

FLEET NEWS™

News and Comment for the Nation's Fleets

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How Oil Analysis, Higher Quality Motor Oil and High Efficiency Oil Filters Can Make You More Competitive

By Tim Ogburn, Sr. Scientist and Bob Boughton, Sr. Engineer, California Department of Toxic Substances Control (DTSC)

Fleet management continues to be challenging because of the rapid rise of fuel and labor prices. Fleet managers must find ways to reduce business costs.

The good news is there are some proven practices that save money, keep vehicles on the road with less downtime, and protect engines better by greatly extending the life of motor oil.

A recent study provides further evidence that motor oil analysis, higher quality motor oils, and more efficient filters protect engines from wear, and lead to significant cost savings.

A recent study provides further evidence that motor oil analysis, higher quality motor oils, and more efficient filters protect engines from wear, and lead to significant cost savings.

A two-year study conducted by the California Department of Toxic Substances Control (DTSC) has validated that there are multiple methods by which fleets can:

- reduce motor oil and labor costs,
- decrease service downtime,
- reduce engine wear,

(Continued on page 6)

Federal Fleet Budget is \$3.4 Billion

Watchdogs Say Fleet Wastes Millions Yearly

Americans love their cars, and so apparently does Uncle Sam. He has 642,233 of them.

Operating those vehicles — maintenance, leases and fuel — cost taxpayers a whopping \$3.4 billion last year, according to General Services Administration data obtained and analyzed by The Associated Press.

While Cabinet and other officials say they need the vehicles to do their jobs, watchdogs say mismanagement of the government fleet is costing millions of dollars a year in wasteful spending.

For example:

- At the Department of Housing and Urban Development, fuel consumption and inventory are down, yet overall costs have increased significantly. Officials there can't figure out why.

(Continued on page 8)

Using Performance Measurement in Reno: Quality and Timely Fleet Maintenance

Fix It Right the First Time, Schedule Well

For FY 2006, the city of Reno's fleet maintenance division reported that 97.7 percent of their customers rated the quality of service as excellent or good. The mean and median values for all jurisdictions reporting were 89.7 percent and 86.2 percent respectively.

When asked how the city's fleet maintenance operation achieved such high satisfaction ratings, the manager cited two factors: 1) Fixing problems correctly on the first try, and 2) Scheduling work properly.

With regard to the timeliness of service, 97.7 percent of Reno's fleet customers gave a rating of excellent or good. The mean value was 88.6 percent, and the median value was 81.8 percent.

(Continued on page 5)

SIGN UP FOR CFN'S ELECTRONIC EDITION

Thousands of new readers have requested the electronic edition of California Fleet News.

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National Fleet Conferences, Meetings and Events

CFN lists four months of national conferences, meetings and events.

September

8 Public Fleet Managers Association of the Northwest (PFMA), State Patrol Academy, Shelton, WA. Joint meeting by PFMA and NAFA. Email President Dick Weston of Thurston County at Weston@co.thurston.wa.us or call (360) 786-5495.

9-12 Rocky Mountain Fleet Management Association Annual Conference and Trade Show, Orleans Hotel and Convention Center, Las Vegas. Contact www.rmfm.org or Karen@rmfm.org

9 Public Equipment Managers Association (PEMA) of the Sacramento area. Joint meeting hosted by Sacramento Clean Cities Association, PEMA and SacMetro Air District, Sacramento Main Corporation Yard, 5730 24th Street bldg 22 (Gold Room). Call President Cory Wyler of County of Sacramento at 916-875-5406 or wylerc@saccounty.net or see www.pema-ca.org

18 Public Fleet Supervisors Association (PFSA). Call Scott Dempsey, Fleet Manager, City of Brentwood at (925) 516-6015 or sdempsey@ci.brentwood.ca.us

October

9 Public Equipment Managers Association (PEMA) of the Sacramento area, Sacramento County Fleet Services, 4001 Branch Center Road, Sacramento, CA 95827. Topic, Lessons Learned, New Maintenance Facility Construction. Call President Cory Wyler of County of Sacramento at 916-875-5406 or wylerc@saccounty.net or see www.pema-ca.org

9 Public Fleet Supervisors Association (PFSA). Call Scott Dempsey, Fleet Manager, City of Brentwood at (925) 516-6015 or sdempsey@ci.brentwood.ca.us

19-22 CCG Systems FASTER National Users Group Meeting, Norfolk, VA. See www.ccgsystems.com

November

4 Public Fleet Managers Association of the Northwest (PFMA), State Procurement Conference, Tacoma, WA. Email President Dick Weston of Thurston County at Weston@co.thurston.wa.us or call (360) 786-5495.

13 Public Equipment Managers Association (PEMA) of the Sacramento area, Sponsored by Altec/US Auctions, 1450 North First Street, Dixon CA, 95620. Call President Cory Wyler of County of Sacramento at 916-875-5406 or wylerc@saccounty.net or see www.pema-ca.org

20 Public Fleet Supervisors Association (PFSA). Call Scott Dempsey, Fleet Manager, City of Brentwood at (925) 516-6015 or sdempsey@ci.brentwood.ca.us

December

11 Public Equipment Managers Association (PEMA) of the Sacramento area, Sponsored by Racor Parker,

3400 Finch Road, Modesto, CA 95354. Call President Cory Wyler of County of Sacramento at 916-875-5406 or wylerc@saccounty.net or see www.pema-ca.org

CFN Offers Publication, "Fleet Manager's Guide to Vehicle Specification and Procurement"

CFN is now offering the "Fleet Manager's Guide to Vehicle Specification and Procurement," 2nd edition, to its list of available publications. The publication is in its second edition and was authored by John Dolce (314 pages - \$75 plus shipping and handling). It can be ordered using the order form in this publication.

