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# Green Transportation Summit and Expo

## General Best Practices of Sustainable Fleet Management

- How can online auctions cut down your carbon footprint?
- How can internal processes limit the amount of assets going to landfill/scrap?
- How can strategizing your surplus sales add to your green initiatives?

# Question # 1

## How does Sustainability Factor in to the Remarketing and Sale of Used Assets?

- **Number of attendees attending local/live auction (many of whom never buy anything)**
- **Transportation of assets to local auction burns fuel/emissions (factor in time of employees)**

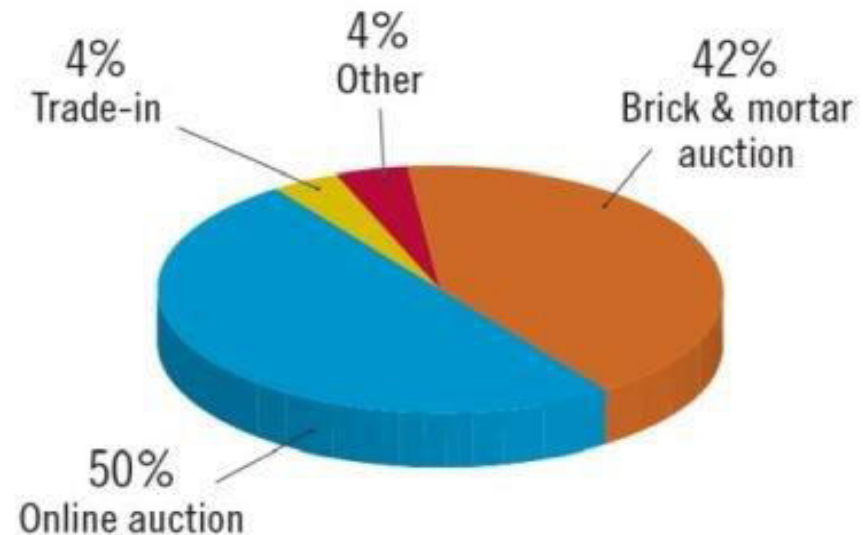
# Not Your Father's Auction



# Fleet Trends – by Government Fleet Magazine

## Remarketing Methods

*Respondents were asked the percentage of use of various remarketing methods, and this chart represents the averages of each method used. Online auctions are the most common remarketing method, and many use a combination of online and traditional auctions. "Other" methods include direct sales to other government organizations, donations, and sealed bids.*



## Question # 2

### **How can internal processes limit the amount of assets going to landfill/scrap?**

- **Do you have an automated surplus reallocation process in place to ensure that your assets are being reallocated (within agency or to others locally) before being sold off?**

# Question # 3

## What strategies can you employ in your surplus sales efforts to enhance your green initiatives?

- Do you have a lotting strategy for like assets? Why have many buyers when you can have just one for a whole lot?
- When something doesn't work or when you determine that it is trash, what do you do with it?



# How long are you storing this and what is the impact?





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## Questions?



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