.00		\$ 310,500	2,250	Hr	15	17	\$ 229,500	\$ 5,400	2	\$ 27,000			
865	LAWN MOWER	1	\$ 1,768	\$ 2,000.00		\$ 2,000			5		\$ -	\$ 400		\$ -			
866	SICKLE MOWER	8	\$ 126,480	\$ 35,000.00		\$ 280,000			15	4	\$ 140,000	\$ 9,333		\$ -			
867	ROTARY MOWER	36	\$ 650,645	\$ 35,000.00		\$ 1,050,000			15	6	\$ 210,000	\$ 56,000	2	\$ 70,000			
868	BRUSH CHIPPER	11	\$ 466,958	\$ 127,000.00		\$ 1,397,000	3,000	Hr	15	8	\$ 1,016,000	\$ 25,400	1	\$ 127,000			
869	SLOPE MOWER	7	\$ 257,918	\$ 150,000.00		\$ 1,050,000			15	2	\$ 300,000	\$ 50,000		\$ -			
870	FLAIL MOWER	9	\$ 238,588	\$ 35,000.00		\$ 315,000			15	6	\$ 210,000	\$ 7,000	0	\$ -			
872	WATER PUMP UP TO 3-1/2"	11	\$ 33,219	\$ 3,500.00		\$ 38,500			19	10	\$ 35,000	\$ 269		\$ -			
873	WATER PUMP 4" AND UP	1	\$ 22,903	\$ 4,300.00		\$ 4,500			19		\$ -	\$ 846		\$ -			
880	SMALL VIBRATING ROLLER	18	\$ 644,473	\$ 85,000.00		\$ 1,530,000	3,000	Hr	15	9	\$ 765,000	\$ 51,000	1	\$ 85,000			
881	LARGE VIBRATING ROLLER	4	\$ 259,792	\$ 200,000.00		\$ 800,000	3,750	Hr	15	4	\$ 800,000	\$ -	1	\$ 200,000			
885	SANDER, 5 CY SLIDE-IN	31	\$ 453,548	\$ 64,000.00		\$ 1,984,000			12	17	\$ 1,088,000	\$ 74,667		\$ -	1	\$ 64,000	1
887	SANDER 9 CY TRUCK MT.	66	\$ 2,128,556	\$ 64,000.00		\$ 4,224,000			12	19	\$ 1,216,000	\$ 250,667		\$ -			
888	SANDER 9 CY SLIDE-IN	312	\$ 9,373,874	\$ 62,500.00		\$ 19,500,000			12	72	\$ 4,500,000	\$ 1,250,000	89	\$ 2,437,500			
889	SPREADER COMBO UNIT	5	\$ 261,509	\$ 75,000.00		\$ 375,000			12	2	\$ 150,000	\$ 18,750		\$ -			
902	LARGE EXCAVATOR	6	\$ 1,132,580	\$ 225,000.00		\$ 1,350,000	5,000	Hr	15	3	\$ 675,000	\$ 45,000	2	\$ 450,000			
905	TRENCHER	1	\$ 63,615	\$ 70,000.00		\$ 70,000	3,000	Hr	12	0	\$ -	\$ 5,833		\$ -			
906	EQUIPMENT ATTACHMENTS	35	\$ 512,399	\$ 25,000.00		\$ 875,000			12	13	\$ 325,000	\$ 45,833		\$ -			
907	MECHANICAL STREET SWEEPER	14	\$ 3,736,342	\$ 425,000.00		\$ 5,950,000	3,500	Hr	10	6	\$ 2,550,000	\$ 340,000	1	\$ 425,000	1	\$ 425,000	3
908	LITTER RETRIEVAL MACHINE TOW-TYPE	2	\$ 118,145	\$ 85,000.00		\$ 170,000			10		\$ -	\$ 17,000		\$ -			
909	SELF-PROP BROOM	30	\$ 1,514,309	\$ 95,000.00		\$ 2,850,000	3,000	Hr	12	5	\$ 475,000	\$ 197,917	2	\$ 190,000			
910	VACUUM STREET SWEEPER	4	\$ 837,561	\$ 425,000.00		\$ 1,700,000	3,500	Hr	10	2	\$ 850,000	\$ 85,000		\$ -			
911	1000 GALLON DEICER TANK	90	\$ 1,935,463	\$ 36,000.00		\$ 3,240,000			12	49	\$ 1,764,000	\$ 123,000	4	\$ 144,000			
912	2500 GALLON DEICER TANK	19	\$ 1,145,057	\$ 150,000.00		\$ 2,850,000			12	15	\$ 2,250,000	\$ 50,000		\$ -			
913	WED SPRAYER TANK	6	\$ 28,504	\$ 10,500.00		\$ 63,000			12	3	\$ 31,500	\$ 2,625		\$ -			
915	SEMI LOW-BOY	19	\$ 1,357,107	\$ 142,000.00		\$ 2,698,000			12	8	\$ 1,136,000	\$ 130,167		\$ -			
916	SEMI DUMP BELLYSIDE	3	\$ 105,985	\$ 80,250.00		\$ 240,750			15	2	\$ 160,500	\$ 5,350		\$ -			
917	SEMI TANKER	7	\$ 518,204	\$ 160,000.00		\$ 1,120,000			12	5	\$ 800,000	\$ 26,667	1	\$ 160,000	1	\$ 160,000	5
919	OFFICE AND TEST	27	\$ 1,315,802	\$ 100,000.00		\$ 2,700,000			25	11	\$ 1,100,000	\$ 64,000		\$ -			
920	TILT, RAMP 20 TON	47	\$ 918,636	\$ 47,500.00		\$ 2,232,500			12	28	\$ 1,330,000	\$ 75,288	3	\$ 142,500			
921	UTILITY 921	168	\$ 1,074,827	\$ 11,000.00		\$ 1,848,000			12	135	\$ 1,485,000	\$ 30,250	10	\$ 110,000	7	\$ 77,000	4,5,6
922	SIGN	29	\$ 339,333	\$ 5,350.00		\$ 155,150			12	8	\$ 42,800	\$ 9,363	2	\$ 10,700	11	\$ 58,850	1,4,5,6
923	MESSAGE	122	\$ 2,338,580	\$ 18,000.00		\$ 2,196,000			12	33	\$ 594,000	\$ 133,500	10	\$ 180,000	17	\$ 306,000	1,3,4,5,6