National Recruitments

Fleet Superintendent, City of Burbank, California, \$7,131 to \$8,665 per month

Job Description: An outstanding opportunity is available with the City of Burbank for a Fleet Superintendent to plan, organize, and manage the operations of the Public Works Department Fleet Services Division.

Responsibilities include managing supervisory and technical staff engaged in the repair and maintenance of light and heavy powered equipment and vehicles; managing the operation and maintenance of liquid, compressed natural gas, and other fuel stations and fleet related capital improvement projects; assisting and advising customer departments regarding vehicle procurement, maintenance and utilization; and preparing and administering the division budget and maintaining appropriate records, reports and controls.

This challenging position requires any combination of education and/or experience that has provided the knowledge, skills and abilities necessary for acceptable job performance as determined by the City. Example combination includes, but is not limited to, an Associate Degree in automotive technology or a related field or completion and certification by an accredited college level training program in automotive and/or equipment fleet operations, and five years of recent experience managing the operation of a minimum 250 heavy and light duty, on-road vehicle fleet. Two additional years of above noted experience may be substituted for the Associate Degree. Additionally, a valid California Class A drivers license with endorsements for bulk tank, hazardous materials and air brakes is required at time of hire.

We offer a starting salary of \$7,131 to \$8,665 per month plus superb benefits including City-contributed retirement plan, cafeteria-style health benefits, and tuition reimbursement. Resumes will not be accepted in lieu of a City of Burbank application. You may apply online at our website:

www.burbankusa.com/burbankhr, or to obtain an application, please visit Human Resources or call

our 24-hour Jobline at (818-238-5000). Applications must be returned NO LATER THAN FRIDAY, SEPTEMBER 19, 2008 to Human Resources, City of Burbank, 301 E. Olive Ave., Suite 101, Burbank, CA 91502, The City of Burbank is an Equal Opportunity Employer.

The Sanitation Districts of Los Angeles, Fleet Administrator, \$76,900 – \$95,600

The Sanitation Districts of Los Angeles (the Districts) are a partnership of 24 independent special districts serving about 5.3 million people in Los Angeles County. The Sanitation Districts' service area covers approximately 800 square miles and encompasses 78 cities and unincorporated territory within the County, providing environmentally sound, cost-effective wastewater and solid waste management and, in the process, convert waste into resources such as reclaimed water, energy, and recycled materials.

The Sanitation Districts are a non-civil service public agency with 1900+ employees. Our new field office in Whittier is conveniently located near the 60/605-freeway interchange, 15 miles from downtown L.A. Many car/vanpool opportunities exist throughout Los Angeles County, Orange County, and the Inland Empire. Employees also enjoy scheduled salary increases and annual cost of living adjustments. Additional benefit information is attached. *Initial salary placement will be based on the selected candidate's qualifications.

Job Summary

Under the general supervision of a Division Engineer, the incumbent will supervise, plan, organize, develop and coordinate the maintenance programs, procurement, allocation, disposal, and tracking of the Districts' heavy equipment and on-road vehicles; develop and implement policies, procedures, goals and objectives for the fleet management program; prioritize work based on the needs of the Districts; oversee the development of equipment specifications and coordinate this work with multiple departments; research heavy equipment, vehicle warranties, and related services; investigate and make recommendations for vehicle replacements, purchases and modifications to existing equipment; evaluate and determine the cost effectiveness of repairing or replacing equipment and vehicles to ensure fiscal responsibility; prepare budget data and formulate recommendations; analyze the bids of vendors; prepare a wide variety of specifications, bid documents, and Board Agenda Items to facilitate the purchase of heavy equipment, vehicles, and related fleet services; prepare award recommendation memoranda; work closely with site supervisors, equipment and vehicle maintenance supervisors to analyze data related to equipment use, age, maintenance and repair histories; work with Air Quality personnel to ensure compliance with emissions standards; plan annual equipment and vehicle replacements; establish and update rental rates for equipment and vehicles; confer with manufacturers' representatives to ensure that the Districts' needs are met; enter and update related information in the Enterprise Asset Management (EAM) system; keep abreast of vehicle code changes; develop procedures for the preventative maintenance of vehicles and equipment; evaluate employees and participate in employee selection processes; and perform related duties as required.

The most qualified applicants will have superior technical writing and communication skills, and

strong analytical skills. Knowledge of equipment and mechanical terminology, the types and uses for a variety of heavy equipment and vehicles, and the ability to establish and maintain effective business relationships with vendors are highly desirable.

Minimum Requirements

Applicants must possess a valid California Class C driver license -AND- A bachelor's degree from an accredited college or university in business administration or a related field -AND- Four years of experience in the maintenance, repair, procurement or operations of an automotive or heavy equipment fleet, including one year in a supervisory capacity. Additional experience may substitute for the required education on a year for year basis.

Application Process

To be considered for this career opportunity, please forward your resume with salary history to Human Resources using one of the following methods:

Fax: 562-692-3056

Mail: Human Resources Department
P.O. Box 4998
Whittier, CA 90607

E-mail: employment@lacs.org

Please specifically reference "Fleet Administrator JA-185-08E" on your resume, cover letter, or in your e-mail. For more information about the Sanitation Districts, please visit www.lacs.org.

Apply Immediately – Open Until Filled

As an equal opportunity employer, the Districts strongly encourage qualified minorities, women and disabled persons to apply.

