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**SETTING UP SHOP:
HOW TO TURN YOUR MAINTENANCE DEPARTMENT
INTO A PROFIT CENTER**

SETTING UP SHOP PANELISTS



Marc Scibilia
Director of Safety
for Atlas Trucking



John Lamarand
Operations Manager
Atlas Trucking



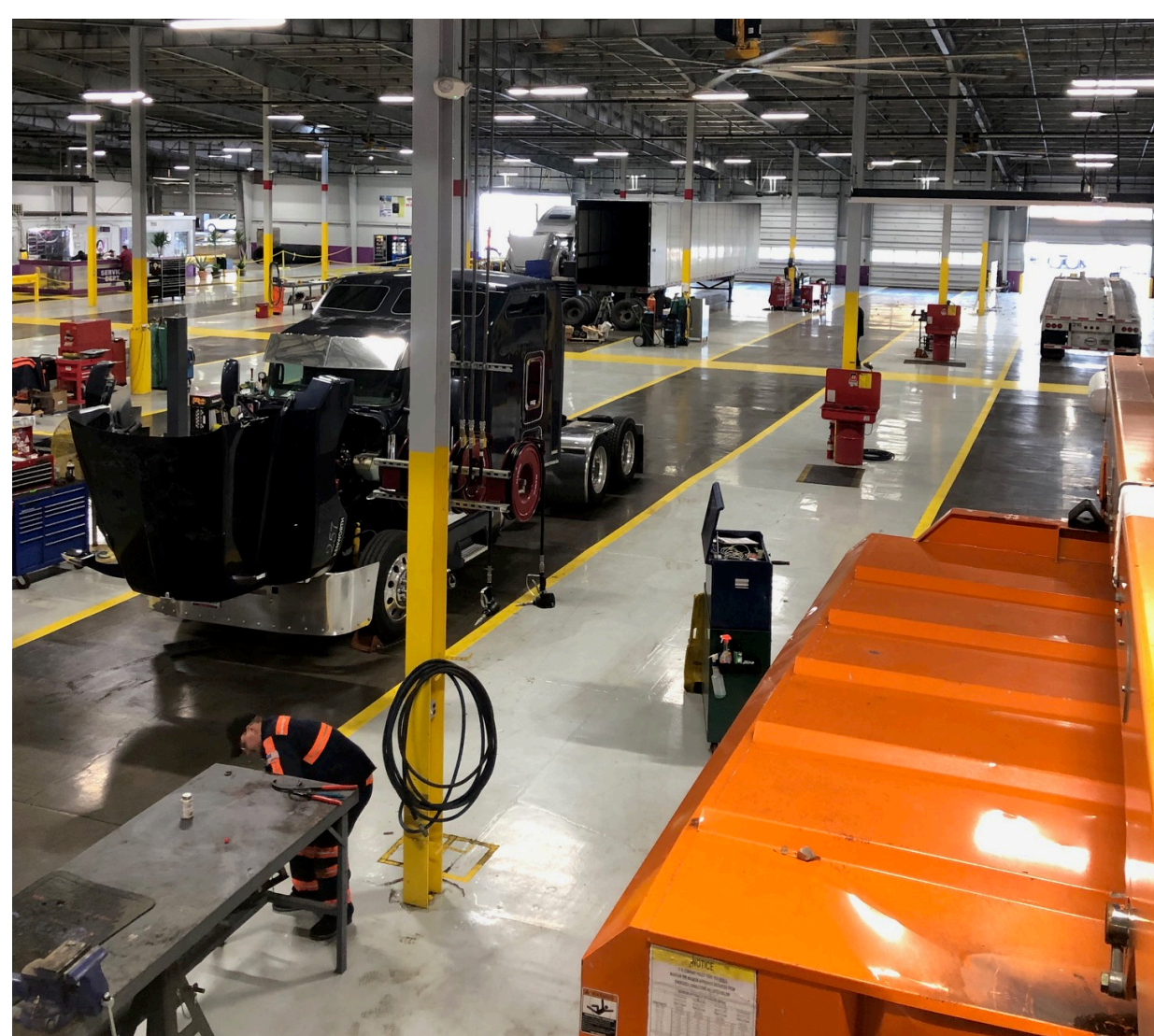
Lew Flowers
President of Flowers
Fleet Services





During sessions,
text your questions
directly to the moderator.

