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## **Cycling Saves Money for Businesses with Mid-Size Fleets**

By Hollis Allen, National Service Department Manager, Enterprise Fleet Management

Many business owners and fleet managers continue to hold onto older vehicles. But keeping vehicles with high mileage can mean higher maintenance and fuel costs, frequent breakdowns, and expired warranties, which may actually prove more counterproductive in the long run due to missed appointments and lost productivity.

How and when a company decides to sell its vehicles depends on many variables, including factors such as time of year, mileage, vehicle type, age and maintenance history. Knowing when to dispose of older vehicles, a process known in the fleet management industry as “cycling,” can also impact the bottom line. Recently, Enterprise’s service technicians have noticed more and more companies calling for service advice for vehicles with 150,000 miles or more. What those companies haven’t realized is that they are paying far more on maintenance and repairs than they would if they cycled vehicles on a regular basis.

A good way for a business owner to determine how and when to sell vehicles in its fleet is by performing a vehicle analysis that looks at each vehicle in the entire fleet, and how the company uses its vehicles. From that analysis, the strongest time of the year to re-market or cycle can be determined for each vehicle.

Many fleet management companies have vehicle replacement cycling programs that ensure vehicles are replaced at appropriate intervals to achieve optimum performance and the best resale value. Specially trained remarketing professionals can help business owners take the guesswork out of this process. These programs consider everything from future trends and the current used car sales market, to vehicle warranties, mileage and the possible wear and tear that a business will inflict on a vehicle.

By looking at and reviewing automotive trends throughout the year and analyzing how each customer uses their vehicles, it is possible to take the guesswork out of the process. Important factors include the current used car sales market, vehicle warranties, mileage and possible wear and tear that a business will inflict on a vehicle, as well as the importance of maintaining the business' professional image and driver satisfaction and safety issues.

The bottom line is that planning ahead when it comes to both the makeup of a company's fleet and knowing when to acquire and dispose of vehicles can not only save time, but can really make a difference to the business' overall financial well-being.

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Hollis Allen is National Service Department Manager Enterprise Fleet Management, a division of Enterprise Rent-A-Car. Enterprise Fleet Management is a full-service fleet management company for businesses with medium size fleets. With 57 fully staffed offices nationwide, it supplies most makes and models of cars, light and medium duty trucks and service vehicles to businesses across the United States. In addition to winning the 2006 American Business Award for Best Support Organization, Enterprise has been recognized with the Automotive Service Excellence (ASE) "Blue Seal of Excellence" award for 11 consecutive years, an industry record. For more information, visit the company's web site at [www.enterprisefleets.com](http://www.enterprisefleets.com) or call toll free 1-877-23-FLEET.