FLEET MANAGEMENT PUBLICATIONS FOR SALE

"Best Fleet Practices" Manual

CFN is taking orders for its landmark publication, *Best Fleet Management Practices and Performance Measures*. This is the only comprehensive listing of best fleet management practices in the industry. The manual includes over 100 best practices and over 85 performance measures for managing fleet operations.

The manual includes three major chapters. The first chapter outlines the fundamental structure needed for fleet organization: policy, authority, financial policy, management and services organization, customer organization and information technology foundation.

The second chapter covers cost and chargeback management, assignment and fleet size management, cycling management and services management. The third chapter identifies the services provided by fleet management including maintenance and repair, fueling and motor pool services.

Each topic area includes a set of objectives and performance measures to meet the objectives. In addition, fleet managers can immediately benchmark their operations against the best management practices, policies and plans which are also listed in each section. The manual is available for \$150 plus \$5 shipping and handling.

2008 Model Fleet Service Agreement

Develop the best relationship with your customers with written service agreements! Used by CFN consultants, these models are complete and varied - --law enforcement, public works, solid waste, jail industries, other governments. Don't waste time - improve your customer services now! - \$150 plus shipping and handling.

2008 Model Fleet Management Policy

Don't waste time drafting fleet management policy! CFN's 2007 fleet policy model is out. It is a model for you to work from - general fleet management policy, a financial policy, replacement framework, assignment policy, tool policy, clean and green fleet model and the best models in the field - \$150 plus shipping and handling.

Model Vehicle Operator Handbook

If you don't have a clear set of instructions for your drivers, that's a problem! The CFN model is complete and saves hours of time in development - \$65 plus shipping and handling.

John Dolce's "Fleet Management"

5th Edition, 384 pages, 32 illustrations, \$75 plus shipping and handling.

Fleet Managers Guide to Vehicle Specification and Procurement

2nd edition, 314 pages, \$75 plus shipping and handling

California Fleet News Consulting Services

California Fleet News announced that its consulting group, Spectrum Consultants, Inc. offers a full range of consulting services to clients.

Spectrum benchmarks cost performance against industry "leaders," management practices and policies against industry best practices and reviews processes against reengineering strategies and technology now available to fleet managers.

Spectrum authored the landmark "Best Fleet Management Practices Manual," the only comprehensive listing of best fleet management practices in the industry. Our consultants routinely detail both the existence of and the quality of best practices in the fleet organization and report what should be done to implement them.

Spectrum also routinely assists clients in developing business plans for their fleet agencies. For information about these services, email Mike Corbett at mcorbett@fleetnews.com

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Top Stories

California Moves to Curb Bad Habits of Motorists

Nannyfornia in Action: Cellphones, Dogs on Laps, Smoking in Cars

On any given day on a California freeway, it is not uncommon to see a young woman, phone cradled against one ear, carefully painting her nails a winsome shade of crimson, looking up now and then to inch her car forward in traffic.

California now bans smoking in cars where minors are present, and is considering fines for motorists with dogs in their lap. Long commutes and a passion for the auto have long combined to make the California car a second home. But that way of life is being chipped away slightly, with a series of new laws — and more being contemplated by state legislators — that take aim at the bad habits of the state's 22 million drivers.

Last month, California became the fifth state to require that all drivers use a headset with their cellphones. Drivers under the age of 18, under a separate law, may not use a wireless telephone of any form while operating a motor vehicle, a law shared with 13 other states. (Adults can be pulled over just for the cellphone infraction; teenagers have to be committing another offense to be cited for yakking.)

It is also now illegal for California drivers to smoke in their cars if minors are with them, and winding through the Legislature are bills that would forbid driving with a dog on the lap and another that would empower cities to impound vehicles used by motorists who are soliciting prostitutes, if the motorist in question has a prior solicitation conviction.

"California is on the leading edge of tough traffic safety laws," said Michael Geeser, a spokesman for the American Automobile Association of Northern California. "Some of it is the climate there, politically speaking, and part of it is the sheer number of drivers they have there and their needs to survive on the road."

The hands-free cellphone law has generally generated praise from local officials around the state and traffic safety experts, and Gov. Arnold Schwarzenegger, a Republican, when signing it into law, proclaimed that it would save 300 lives a year.

But it has also stirred up debate and prompted some hand wringing. Some callers to talk radio shows have treated the requirement as a total lifestyle change, fretting and furrowing their brows.

Bloggers have pondered the cellphone-age-old question of whether it is the conversation rather than the act of holding a phone that is the distraction. "The law does nothing to answer the question of intellectual distraction," Mr. Geeser said, "but at least we

are getting teenagers off the phone."

Others have pointed out that there remains no legal ban on sending text messages while driving, and one law student at the University of California, Berkeley, expressed fear on a blog that the law might "lead to an explosion of pretextual searches of automobiles, especially in minority and low-income communities."

And while some have derided the first-offense fine of \$20 as insubstantial, court fees raise the cost to \$76 for a first offense, climbing to \$190 the second time, those fees included. With gasoline prices around the state regularly the highest in the contiguous United States (Alaska usually tops the national list) at more than \$4.60 a gallon in most places, it can be extremely expensive simply to get from here to there.

"You have to reconfigure your budget," said Kalilah Watts, who lives in Riverside and commutes some 60 miles to Los Angeles for work. It is now \$600 a month to fill her car with gas, said Ms. Watts, who is 26. "Considering we don't really have mass transit in California, this is a major factor."

