

2017 - 2019 Fleet Services Vehicle Replacement Policy

Vehicle Class	Years in Service	Mileage
Sedans	10	100,000
Trucks	10	125,000
Vans	10	125,000
Sport Utilities	10	125,000

The replacement policy is a guide and intended to be used for budgetary and strategic planning purposes. Many factors will affect the timing a vehicle is replaced for example economic restrictions may require the division retain vehicles longer than anticipated or high operating cost existing vehicles may accelerate the replacement of a vehicle.

The following is a decision tree utilized by the division to determine when a vehicle is replaced and what type of vehicle is purchased as the replacement vehicle:

- Age
- Condition
- Vehicle obsolescence
- Mileage
- Historical Satisfaction
- Economic value
- Review utilization
- Review customer needs
- Review type of vehicle requested
- Acquisition cost
- Fuel economy
- Reliability rating
- Warranty
- Anticipated life cycle cost
- Manufacture's support
- Dealer network
- Asset allocation strategy
- Availability of the asset
- Depreciation expense
- Image
- Employee satisfaction
- Employee productivity
- Resale Value
- Green score
- Anticipated life cycle cost
- Manufacture's support
- Dealer network
- Dealer's support
- Safety Ratings
- Dealer's support
- Safety Ratings

“What value does the asset bring the value is not in the vehicle it is in what the vehicle does”
or what task it performs