

Lloyd D. Rae

Litigation Consultant

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Profile

With over 25 years of experience in the car and truck rental business as an owner and CEO of an on-airport car rental company at Los Angeles International Airport, I have been retained as an expert witness and litigation consultant by law firms representing plaintiffs and defendants involving contract disputes, standard of care, business practices, policies and procedures.

More recently, I have been consulting for a number of international relief and development organizations in places such as Banda Aceh, Indonesia. In addition, I played a major role in providing the logistical support and TV news interviews for the first airlift of medical supplies into Baghdad, Iraq.

Professional Experience

July 1981- January 2001

T.C.L. Inc. dba Payless Car Rental

Chief Executive Officer

- Established and managed a car and truck rental company as a national licensee at Los Angeles International Airport.
- Started with 67 cars with annual revenue of \$500,000. Expanded the fleet to over 400 cars with annual revenue of \$5,000,000.
- Truck rental business, with a national licensee, local and one-way rentals.
- Negotiated leases for office building and on-airport in terminal car rental concessions.
- Obtained over \$8,000,000 in lines of credit with four financial institutions for fleet financing of new and used cars.
- Interfaced with accountants preparing financial statements and corporate attorneys on franchise agreements.
- Handled \$4-5,000,000 in accounts payable per year.
- Managed 40 employees, 24 hours a day, 365 days a year.
- Purchased approximately 300 new and used cars per year.
- Determined the sale price for used vehicles and sold approximately 200 cars per year through local auto auctions.
- Purchased all computer and software equipment for a multi-user system.
- Sold the business in November 2000.