The police departments in San Francisco and Los Angeles have issued tickets since July 1, when the cellphone law went into effect, but have yet to compile statistics on the total. The California Highway Patrol issued 169 tickets the first day, said Heather Hogle, a spokeswoman for the agency, who considers the number a victory.

"We have 16 million people living in Los Angeles County," Officer Hogle said. "People are sick and tired of people distracted on their cellphones, so people are happy."

She gave one ticket to someone who had a headset sitting unused in his center console. "He said it would be just a quick call," she said. **Source: Associated Press**

GM Considers job and brand cuts

General Motors is preparing to cut thousands of jobs and possibly unload one or more of its marquee brands in its plan to return to profitability by 2010. The top American automaker approved the white-collar job cuts, according to sources in a Wall Street Journal report.

All the company's brands, with the exception of Chevrolet and Cadillac, are potential candidates for elimination said the report. Among the most likely candidates for elimination are Saturn and Saab.

GM auto sales plunged in June as high gas prices drove American consumers away from inefficient sport utility vehicles and pickup trucks. GM sales fell 18% for the month, just barely maintaining its position as the top automaker in the U.S. by sales against Japanese automaker Toyota.

Rival Ford has taken similar cost-cutting measures, cutting 2,000 salaried jobs and selling off Land Rover, Jaguar and Aston Martin.

Source: CNNMoney.com

On Energy and Fuels

City of Denver Pulled Plug on Cheap Gas for Democrats

It can't legally sell fuel to planners, officials concede
Did they ask the Fleet Manager?

What is this? Denver officials abruptly stopped allowing Democratic National Convention planners to gas up at city pumps, acknowledging that the city can't legally sell fuel.

Public Works Department representatives also acknowledged that they never should have started selling gasoline to convention planners back in March before signing a contract with either the Denver 2008 Host Committee or the Democratic National Convention Committee.

The arrangement sparked an outcry after Public Works representatives first said that convention planners would not be charged the 40.4 cents a gallon gasoline tax and then said they would not be subject to other fees paid by drivers who use commercial pumps.

Public Works officials later said the taxes and fees would be paid.

Public Works deputy manager George Delaney sent a letter to City Council members saying that the arrangement would be scuttled. Instead, the host committee, which raises money to put on the convention, and the DNCC entered an agreement with a private fuel vendor for gasoline for the fleet of vehicles it is using.

Delaney said in the letter that the arrangement "highlighted two fundamental issues" for the department.

First, Delaney wrote, a contract should have been in place before any fuel was dispensed. Second, "There are better ways to structure the contract than what was initially proposed."

"I want to give them credit, but I think they were forced into this decision," Councilman Charlie Brown said. "The public perception was a disaster; the whole thing was a disaster."

Councilwoman Jeanne Faatz, who had questioned the deal, said that ending the practice was a "wise decision."

"It takes the city out of the middle, and I'm not sure the city should have been in the middle to begin with," she said.

Denver Auditor Dennis Gallagher also questioned the deal, noting that the city never should have dispensed fuel without a contract. "We will obviously be keeping an extremely close eye on anything coming through for the DNC," said Denis Berckefeldt, a spokesman for Gallagher. "We were already, but this deal raised our level of scrutiny."

The arrangement has been muddled since it first came up in a meeting with Mayor John Hickenlooper and City Council members.

First, Public Works said that convention planners would not have to pay fuel taxes. Then the department insisted that the planners would pay, after the controversy erupted and state Attorney General John Suthers said that the practice was probably illegal.

Then, Public Works spokeswoman Ann Williams said that the two DNC-related committees would be billed at the "market rate," as established by the Oil Price Information Service, a price that does not include various fees paid by consumers. But Williams said that the convention committees would pay the fees.

Later, the city announced that the arrangement had ended and that convention planners would go elsewhere for fuel, with one exception - biodiesel to power buses used by the organizations. The city is apparently the only biodiesel supplier that can supply the fuel in the volume that the convention organizations need, Delaney said.

Convention planners will pay a private vendor which, in turn, will reimburse Public Works for the fuel already pumped and for the biodiesel they continue to use.

Records that the city provided to the Rocky Mountain News show that 61 convention vehicles had been fueled at city pumps, resulting in a total bill of more than \$11,000.

Source: The Rocky Mountain News

On Climate Change

New Cars in California Must Display Global Warming Score

California is making it mandatory for cars to be labeled with global warming scores, figures that take into account emissions from vehicle use and fuel production.

The law requiring the labels goes into effect at the start of next year for all 2009 model cars, though its expected the labels will be popping up on cars in the coming months.

The labeling law forces cars for sale to display a global warming score, on a scale of one to 10, which is based on how vehicles in the same model year compare to one another. The higher the score, the cleaner a car is. The score takes into account emissions related to production of fuel for each vehicle as well as the direct emissions from vehicles.

The score will be displayed next to the already-required smog score, which also rates cars one to 10 for how many smog-forming emissions they emit. For both scores, an average vehicle will have a score of five.

California is the first state to pass such a law, and a similar law will take effect in New York for 2010 model year vehicles. Global warming scores will be included on the state's DriveClean website.

While this law is intended to help consumers take into account emissions while purchasing cars, a proposed law in the European Union would require E.U. public sector bodies put a price on emissions.

A law endorsed by the European Parliament's Committee on Environment, Public Health and Food Safety would make governments put a monetary cost on the emissions of vehicles they plan to purchase, and add that to expense calculations. The law would exclude certain types of vehicles, such as ambulances and fire trucks.

