

#### OREGON DOT FLEET SERVICES

- ODOTs fleet consist of 6,000 pieces of equipment with 3,800 pieces of rolling stock
- Replacement value of \$400 mil
- Of which \$100+ mil or 25% is in poor or very poor condition.
- 135 EE's, 41 field techs, 35 shop techs



#### OREGON DOT FLEET SERVICES

#### Fleet Services Funding

- Currently funded off the top, all cash purchases. No third party financing.
- Negotiated between Fleet Manager and MLT
- Funding last 5 budget cycles \$19 to \$21 mil



- 5 mil in additional funding received 07/09 and again in 09/11 to support special campaigns and replacement of specialty winter maintenance equipment. Total \$25 to \$26 mil
- New fleet information (FIMS) and fuels management systems



Replaced our antiquated EMS system





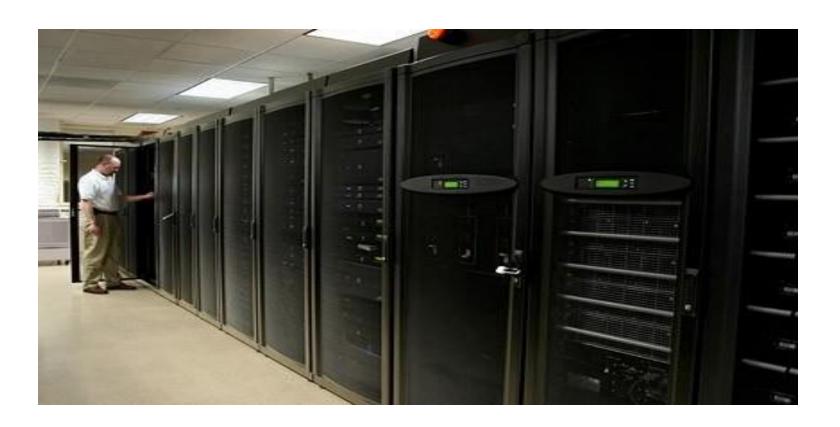
#### Additional EMS Era decision tools





#### New Fleet Info Management System

Asset Works FA-Suite aka FIMS



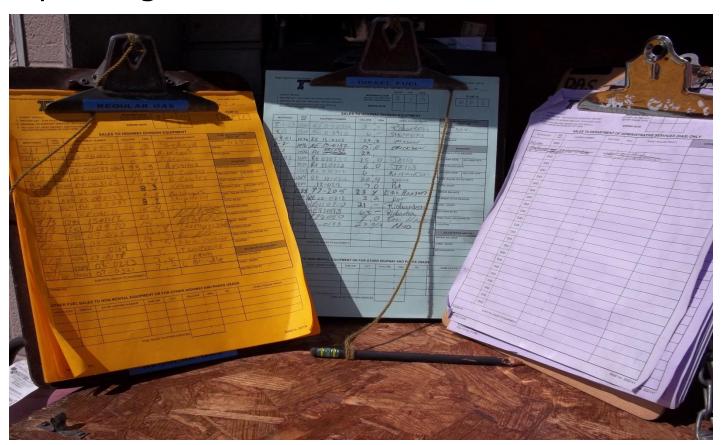


- Updating all of ODOTs 47 bulk fuels sites





Updating all of ODOTs 47 bulk fuels sites





 To Fuel Focus Hardware, personal PIN numbers (aka personal ID badges) to improve security and accountability.





- Replaced 10 Frontline Snow Blowers









Replaced 12 Frontline 4X4 Snow Plows

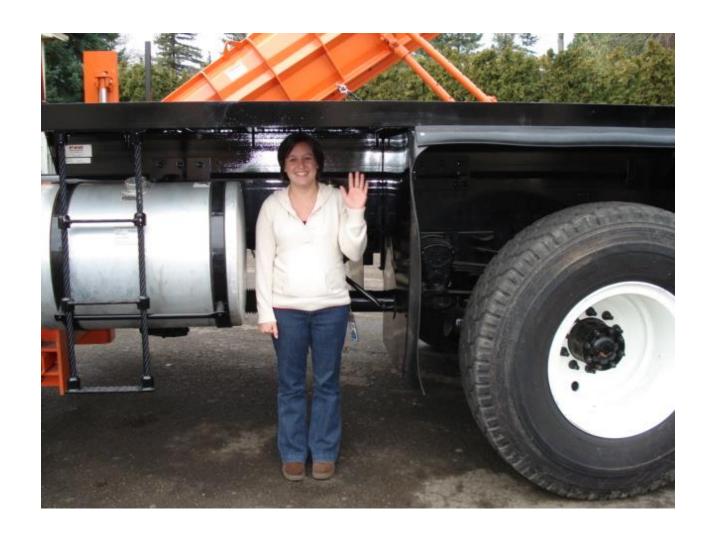








#### **ODOTs Fleet Purchaser**





Replaced 6 Frontline Motor Graders









- An addition 2 mil added, total 23 mil
- Replacing 53 class 8 dump trucks
- Or 14% of ODOT's plow truck fleet





## Lease, Rent and Buy back options

- All 13/15 acquisition dollars were focused on ODOT custom equipment.
- All stock off road equipment has to be leased, rented, or part of a buy back option
- Currently in place;



## Lease, Rent and Buy back options

- Winter seasonal loader rentals Oct/Apr
- Summer seasonal tractor mower/brush cutter rentals-60 to 90 days saves \$
- 36 mo. sweeper and 60 mo. vactor leases
- Motor Grader 3 year lease, 2-3 and 4 year guaranteed buy back options and outright purchase options.



#### Creative ventures

- Multiple award RFP for a custom heavy duty plow truck as well as a lighter duty truck for urban and temperate climate zones.
- Standardized vehicle choices by classification from crew leader thru executive management classifications.
- Standardized tire choices by equipment class code, taking tire purchasing decisions away from individual operators.



# Our Happy Customers