Replacement/Life Cycle Analysis

- Fleet Management Team Review
 - Category Analysis
- NCHRP 13-04 Optimized Replacement Analysis Tool
- 10-Wheel Snowplow Truck Replacement
 - 12-13 Year Life Cycle



Equipment Buy-Back Program

- What Is It?
- Benefits of the Program
- Current Fiscal Year Values

What is a Buy-Back Program

- Equipment is Purchased by Bid with a Guaranteed Buy-Back from the Vendor after a Specific Period of Time
 - Optional to Vendors
 - Initial Bid Purchase Price
 - Guaranteed Buy-Back Value
 - Fixed Duration of Ownership
 - Bids are Evaluated on Monthly Ownership Cost
 - Known Maintenance Cost

Buy-Back Ownership Durations

- Term is 18 month or 30 month depending upon the type of equipment
 - Backhoes – 12 Units – 18 Months
 - Excavators – 13 Units – 18 Months
 - Motor Graders – 12 Units – 18 Months
 - 4 CY Loaders – 19 Units – 18 Months
 - 3 CY Loaders – 59 Units – 18, and 30 Months
- ITD has Option to Sell to Vendor or Retain Ownership. If retained, warranty is for 5 years

Buy-Back Benefits

- Reduced Ownership Cost
- Reduced Operating Cost
- Reduced Downtime
- Increased On-Hand Inventory for Winter

3 CY Loaders - 59 Units

Caterpillar 938M	
Purchase Price	\$199,986
Monthly Depreciation Cost	\$1,111.04
18 Mo. Term Buy-Back Amount	\$214,000
30 Mo. Term Buy-Back Amount	\$212,000
18 Monthly Cost of Buy-Back	(\$737.55)
30 Monthly Cost of Buy-Back	(\$387.53)
18 Month Ownership Savings Over Term of Buy-Back	\$35,123
30 Month Ownership Savings Over Term of Buy-Back	\$46,455



Win-Win-Win

How it Works – 3 CY Loader Example

Sale to State of Idaho

List Price	\$260,000
State Price	\$200,000
Dealer Cost	\$195,000
Dealer Profit	\$5,000

Sale to Private Contractor

List Price	\$260,000
Contractor Price	\$250,000
Dealer Cost	\$240,000
Dealer Profit	\$10,000

Sale of Buy-Back Loader to Private Contractor

Market Value	\$240,000
Contractor Price	\$230,000
Dealer Cost	\$214,000
Dealer Profit	\$16,000

Total Dealer Profit on Transaction

\$21,000

Reasons for Our Success

- Our success is built on disciplined forecasting, objective lifecycle metrics, competitive procurement strategy, and transparent reporting structures.
- Executive leadership understands our fleet condition, our projected capital exposure, and the reasoning behind every replacement/and or additional request.
- That visibility builds trust.

Thank You



YOUR *Safety* ● ● ● ► YOUR *Mobility* ● ● ● ► YOUR *Economic Opportunity*

ALDOT Equipment Management Program

NCHRP Scan Tour Webinar
February 19, 2026

Stan Carlton
Equipment Management Coordinator

ALDOT

ALDOT Bureau of Equipment, Procurement and Services



- ▶ Equipment/Fleet Management Operations
- ▶ State-wide ALDOT Procurement Office
- ▶ Local & State-wide Facilities Management
- ▶ Property Inventory Management
- ▶ ALDOT Motor Pool and Local Fleet
- ▶ State Employee Gym
- ▶ State-wide ALDOT Mail Services
- ▶ Central Supply Warehouse
- ▶ Conference Center

ALDOT Bureau of Equipment, Procurement and Services



- ▶ Total Bureau Employees: 72
- ▶ Assistant Bureau Chiefs / EMMs: 2
- ▶ Facility & Property Manager 1
- ▶ Transportation Office Manager 1
- ▶ Executive Administrative Assistant 1
- ▶ Procurement Manager 1
- ▶ Property Inventory Manager 1

Ten (10) Area Equipment Maintenance Managers
No Direct Supervision / Report to Area Managers

ALDOT Area Offices

Equipment Support Operations



- ▶ Area Equipment Maintenance Manager
 - ▶ Area and District Equipment Fleets (Rental)
 - ▶ Equipment Inventory Operations
 - ▶ Quarterly Equipment Orders
 - ▶ Equipment Maintenance and Repair Services
- ▶ Equipment Repair Facility
- ▶ Equipment Fuel Station