Source: GreenBiz.com

California Joins Big Carbon-trade Partnership

California, six other Western states and four Canadian provinces launched plans on for one of the world's largest carbon-trading systems, a sweeping effort to cut greenhouse gas emissions that contribute to global warming.

(Continued on page 8)

Using Performance Measurement in Reno

(Continued from Page 1)

Certified Techs Promote Proper Diagnosis & Repair

To ensure that problems are diagnosed accurately and repaired properly upon a vehicle's first visit to the garage, Reno's fleet manager has strongly encouraged his mechanics to become certified by the National Institute for Automotive Service Excellence (ASE). He pointed out that ASE-certification ensures third-party, industry-accepted assessment and recognition of a mechanic's education and skill-and that pursuit of certification (which requires a great deal of study) demonstrates a mechanic's own commitment to professional excellence.

"Fixing It Right the First Time" Philosophy Saves \$20K

The city's fleet manager decided to encourage certification beginning in 2003 to address what he considered to be a higher than desired "come back" rate, which at the time was approximately two percent. (The "come back" rate refers to the frequency with which vehicles are returned to the shop for the same repair problem.)

That same year, three of Reno's eight mechanics were ASE-certified. By 2008, seven had earned ASE certification, and the "come back" rate had dropped to less than one-half percent. While that may not appear dramatic on its face, it translates to a cash savings of approximately \$20,000 per year.

The city also boasts of having their parts technicians and counter staff ASE-certified, further enhancing the fleet maintenance staff's ability to diagnose and repair problems correctly on a vehicle's first visit.

To encourage certification, the city reimburses its staff for all successfully completed ASE tests and pays a modest bonus to certified employees. This bonus is paid each pay period

as long as the technician remains certified.

Scheduling All Routine Work Saves Time

Reno believes that ASE certification may also promote more efficient repairs by its mechanics-which in turn may boost timeliness-but the fleet manager points to the city's fleet maintenance scheduling system as the most significant factor in its high ratings for timeliness.

Reno's fleet manager schedules all non-emergency maintenance activities on city vehicles. A computer program is used to track the need for oil changes, tire rotation, and other standard maintenance activities for each vehicle and an electronic alert is issued whenever such work is needed.

Communicate, Communicate, Communicate

The fleet department has established a liaison person in each city department to whom a monthly notice is emailed, which lists all vehicles in the department for which maintenance is due. The list also notes any vehicles for which regular maintenance is past due. Fleet staff then work with the liaisons to schedule work on the vehicles. In cases where a vehicle is used by a single employee, the liaison may ask that employee to contact the fleet department directly to schedule the work.

Liaisons and individual employees are welcome to specify repair times that are most convenient for themselves, and for some departments, loaner vehicles are available for use while maintenance is being performed on their regular vehicles. Runners are also available to ferry staff back and forth to their offices to facilitate drop off and pick up of their vehicles in cases when loaner vehicles are not available. For some high-intensity users like police officers, the fleet department also provides direct pick-up and drop-off of the vehicles themselves.

No Waiting for Scheduled Work

For regular maintenance, mechanics are scheduled to be ready and waiting to perform the work as soon as the vehicle is dropped off, thus reducing wait time for return of the vehicle. If a repair problem is found in the course of regular maintenance, customers are immediately notified of the problem and the estimated time to correct it. (The fleet maintenance director cited this communication as another factor contributing to high satisfaction with service quality.)

Floater Accommodates Unexpected Jobs

A "floating mechanic" is generally available to accommodate unexpected repair work without compromising the timeliness of other scheduled work.

For additional information about the practices described in this case study, please contact Bruce Mullin, Fleet Manager, at mullinb@ci.reno.nv.us

Source: International City/County Management Association

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Oil Analysis

(Continued from Page 1)

- reduce hazardous waste generation, and
- obtain a reasonable economic payback.

Study Findings

Oil life extension leads to significant cost savings. All fleet managers can benefit by extending oil change frequency to warranty limits. Oil analysis programs can lead to further extensions. While HE filters can yield much longer service life, it seems to have the most value for the largest engines. Cost-benefit calculations show a reasonable payback time for several HE filter/engine-type combinations. It was found that as fleet managers become comfortable with oil analysis results, they typically reduce the number of oil analyses they need to determine if the oil continues to protect the engine. This further reduces costs of oil analysis along leading to shorter payback times than found in the study.

The DTSC study examined motor oil life in a variety of vehicles, ranging from passenger cars to large diesel buses and trucks. The 119 vehicles in the study traveled a combined total of nearly 3 million miles over two years. Laboratory analyses of the vehicles' motor oil (for both lubricating quality characteristics and contaminant buildup) produced findings that, although unsurprising, exceeded expectations as outlined below.

- **At a minimum, oil drain intervals can be simply and safely extended beyond the current level to the maximum mileage recommended by the vehicle/engine manufacturer for any type of vehicle.**

A survey of fleet managers showed an average oil change interval of 4,460 miles for passenger vehicles. This is well below the manufacturers' recommended 7,500 miles. There is zero

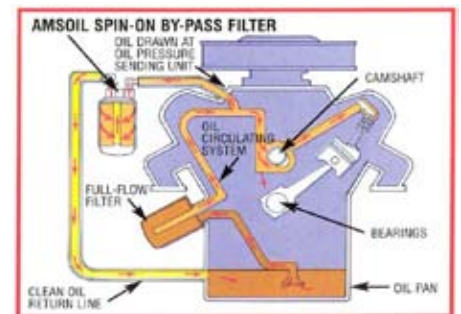
additional cost (and in fact, substantial cost saving) by simply following the manufacturer's oil mileage recommendations derived from today's motor oils.