**TEXT YOUR QUESTIONS TO
862-781-0001**



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THINGS YOU WILL LEARN

- What is the value of my position?
- What type of maintenance model do I support ?
- What are the pros and cons of each model ?
- Can my company provide a quality Maintenance Program using the model that I use?



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PURPOSE OF FLEET MANAGEMENT

The purpose of fleet management is to provide equipment that is safe, reliable, clean, and properly-specified to support an organization's ability to provide services or support to its stakeholders



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WHAT PERCENTAGE OF MAINTENANCE DO
YOU PERFORM IN-HOUSE?

WHAT PERCENTAGE OF YOUR MAINTENANCE
DO YOU OUTSOURCE?



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THERE IS REALLY NO CORRECT ANSWER TO
THESE QUESTIONS.

IT'S YOUR COMPANY THAT DECIDES WHAT'S
BEST FOR YOU!



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FRAMEWORK OF A FMP

1. In-House
2. Outsource
3. Combination



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PROS AND CONS

1. In-House

Fleet has control

2. Out-Source

Fleet loses control

Little cost



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CAN YOU DO THIS ALONE?

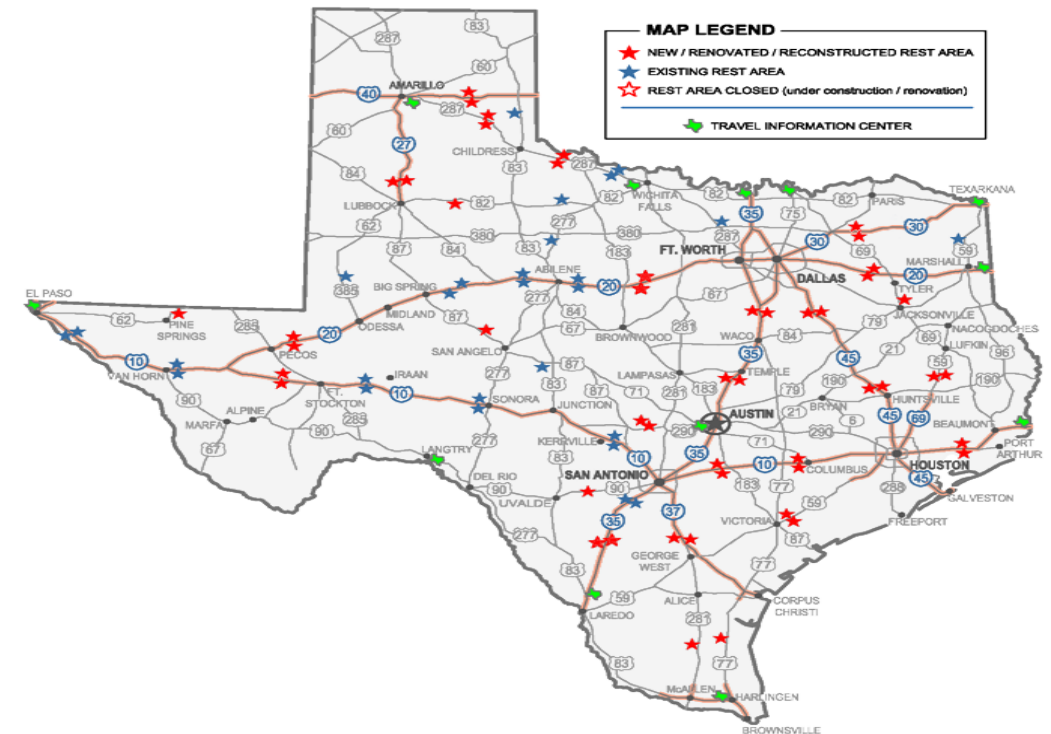


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DON'T GET STUCK...



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