ALDOT Bureau of Equipment, Procurement and Services

- ▶ ALDOT Equipment/Fleet Management Operations
 - ▶ Acquisition - Specs, Contracts, Bids, Emergencies
 - ▶ Fleet Rental Operations - Vehicles and Equipment
 - ▶ Maintenance and Repairs - Internal and Contract
 - ▶ Inventory Management - Legal Compliance
 - ▶ Surplus / Salvage Management - Prep and Sales
 - ▶ Central Office Equipment Yard
 - ▶ Receiving, A98 Rentals, Repairs & Prep, Sales
 - ▶ State Agencies, Counties, Municipalities, Auctions

ALDOT Bureau of Equipment, Procurement and Services



- ▶ Procurement Office Operations
 - ▶ Manage Procurement State-wide for ALDOT
 - ▶ Equipment, Materials, Supplies and Services
 - ▶ FY2025 - More than 23,500 requisitions
 - ▶ Review Agency Local Payment requests
 - ▶ FY2025 Annual Spend \$326.5 Million
 - ▶ Manage Approximately 680 Master Agreements
 - ▶ Approve Emergency and Exemption Purchases

ALDOT Bureau of Equipment, Procurement and Services



- ▶ Facilities Management
 - ▶ Central Office Buildings and Grounds
 - ▶ Coliseum Boulevard General Office Complex
 - ▶ Fairground Road Materials Testing and Research
 - ▶ Traffic Operations Drive Auxiliary Facilities
 - ▶ Kershaw Facility – Networks Operations
 - ▶ Gunter Annex Complex – Bureau & Training Facilities
 - ▶ State Hangar at Montgomery Regional Airport
 - ▶ State-wide ALDOT Land and Buildings Projects
 - ▶ North Montgomery Plume Acquisition

ALDOT Bureau of Equipment, Procurement and Services



- ▶ Property Inventory Management
 - ▶ Title 41, Code of Alabama
 - ▶ Auditor's Office *"Property Inventory Manual"*
 - ▶ 49,150 assets with acquisition cost = / > \$500
 - ▶ 55,307 agency inventory items < \$500
- ▶ Bureaus, Regions, Areas, Districts, Projects, Etc.
- ▶ Lotting, pricing and preparation for auctions
 - ▶ Miscellaneous assets
- ▶ Asset management during ALDOT auctions

ALDOT Bureau of Equipment, Procurement and Services



- ▶ ALDOT Central Office Motor Pool (73 Assets)
 - ▶ Local, In-State and Out-of-State
 - ▶ Passenger cars, vans, pick-ups, SUVs
- ▶ ALDOT / State Employee Gym
- ▶ Mail Room - US Mail, Inter-Office, Parcels
- ▶ Central Office Supply Warehouse / Map Sales
- ▶ ALDOT Conference Centers
 - ▶ Six (6) individual conference rooms
 - ▶ Three (3) Multi-room combinations

Property Type Prefixes

- ▶ SG - State General
- ▶ SE - State Equipment
- ▶ SA - State Automobile
- ▶ ST - State Truck
- ▶ HD - State Highway Dept
- ▶ SP - State Plane
- ▶ CH - Child
- ▶ 24 - Under \$500
- ▶ LP - Leased Plane

ALDOT Bureau of Equipment, Procurement and Services

- ▶ Property and Fleet Assets (104,469)
 - ▶ Vehicles (3055)
 - ▶ SA Assets - Automobiles - 53 pieces
 - ▶ ST Assets - Trucks - 3002 pieces
 - ▶ Construction and Maintenance Equipment
 - ▶ SE Assets - Tractors & Heavy Equip - 680 pieces
 - ▶ Rental Fleet - 3735 Vehicles and Equipment

Primary Elements of the Program



- ▶ Categories of Equipment
- ▶ Decentralized but Coordinated
- ▶ Cost-effective Procurement of Assets
- ▶ Life Cycle Determination
- ▶ Fleet Rental Program - Project Charge-back
- ▶ Asset Utilization Management
- ▶ Remarketing of Assets
- ▶ Re-Capitalization of Residual Value
- ▶ Analytical Fleet Data Management

Categories of Equipment

- ▶ Rental Equipment (Revolving Fund)
 - ▶ Typically self-propelled over 75hp
 - ▶ SA, ST and SE
- ▶ Non-Rental Equipment
 - ▶ \$500.00 plus, 1-year life expectancy
 - ▶ \$100.00 - \$499.99 with security issues
 - ▶ Self-propelled 75hp and under
 - ▶ Non-motorized
 - ▶ Some exceptions
 - ▶ Forklifts, Skid steers, pot-hole patchers, etc
- ▶ Computer Equipment

Cost-effective Procurement of Assets

- ▶ Alabama State Bid Law
 - ▶ Code of Alabama Title 41 Section 16
 - ▶ Procurements of \$25,000.00 or more
 - ▶ Contracts for a period of 12 months
 - ▶ Potential renewals for 4 additional terms
 - ▶ Escalation clause
 - ▶ Passenger Vehicles and Light Trucks
 - ▶ Medium to Heavy Trucks
 - ▶ Truck Bodies
 - ▶ Medium and Heavy Equipment
 - ▶ Tractors
 - ▶ Bid evaluation and award based on Life Cycle Cost

Life Cycle Determination

- ▶ Basic Code for each category of equipment
- ▶ Specific Life cycle established per basic code
- ▶ Analysis of maintenance and operational costs
- ▶ Regression curve analysis
 - ▶ A procedure for determining a relationship between a dependent variable, such as cost of operation, and an independent variable, such as equipment age or usage, for a given population.
- ▶ Optimum value point
 - ▶ Residual Value vs Operational Costs
- ▶ Enhancements, Extraordinary Repair, Refurbishment