- **Fleet managers can further extend oil change intervals by using higher quality motor oil and by using oil analysis to determine optimum drain intervals.**

Higher quality motor oil can extend the service interval, especially oils with higher amounts of additives (such as those contributing to the Total Base Number (TBN)). These additives combat oil degradation by reducing acid buildup, thereby lengthening oil change intervals. Many current synthetic oils provide guaranteed oil change intervals of 15,000 miles. Oil analysis shows an engine's wear characteristics as well as the oil's condition. This helps determine optimal oil drain intervals.

- **In larger engines, HE oil filters are an effective and economical technology for further extending oil drain intervals.**

Manufacturers have promoted high efficiency (HE) oil filters, which have high particulate filtration capability, to extend oil drain intervals and reduce engine wear. HE oil filters remove small damaging particles, such as dirt and soot that accumulate rapidly in large diesel engine oil. Not only does the motor oil last longer because it is cleaner, but engine wear is reduced. HE oil filters are very practical for larger-engine buses and trucks, regardless of fuel type. DTSC's study demonstrates that, when supported by oil analysis, use of HE oil filters and higher quality oil can significantly extend drain intervals. Cost-benefit calculations show a reasonable payback time for several HE filter/engine type combinations of 1.3 to 6.8 years. Study results indicate that it is likely not economical to retrofit passenger vehicles to HE oil filters.



Typical by-pass filter installation
(Diagram courtesy of Amsoil Corporation, Superior, WI)

Several different designs of HE oil filters exist. Generally, the filters are add-on equipment that supplements the standard full-flow filter by filtering a side-stream of the oil. The figure below shows the typical oil circulation from the oil pump to the full-flow filter, and then through the engine block. After lubricating engine components, a portion of the oil is directed to the bypass filter. There, it is highly filtered then returned to the oil sump.

California Fleet News

www.fleetnews.com

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- Speeches to the Industry
- Manual of Best Fleet Practices
- Managed Competition Leaders

Study Details and Results

The two-year study included 119 vehicles – 61 passenger vehicles, 40 buses, and 18 trucks which ran on gasoline, diesel, or compressed natural gas (CNG). Collectively, they traveled nearly 3 million miles with no reported engine failures. The table below summarizes the study results for each vehicle type and filter brand studied, the considerable oil life extension obtained, and the expected payback period. In gasoline engines, mileage between oil changes can be extended furthest by using high quality motor oil containing a high total base number (TBN). By using HE filters, oil change mileage can be tripled in utility trucks. The largest diesel engines consistently operate 50,000 miles or more using HE filters that also maintain a high TBN.

Summary Results of DTSC motor oil life extension study

Participating Fleets	Number and Type of Vehicles	Filter Make and Model	Miles Accumulated During Study	Oil Samples Collected	Original Drain Intervals	Extended Drain Intervals	Projected Payback Period (yrs)
Department of General Services	40 passenger cars	Fram X2	798,000	212	6,000	10,000	0.2
California Department of Forestry and Fire Protection	13 two- and three-axle trucks	OilGuard EPS 60	134,980	42	5,000	18,000	3.1
California Department of Transportation	5 two- and three-axle trucks	OilGuard EPS 60	160,711	39	6,000	18,000	1.3
Fresno Area Express	10 city transit buses	OilGuard EPS 60	179,099	56	6,000	18,000	3.7
Fresno Unified School District	14 school buses	Luber-finer ZGard LPF9750	116,618	34	9,000	36,000	2.5
Long Beach Unified School District	26 school buses	Luber-finer ZGard LPF9750	505,115	57	10,000	36,000	6.8
California Department of Corrections	11 coach buses	puraDYN TF 40	949,649	100	10,000	50,000	3.6

Note: Original drain intervals taken from fleet manager survey averages. Extended drain intervals were conservatively based on oil analysis results.

Fleet Managers Surveys and Forums

A primary study objective was to assess fleet managers' perceptions regarding extended oil service life. A survey was sent to 1900+ state and local government and private fleet managers. The survey investigated fleet managers' perceptions, previous experiences, and current HE oil filter knowledge by asking them about the importance of purchase costs and the maximum allowed payback period, and rating their concerns over reducing oil purchases, decreasing engine wear, and engine warranties. Managers were asked for their perspectives regarding reliance on oil analysis results, and the value of increased service intervals.

DTSC received more than 250 survey responses. DTSC staff also held five focus group meetings throughout California with State, local government, and private fleet managers. DTSC presented the survey results to participants and asked for their

reactions.

The surveys and forum participants expressed similar initial reservations about extending motor oil service life. The most significant were:

- initial program set-up costs,
- ongoing service and analysis expenses not producing actual cost savings,
- risk in extending motor oil life,
- engine warranty invalidation, and
- HE filter performance and reliability.

Furthermore, forum participants identified these institutional/servicing barriers:

- overall economic payback period,
- altering existing maintenance schedules/routines,
- tracking oil analyses for individual vehicles in large fleets, and overcoming skepticism by service technicians.

Conclusions

By implementing these practices, fleet managers can keep costs in line and even lower them, protect their equipment better, reduce downtime, and become more competitive. Less frequent oil changes also mean less hazardous waste generation and accompanying waste management fees. These practices make business and environmental sense. They translate into conserving cash and oil - two high demand commodities that are in short supply all while protecting the environment by reducing the volume of used motor oil, one of California's highest-volume hazardous wastes.

