

# How long should you keep your work trucks?

This is a common question I ask business owners and executives.

Here are the most popular answers:

...*“When they die”*

...*“When the lease is up”*

...*“7 Years (or other fixed time)”*

...*“One year after they are depreciated”*

... *“When it costs more to repair than to buy new”*

Most companies turn over their fleet too soon, or at the wrong time.

## 6 Considerations for Fleet Replacement

1. Loss of Utility- If the job has changed and the vehicle cannot be productive
2. Obsolescence- There is a given point (typically 7-10 Years after the final version of a vehicle being produced) that manufacturers do not support service parts
3. Technological Advances- If there are significant advances in productivity or safety that can financially justify replacing
4. Image- If it is important to your company to have the newest body style for public image or driver recruitment (not to be confused with condition)
5. Initiative or Mandate Based- Carbon commitment, regulating authorities etc.
6. Based on a *Dynamic* Capital and Operating Cost Model

Let us have a discussion, no obligation insight from a 30-year experienced professional

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