Examples of Specific Life Cycle

- ▶ B/C 1260 Drill Unit 2-T 4WD 12 yrs
- ▶ B/C 1650 5-T Dump 12yrs / 100,000 miles
- ▶ B/C 1670 Triaxle Dump 15yrs / 150,000 miles
- ▶ B/C 2350 Flat Crew Dsl 1-T 10yrs / 100,000 miles
- ▶ B/C 3300 Pickup Gas 1/2-T 5yrs / 55,000 miles
- ▶ B/C 3530 P/U 4WD Flex 3/4-1T 6yrs / 75,000 miles
- ▶ B/C 8250 Motor Patrol Lrg 10 years
- ▶ B/C 9360 Tractor 6-cyl 5 years
- ▶ B/C P040 Automobile Flex 4yrs / 50,000 miles

Fleet Rental Program

- ▶ Equipment Bureau “owns” all rental equipment
- ▶ Assigned (Rented) to a specific ALDOT location
- ▶ Equipment Program Collections
 - ▶ Replacement Rate
 - ▶ The estimated net cost (total cost of new unit less estimated salvage value of comparable owned unit) of replacing a like unit during the coming fiscal year.
 - ▶ Depreciation Rate
 - ▶ The difference between net acquisition cost and estimated residual value
 - ▶ Rental Rates
 - ▶ Cost of operation and maintenance
 - ▶ Salvage / Residual Value

Asset Management



- ▶ Fleet Asset Management Program
 - ▶ You must be able to measure your fleet metrics in order to manage your fleet
 - ▶ Proprietary system developed in-house
 - ▶ Fully integrates with our financial system
 - ▶ User friendly
 - ▶ Automated processes

Asset Management

- ▶ CEMS - Equipment Management System
 - ▶ (Consolidated Equipment Management System)
- ▶ CPMS - Financial Management System
 - ▶ (Consolidated Project Management System)
- ▶ Both systems integrated and interactive
- ▶ Data imports from:
 - ▶ FuelMaster Fuel Inventory System usage
 - ▶ Shop Orders
 - ▶ Administrative inputs

Analytical Fleet Data Management



- ▶ Capture and manage all key metrics, e.g.:
 - ▶ Basic code, equipment number, assignment
 - ▶ Acquisition cost, attachments, estimated resale
 - ▶ Usage, PMs, maintenance, down time, repeats
- ▶ Integrate with financial systems
 - ▶ Equipment and project costs, daily time cards, etc.
 - ▶ Reports and analysis

Asset Management - Examples

- ▶ Overdue PM inspections
- ▶ Under-utilization
- ▶ Abnormal fuel usage
- ▶ Maintenance / repair history
- ▶ Repetitive repairs per vehicle / class
- ▶ Average Operating Cost Per Mile
- ▶ Vehicles By Location

Asset Utilization Management

- ▶ Unit of Usage - Mile or Hour
- ▶ Minimum Monthly Usage
- ▶ Area EMM receives reports, generates reports
- ▶ Equipment Bureau Exception Report
 - ▶ Assets with less than 50% of minimum usage
 - ▶ Assets with less than 50% expected fuel economy
- ▶ Monthly Reports
- ▶ Periodic Reviews
- ▶ Validation of Assets or Relocation of Assets
- ▶ Special or Necessary Assets to meet mission
- ▶ Seasonal Mask

Capitalization of Residual Value



- ▶ Gross sales value less cost of sales
- ▶ Net Salvage Value
- ▶ Residual Value Returned to Revolving Fund
- ▶ Fund accounting by Area
- ▶ Transfer of Assets - Money follows asset

Remarketing of Assets

- ▶ Available Marketing Resources
 - ▶ Other State Agencies
 - ▶ Counties/Cities/Municipalities/Quasi-governmental
 - ▶ Public Auction
- ▶ Legal Obligation
 - ▶ Minimum 60 days prior to public auction
- ▶ Contract Auction Management
 - ▶ “Rolling Stock”
 - ▶ “Miscellaneous Off-Site”

Legal Framework Fleet Management System



- ▶ 23-1-50.1 1981 Created Revolving Fund/Rental
- ▶ 23-1-64 1995 Allow ALDOT to sell surplus
- ▶ 23-1-65 1995 Management of surplus
- ▶ 23-1-66 1995 Sales procedures and proceeds
- ▶ 41-16-21a 1969 Act 1053 – Repairs non-biddable

ALDOT EQUIPMENT REPLACEMENT PROGRAM

The theory behind our replacement program is to charge the user for each piece of equipment that they are assigned (RENTED) at the lowest possible cost per mile. Therefore, they must look at whether this piece of equipment is useful to them based on associated cost on keeping that piece of equipment.

EQUIPMENT MANAGEMENT SCHEME

- **Equipment Management Categories**
 - **Basic Code = Equipment Type**
- **Equipment Life Expectancy by years or miles/hours based on history, experience and life cycle cost**
- **All Equipment Numbered:**
 - **Autos, Trucks, Heavy Equipment**

EQUIPMENT MANAGEMENT SCHEME

- **Operating Costs are accumulated on an individual unit basis and are identified by accounting areas (Cost Categories)**
- **Usage is reported on an individual asset basis**
- **Usage report is due by the 15th of each month**