Action Steps

For more details about the high efficiency oil filter study and how you can decrease business costs while reducing hazardous waste generation, go to www.dtsc.ca.gov/technologydevelopment and click on the High Efficiency Oil Filter Study link.

Additionally DTSC promotes numerous business friendly voluntary environmental programs that protect the environment while at the same time help business increase their competitiveness. For more information on DTSC's Green Chemistry and Pollution Prevention Programs, please visit <http://www.dtsc.ca.gov/PollutionPrevention/index.cfm>.

Editor's Note: Tim Ogburn is a senior scientist and Bob Boughton is a senior engineer at the California Department of Toxic Substances Control (DTSC), Office of Pollution Prevention. Any views expressed in this article are those of the authors and do not necessarily represent the views of the California EPA (Cal/EPA). Mention of corporations, trade names, or commercial products does not constitute endorsement or recommendation for use by the State of California.

At the end of the vehicle demonstration, surveys were mailed to participating fleet managers. Those responding ranked the most important benefit of HE filter technology to be "Increasing the Time Between Oil Changes," while ranking "Decreasing Waste Generation" and "Reducing Oil Purchases" second and third, respectively. Half of the respondents stated that they believed in the benefits of HE filter technology performance and reliability, yet problems with logistics, maintenance schedules, and recordkeeping continue to handicap adopting and accepting HE filter technology as a standard fleet operating practice. This barrier should be easy to overcome if all fleet vehicles are managed under an oil extension system, rather than disrupting maintenance operations with two different schedules. The most promising post-demonstration survey results indicated that 50 percent of the respondents intended to use oil sampling and analysis for drain interval extensions for their entire fleet. Eventually, they could become advocates and industry leaders for using HE filter technology augmented by oil analysis.



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On Climate Change

(Continued from Page 5)

The North American program, like a similar market-based system in Europe, focuses on heavy polluters such as electric utilities, oil refineries and large industrial and commercial facilities.

Environmental groups immediately questioned whether the plan will be tough enough on polluters, while industry groups said the program lacks details. California officials said the proposal will be an integral part of the Golden State's ambitious goal of reducing greenhouse gas emissions by 30 percent by 2020, as required by the landmark legislation AB32 that the Legislature approved and Gov. Arnold Schwarzenegger signed in 2006.

The draft plan is a key component of the Western Climate Initiative, a partnership created in February 2007 among the governors of California, Arizona, New Mexico, Oregon and Washington to curb global warming.

The group - which has added Utah and Montana, along with the Canadian provinces of Manitoba, Quebec, British Columbia and Ontario - has set a regional goal to reduce greenhouse gas emissions by 15 percent of 2005 levels by 2020.

Under the plan, industries would be required to begin reporting emission levels beginning in 2011 to allow participating governments to agree on the maximum level of emissions for the region when the program begins in 2012.

Template for other states

Final recommendations are to be adopted by end of the year and will be used as a template for states to develop their own systems that would link up with others in the Western Climate Initiative.

The California Air Resources Board, which is responsible for implementing AB32, released a blueprint that included such ideas as requirements for cleaner cars, more energy-efficient appliances, less-polluting fuels and more reliance on wind and solar energy.

But the air board's preliminary recommendations also cited the need to work with states and provinces in the Western Climate Initiative to develop a cap-and-trade program, under which heavy-polluting firms would buy carbon credits from less-polluting companies.

The air board said such a system would account for as much as 20 percent of California's projected reductions in carbon emissions and thus more effective than a statewide one.

While the formation of the North American partnership has been applauded by both industry and environmental groups, the proposal received mixed reviews last month.

Gary Stern, Southern California Edison's director of market strategy and resource planning, said he wished the 10-page document had specified how states would initially distribute carbon credits, which can

be used in place of reducing emissions.

Cap-and-trade program

"In any type of cap-and-trade program, we're ultimately going to be concerned with what the cost to customers is going to be," he said. But Stern said he liked the program's aim to include many types of industries, unlike the Regional Greenhouse Gas Initiative, a similar program among 10 Northeastern states that targets only electric utilities.

The European Union's system to cut greenhouse gases, the only other regional cap-and-trade program, got off to a rough start because the emissions cap was too high and companies were awarded carbon credits for free, said Erin Rogers, California outreach coordinator for the Union of Concerned Scientists, an environmental group.

The result was that the high emissions cap meant most companies weren't required to cut emissions, while the flood of free carbon credits made them virtually worthless, Rogers said.

The European Union has since tried to fix its system by resetting the cap and requiring companies to buy carbon credits through an auction system, Rogers said, a lesson for California and other jurisdictions.

Potential problems

Environmentalists said the Western Climate Initiative's draft plan does not clearly state whether carbon credits would be given away for free or sold in an auction.

Another potential problem, they said, is the draft plan's emphasis on offsets, a program under which polluters could emit greenhouse gases above the capped level by purchasing carbon credits from groups or businesses with environmental programs such as reforestation or mega-dairies that capture methane gases for energy use.

Jason Barbose, global warming advocate for Environment California, said that under the draft plan, industries may be able to meet all their emissions requirements by purchasing offsets.

"It would be far better to require power companies and oil companies to invest in clean energy and better transit than to pay someone else in some other country to reduce their pollution instead," he said.

Sweeping plan to curb emissions

The Western Climate Initiative, a partnership of seven Western states and four Canadian provinces, creates a regional system to help curb greenhouse gas emissions.

How it would work: The partnership will decide which businesses to regulate, how carbon credits will be awarded to firms and whether to use offsets programs allowing polluters to receive emissions credits by funding environmental projects such as reforestation.

