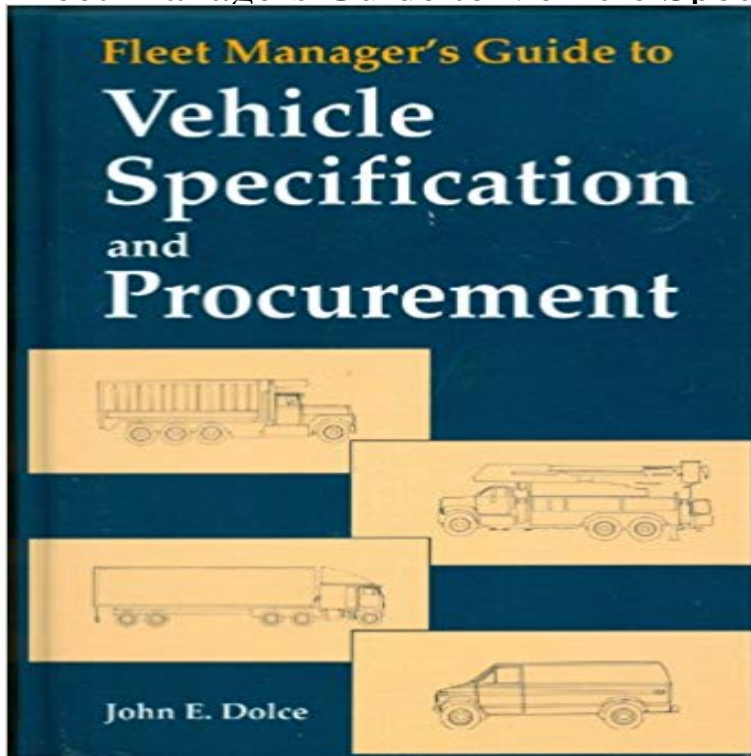


# Fleet Managers Guide to Vehicle Specification and Procurement



This book is written for all supervisors and managers with a responsibility in the areas of vehicles specification and procurement. Practical, cost-effective principles and practices will be defined and illustrated. It will serve as a field reference to practices and procedures used in the daily work operations, with emphasis on the implementation of these cost-effective principles. Important ingredients of applying these practices and procedures are fact-finding, analysis, alternative selection, and communication, to ensure the proper application of these principles. The book is written in simple, basic terms using the profit dollar as the basis for guidelines of actions to be taken. It is hoped that this work will increase fleet managers understanding of the transportation industry and serve as a guide in adding to their skills so, when applied, the results will extend to improvements in the performance of their fleets. Contents: Chapter 1: General Introduction and Overview of Vehicle Specification and Procurement; Chapter 2: Vehicle Utilization and Cost Strategies; Chapter 3: Vehicle Life-Cycle Costing; Chapter 4: Vehicle Sales; Chapter 5: Economics of Vehicle Replacement; Chapter 6: Specification Preparation; Chapter 7: Car and Light Vehicle Specifications; Chapter 8: Medium and Heavy Vehicle Specifications; Chapter 9: Preparing a Functional Specification for Solicitation; Chapter 10: Vehicle Bid Analysis; Chapter 11: Awarding a Bid; Chapter 12: Vehicle Delivery and Warranty; Index.

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