Alabama Department of Transportation
2012 Active Basic Code Report

BASIC CODE	UNIT OF OPERATION		DESCRIPTION	GROSS REPLT COST	SALVAGE VALUE	REPLACEMENT LIFE
0010	Tenths of Hours		AIRPLANE JET	0	0	20
0020	Tenths of Hours		AIRPLANE, RECIPRO 2 ENGINE	557865	300000	20
0040	55000	Miles	AUTOMOBILE - FLEX FUEL	12250	7000	5
0050		Miles	LEASED AUTOMOBILE - FLEX FUEL	0	0	0
0060	55000	Miles	AUTOMOBILE - FULL-SIZE	15260	7500	5
0130	100000	Miles	ALL TERRAIN TOOL CARRIER-UNIMOG	138195	70000	12
0150	125000	Miles	AUGER TRK W/BUCKET DSL 4T DERRICK	140000	15000	12
0160	125000	Miles	AUGER TRK W/BUCKET 5T DERRICK	170100	25000	12
0170	200000	Miles	BRIDGE RATING TRK DSL 10T	163800	25000	15
0200	100000	Miles	BUCKET TRUCK DIESEL 1T	87500	18000	10
0250	125000	Miles	BUCKET TRUCK DIESEL 2-5T	119000	20000	10
0260	125000	Miles	BUCKET TRUCK/SIGN DIESEL 2T	87500	14000	12
0400	125000	Miles	BUS DSL 29-39 PASSENGER	49000	3500	14
0600	100000	Miles	UTILITY TRUCK LARGE GAS	21700	7500	6
0650	100000	Miles	UTILITY TRUCK LARGE GAS 4X4	24500	10000	6
0700	0	Miles	UTILITY TRUCK LARGE FLEX FUEL LEASED	0	0	3
0710	0	Miles	UTILITY TRUCK MID-SIZE LEASED	0	0	3
0840	125000	Miles	CHASSIS DIESEL 5 TON	49455	18000	14
0950	125000	Miles	CRANE DSL 3 TON	70000	7000	15
1000	125000	Miles	CRANE DSL KNUCKLEBOOM 2-3T	91700	12500	12
1010	125000	Miles	CRANE DSL KNUCKLEBOOM 4TON	100100	18000	12
1030	200000	Miles	CRANE DSL KNUCKLEBOOM 5 TON	140000	20000	15
1040	200000	Miles	CRANE DSL STRAIGHTBOOM	140000	20000	15
1050	125000	Miles	DIS DSL/GAS 800-1000 GAL ASPHALT TANK	82800	10000	15
1100	125000	Miles	DIS DSL/GAS 1250-1500 GAL ASPHALT TANK	84000	15000	15
1210		Hours	DRILL UNIT 1-1/2TON 4X4 DSL	119000	20000	12
1260		Hours	DRILL UNIT DIESEL 2 - 2-1/2 T 4X4	140000	20000	12

FUNDING BACKGROUND

PRE 1981

- ❑ **Equipment Replacement Program approved by Legislature**
- ❑ **Operating Funds recovered from users via Rental Rate**
- ❑ **Depreciation Fee was charged**
 - ❑ **Monies were returned to the General Road and Bridge Fund**

RENTAL RATE OPERATING COST

- **Goal – Recover operating expenses - Zero-balance Fund**
- **Not intended for fund accumulation**
- **Rates analyzed and set annually**
- **Rate for each basic code (type category)**
- **Individual rate for each Area, General Office and Central Pool**

RENTAL RATE OPERATING COST

- ▣ Rates set to achieve a zero balance in each Area
- ▣ Cost recorded on shop invoices, accounting transactions
- ▣ Fuel consumption and usage captured by FuelMaster
- ▣ User fee computed from monthly use reports
- ▣ Rate applies only to actual use
- ▣ Annual state-wide average operating cost per mile/hour is used to help in determining when to replace equipment.
(Following example Flat Crew-Cab Diesel 1-Ton)

**ALABAMA DEPARTMENT OF TRANSPORTATION
AVERAGE OPERATING COSTS / USAGE**

Average Operating Costs Per Mile/Hour

Basic Code	Repl't Yr	Model Yr	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10	Yr 11	Yr 12	Yr 13
2350	10	2014	1.28	0.74	0.69	0.70	0.69	0.70	0.73	0.80	0.82	0.91	1.09	1.06	1.06
		2016	5.78	0.39	0.39	0.41	0.42	0.44	0.51	0.59	0.62	0.66	0.67		
		2018	0.42	0.40	0.39	0.48	0.49	0.54	0.56	0.61	0.62				
		2019	0.00	0.33	0.43	0.57	0.53	0.56	0.53	0.53					
		2020	0.00	0.31	0.41	0.45	0.49	0.47	0.55						
		2021	1.32	0.57	0.62	0.64	0.70	0.69							
		2022	0.00	0.56	0.52	0.53	0.53								
		2024	0.00	0.59	0.58										
		Averages	1.10	0.49	0.50	0.54	0.55	0.57	0.58	0.63	0.69	0.79	0.88	1.06	1.06

Average Total Usage

Basic Code	Repl't Yr	Model Yr	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10	Yr 11	Yr 12	Yr 13
2350	10	2014	2,791	11,083	21,054	28,976	38,670	45,634	49,961	54,502	63,074	69,929	76,911	84,818	84,818
		2016	15	17,668	34,720	49,007	65,514	76,829	95,290	111,113	125,748	138,192	138,192		
		2018	13,197	25,011	31,675	38,126	47,831	56,491	64,435	69,081	71,131				
		2019	0	5,500	18,101	37,076	61,058	87,095	105,586	110,326					
		2020	0	19,145	44,794	67,055	84,148	111,218	114,505						
		2021	1,884	17,373	31,139	43,003	58,686	64,506							
		2022	0	6,963	20,141	32,685	36,949								
		2024	0	11,773	18,015										
		Averages	2,236	14,314	27,455	42,275	56,122	73,629	85,955	86,256	86,651	104,061	107,552	84,818	84,818