What's next: The group will hold a series of

workshops in coming weeks to gain public comment and the plan will be finalized by December. Read the plan: www.westernclimateinitiative.org.

Source: *San Francisco Chronicle*

Federal Fleet Budget is \$3.4 Billion

(Continued from Page 1)

- The Interior Department was told by its own watchdog that it should cut its inventory, but it's added hundreds of vehicles.

- The VA has some cars that are barely driven. One just disappeared. Add to that the cost of drivers, a perk given to high-level government officials. Transportation Secretary Mary Peters has two drivers. Their salaries totaled more than \$128,000 last year.

The driver for Health and Human Services Secretary Michael Leavitt earns about \$90,000 a year. That's more than double the average salary of an office manager or accountant, and about \$35,000 more than a registered nurse earns, according to a salary calculator provided by CareerBuilder.com.

The government owns or leases sedans, SUVs, trucks, limousines and ambulances for more than three dozen agencies, the U.S. military and the Postal Service. Are they all really necessary?

"This is one bleeding part of a budget and not just in one Grassley, R-Iowa, a longtime foe of what he considers wasteful federal spending. "When you have something bleeding like this, there can be a lot of money saved."

Saving taxpayer dollars should be a priority, says Washington-based Citizens Against Government Waste.

"From a management standpoint, this is something that can easily be handled," said Tom Schatz, president of the group. "It's critical use or necessary use versus 'well, we've got the money, let's go out and buy some more cars.'"

HUD has problems

The Department of Housing and Urban Development admits problems with its fleet of about 450 vehicles.

According to an AP analysis, fleet costs at HUD have soared nearly 70 percent since 2004, to more than \$2.1 million last year. But during the same period, the agency trimmed its fleet and overall fuel consumption.

While gas prices have increased since 2004, the period AP analyzed came well before today's record-high prices.

"Where that spike in overall costs came from, I have no idea," said Bradley Jewitt, director of HUD's facilities management division.

Agency spokesman Jerry Brown added, "We can't explain it." Jewitt, who came to HUD late

last year, promised more accountability and oversight. The agency has begun a thorough review of its vehicles, how they are being used and whether each is justified.

HUD has cars for employees who conduct fair housing and mortgage fraud investigations and housing inspections across the country.

At the Interior Department, cars and trucks are used by workers who help manage some 500 million acres of public lands.

The Agriculture Department has tens of thousands of vehicles for conservationists, scientists, farm loan specialists and the Forest Service.

Federal agencies also have dedicated cars and drivers for senior officials.

Officials have drivers

In addition to the salaries for the two drivers for Transportation Secretary Peters, her car, fuel and maintenance cost \$11,500 last year. Most agency chiefs have one driver.

The department says Peters needs two because the "cost of paying one driver overtime to cover both weekday shifts and weekends would be prohibitive."

A spokesman said a driver has to be on duty or available 24 hours a day, seven days a week for Peters.

The Veterans Affairs Department has five sedans assigned to Secretary James Peake, the deputy secretary and the three top officials for the health office, benefits office and national cemetery administration. Total cost for the five cars and drivers: \$353,470 a year.

Salaries for government drivers ranged from \$46,000 for the driver for Equal Employment

Opportunity Commission Chair Naomi Earp to about \$90,000 for Leavitt's driver at HHS.

The latest report available from the Government Accountability Office, from 2004, looked at the fleets of five departments including Veterans Affairs, Homeland Security and the Navy. It found a number of instances where agencies were keeping vehicles they didn't need. Ditching those cars, the report said, could save the government millions of dollars.

The Interior Department was another agency singled out for wasteful spending. In a 2004 report, the agency's inspector general found a significant portion of department vehicles weren't being driven much. Eliminating them could save \$34 million a year.

Interior cut more than 600 vehicles before the report was released, but its overall fleet has increased by more than 1,500 vehicles since then, according to an AP analysis of GSA data. Interior ranks fourth among civilian agencies in the size of its fleet, but it spends the most money — more than \$241 million last year on vehicles, maintenance and fuel.

Agriculture has the largest fleet but spends far less, about \$150 million.

Debra Sonderman, director of the office of acquisition and property management at Interior, says the department has a large number of trucks, nearly 25,000, that are costly to maintain and burn a lot of fuel.

Managers at each of the agency's bureaus review inventories annually, she said. But when pressed about who has oversight of the bureaus to ensure that fleet money is spent wisely, Sonderman hesitated, only to add, "Well, there's a budget for one thing." Translation: If the money's there, spend it.

"Kind of a rule of thumb is the more cars you control, the more powerful you are, and so that sort of attitude of kingdom building is part of the problem here," Sen. Grassley said.

Only a handful of agencies said they have conducted annual audits to ensure their fleets are the right size. The Department of Homeland Security said it hasn't conducted a department-wide audit since the agency was created five years ago.

The agency said it is "working toward that end" but doesn't yet have the resources to analyze its 41,000-vehicle fleet.

At Veterans Affairs, an audit last year by the inspector general's office found potential savings of about \$83,000 for underutilized vehicles, but it looked at only three VA medical centers.

The VA has more than 150 centers, raising the prospect of additional underused cars and more savings.

In the case of a Cleveland VA medical center, a government-leased vehicle was driven only 16 times in nearly a year; another was driven only twice in the three months after it arrived.

One sedan at the center was missing and apparently hadn't been seen in months.

All agencies are supposed to report their annual fleet numbers to the General Services Administration.

However, the cost and inventory estimates in the GSA's annual report do not include Congress, which isn't required to report to GSA on its fleet.

Source: Associated Press (AP)

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