

***GSA Fleet***

**Vehicle Sales**

# AFV Remarketing

Clean Cities Conference

May 16, 2001

# **GSA Fleet**

- 178,000 vehicles worldwide
- 35,000 vehicle purchases in FY 2001
- Non-mandatory source of Federal vehicles

# AFV Fleet

- 18,000 AFVs in inventory
- Sedans, vans, pickups, buses, medium and heavy trucks
- Primarily E-85's, Bi-fuel's and Dedicated CNG's

# Remarketing

- Sell approximately 35,000 vehicles annually
- \$200 million in sales
- Sell primarily at public auctions
- Sales season: April – October

# AFV Remarketing

- AFV Sales in 2000 – 1,900 vehicles
- Sales Performance
  - E-85: Good
  - CNG Bi-fuel: OK
  - CNG Dedicated: Poor

# AFV Remarketing (Cont'd)

- 2001 sales:
  - Approx. 1,000 vehicles
  - Primarily E-85's
- 2002 sales:
  - Approx. 3,000 vehicles
  - \$12-\$15 million in sales

# New Initiatives

- National coordination
- Improved Marketing
  - New Web Site - [autoauctions.gsa.gov](http://autoauctions.gsa.gov)
  - Targeted marketing
- Better data
- More analysis
- More consistency

**Thank You!**

**[autoauctions.gsa.gov](http://autoauctions.gsa.gov)**