ALABAMA DEPARTMENT OF TRANSPORTATION
AVERAGE OPERATING COSTS / USAGE

Average Total Operating Costs

Basic Code	Repl't Yr	Model Yr	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10	Yr 11	Yr 12	Yr 13
2350	10	2014	3,582	8,244	14,553	20,354	26,716	31,982	36,366	43,427	51,612	63,375	83,469	89,769	89,769
		2016	87	6,924	13,540	20,242	27,634	33,738	48,494	65,062	78,536	91,372	92,239		
		2018	5,480	9,933	12,468	18,396	23,339	30,482	36,227	42,075	44,349				
		2019	1	1,808	7,825	21,101	32,551	48,524	55,478	58,279					
		2020	0	5,964	18,292	30,391	40,993	51,973	63,345						
		2021	2,490	9,945	19,284	27,396	41,278	44,701							
		2022	0	3,908	10,543	17,174	19,759								
		2024	3	6,935	10,384										
		Averages	1,455	6,708	13,361	22,151	30,324	40,233	47,982	52,211	58,165	77,374	87,854	89,769	89,769

Annual Operating Cost

Basic Code	Repl't Yr	Model Yr	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10	Yr 11	Yr 12	Yr 13
2350	10	2014	3,582	4,662	6,309	5,801	6,362	5,266	4,383	7,061	8,185	11,764	20,094	6,300	0
		2016	87	6,838	6,615	6,702	7,393	6,103	14,756	16,569	13,474	12,836	867		
		2018	4,374	4,453	2,535	5,929	4,943	7,142	5,745	5,848	2,274				
		2019	1	1,807	6,017	13,276	11,449	15,974	6,954	2,800					
		2020	0	5,964	12,328	12,099	10,602	10,980	11,372						
		2021	7,470	22,367	28,017	24,334	41,647	10,270							
		2022	0	3,908	6,634	6,632	2,584								
		2024	24	55,458	27,590										
		Total	15,538	105,457	96,045	74,773	84,980	55,735	43,210	32,278	23,933	24,600	20,961	6,300	0
		Cost Per Unit	914	6203	5650	8308	9442	6967	8642	8070	7977	12300	10480	6300	0

**ALABAMA DEPARTMENT OF TRANSPORTATION
AVERAGE OPERATING COSTS / USAGE**

Annual Repair Cost

Basic Code	Repl't Yr	Model Yr	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10	Yr 11	Yr 12	Yr 13
2350	10	2014	2,751	2,216	4,347	4,345	4,090	3,278	3,419	5,878	5,254	9,361	17,205	3,357	0
		2016	87	4,073	2,810	3,131	4,194	3,849	9,194	10,539	8,088	8,332	867		
		2018	1,647	1,306	1,360	4,567	1,194	3,508	2,536	4,209	964				
		2019	1	840	3,677	7,617	3,927	8,688	2,424	1,401					
		2020	0	2,120	3,696	3,647	4,392	3,044	10,005						
		2021	6,044	6,214	12,159	11,024	25,825	4,195							
		2022	0	964	1,570	2,096	583								
		2024	24	27,398	10,019										
		Total	10,554	45,131	39,638	36,427	44,205	26,562	27,578	22,027	14,306	17,693	18,072	3,357	0
Cost Per Unit			621	2655	2332	4047	4912	3320	5516	5507	4769	8847	9036	3357	0

Units

Basic Code	Repl't Yr	Model Yr	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10	Yr 11	Yr 12	Yr 13
2350	10	2014	1	1	1	1	1	1	1	1	1	1	1	1	1
		2016	1	1	1	1	1	1	1	1	1	1	1	1	
		2018	1	1	1	1	1	1	1	1	1	1			
		2019	1	1	1	1	1	1	1	1	1				
		2020	1	1	1	1	1	1	1	1					
		2021	3	3	3	3	3	3							
		2022	1	1	1	1	1								
		2024	8	8	8										
		Totals	17	17	17	9	9	8	5	4	3	2	2	1	1

1981 EQUIPMENT MANAGEMENT SURPLUS RESERVE ACCOUNT LAW

- **Allows accumulation of depreciation of acquisition cost into a Replacement Fund**
- **Allows accumulation of replacement rate on expected increase in acquisition cost into a Replacement Fund (Commonly referred to as Revolving Fund)**
- **Allows accumulation of salvage dollars into a Replacement Fund**
- **Funds are accumulated by Area – fund transfers are prohibited**
- **Accumulated funds are be used to replace or upgrade equipment or perform extraordinary repairs**

SOURCES OF REPLACEMENT FUND ACCUMULATION

- ▣ **Depreciation Rate**
- ▣ **Replacement Rate**
- ▣ **Allocation of sale proceeds and insurance settlements**

DEPRECIATION RATE

- **Goal - Recover Depreciation Cost of ownership**
 - **Acquisition cost less Residual Value**
- **Unit of usage depreciation method used**
- **Rate set for each basic code (Type/category of equipment - Same for all Areas)**
- **Rate set annually based on changes in life expectancy years or miles, average monthly use, or average unit cost and anticipated residual value**
- **Rate applies Statewide - Same for all Areas**
- **Payment computed from monthly use reports**
- **Minimum monthly use is applied to this rate if minimum use is not achieved**
- **Accumulated funds are segregated into each Area revolving Fund Account**

REPLACEMENT RATE

- **Goal - Accumulation of sufficient funds to provide for replacement of equipment at today's acquisition price less residual value**
- **Rate set for each basic code (Same for all Areas)**
- **Rate set annually using latest cost plus projected increases, life expectancy and average monthly use**
- **Rate applies Statewide – Same for all Areas**
- **Payment computed from monthly use reports**
- **Minimum monthly use is applied to this rate if minimum use is not achieved**
- **Accumulated funds are segregated into each Area revolving Fund Account**

BUYING CYCLE

- **Replacement Equipment Ordered Quarterly**
 - **September; December; March; June;**
- **Areas identify needs based on life expectancy, age, usage and available funds**
- **Area requests are reviewed against replacement criteria and approved or disapproved by Department Managers**
- **Generally, equipment must be replaced with like equipment or upgraded**
- **Equipment, Procurement & Services Bureau personnel develop specifications and requisition equipment at the Central Office**
- **Receiving documents distribute replacement cost to applicable fund sector**
- **Equipment cannot exceed number of units that existed at time law was passed without requesting Legislature to grant funds for purchase of additional units**

DISPOSAL of SURPLUS PROPERTY

- In 1995 the Alabama Legislature passed legislation (Act 95-397), House Bill 751 to allow the Alabama Department of Transportation to sell their own surplus property.
- Prior to this legislation, all surplus property was being turned over to another state agency for disposal. This agency charged the department 25% of the net proceeds to dispose of the property, and made no effort to maximize residual value.
- It was not feasible for ALDOT to spend time or money preparing equipment for sale nor to turn equipment in early due to the 25% handling fee.

CODE of ALABAMA

□ Section 23-1-64

- Disposal of surplus personal property – ALDOT to be responsible for disposal; sale at fair market value and payment; Governmental entity preferences; notification by municipalities and counties.

□ Section 23-1-65

- Disposal of Surplus personal property – Availability; list of surplus property. Rolling stock must be priced and on ALDOT's website available to other State agencies, city and county municipals and quasi-governmental entities for a minimum of 60 days before equipment can be sold at auction.

□ Section 23-1-66

- Disposal of Surplus personal property – Sale procedures.

PUBLIC AUCTION

- **Handled by Professional Auction Company through a contract agreement with the Alabama Department of Transportation.**
- **Contract is established with RFP procedure.**
- **Contract agreement is good for one year, with one available 4-year renewal. Upon expiration, procedures are updated and a new RFP is processed.**

BENEFITS of AUCTION

- **Increases Equipment Revolving Fund**
- **Taxes collected by auction company generate additional funds to the State General Fund Budget**
- **Causes our employees to take a sense of pride and ownership in equipment, increasing the residual value and reducing the cost of equipment maintenance.**
- **Enables Cities, Counties and other State agencies an additional avenue to purchase equipment at a cost savings.**
- **Gives ALDOT an avenue for the disposal of obsolete supplies and surplus equipment**

EQUIPMENT AUCTION RESULTS

January 22, 2026

- **Number of Lots Sold:** **220**
- **Auction Sales Revenue :** **\$ 6,635,000.00**
- **Agency Sales Between Auctions:** **\$ 3,125,000.00**

Today's Presenters



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



Stan Carlton
carltons@dot.state.al.us
Alabama Department of Transportation
ALDOT
Alabama Department of Transportation



Kelley Dick
kelley.dick@itd.idaho.gov
Idaho Transportation Department



Tim Cunningham
tim.cunningham@ks.gov
Kansas Department of Transportation



Upcoming events for you

February 25, 2026

TRB Webinar: Improving Mobility in Rural and Tribal Communities

March 2, 2026

TRB Webinar: The Power of Clear Language in Highway Safety Documentation

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

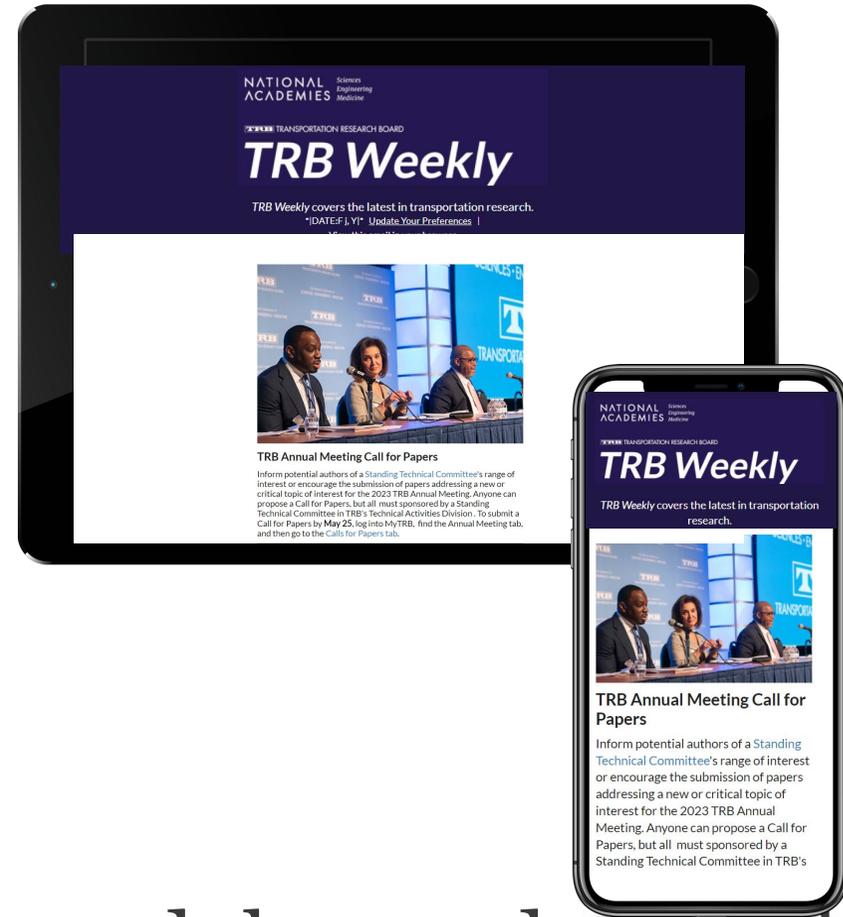


Subscribe to *TRB Weekly*

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



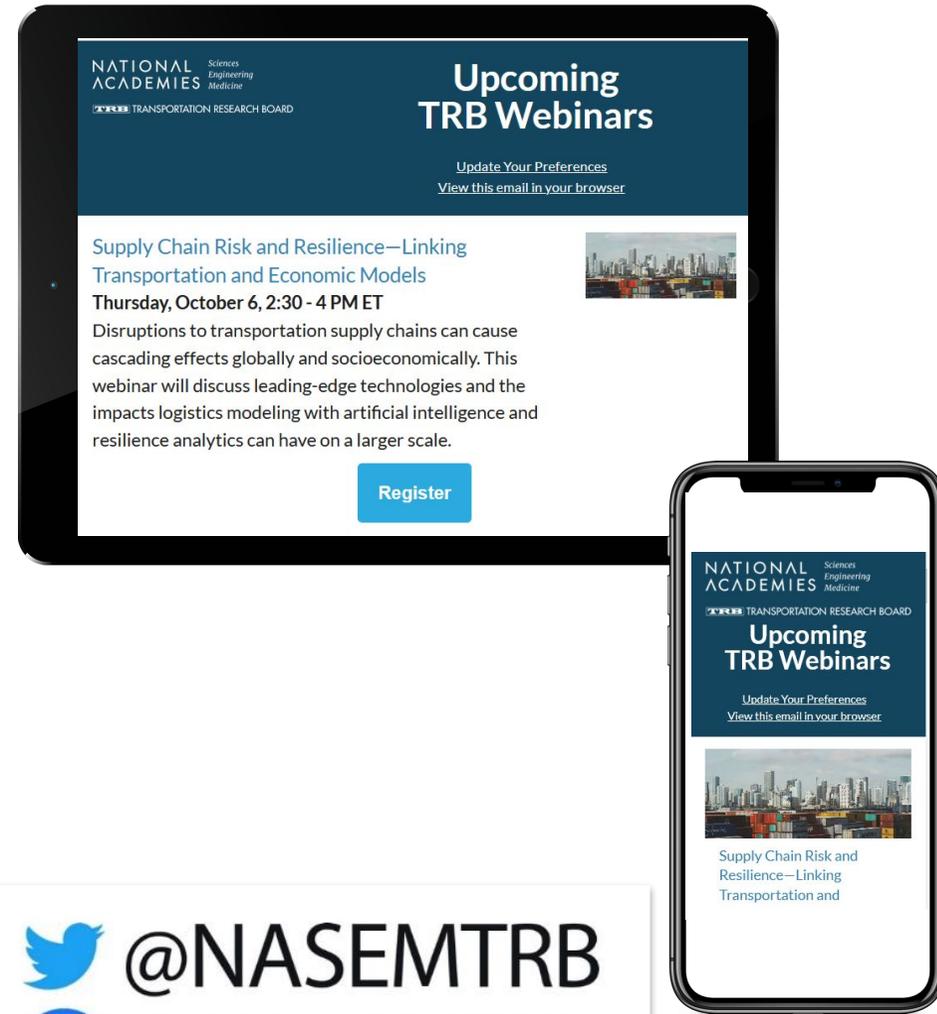
Spread the word and subscribe!
<https://bit.ly/ResubscribeTRBWeekly>

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

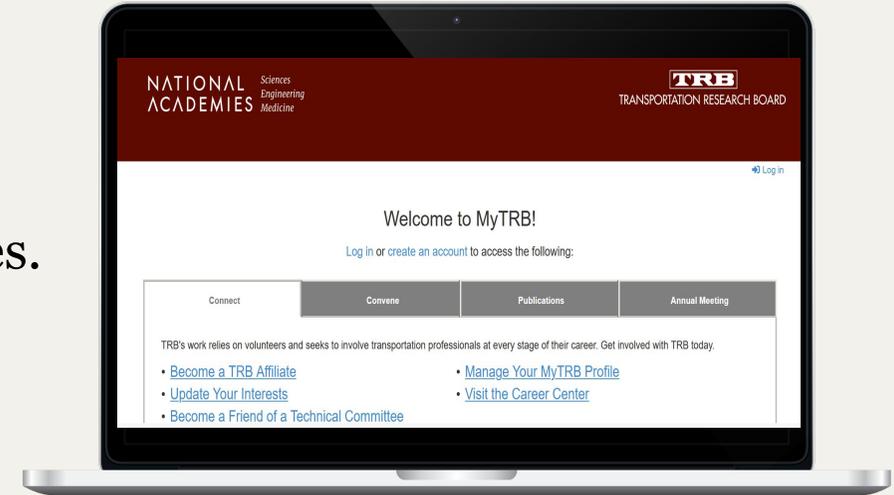


Get involved

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 **thousands of 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

