

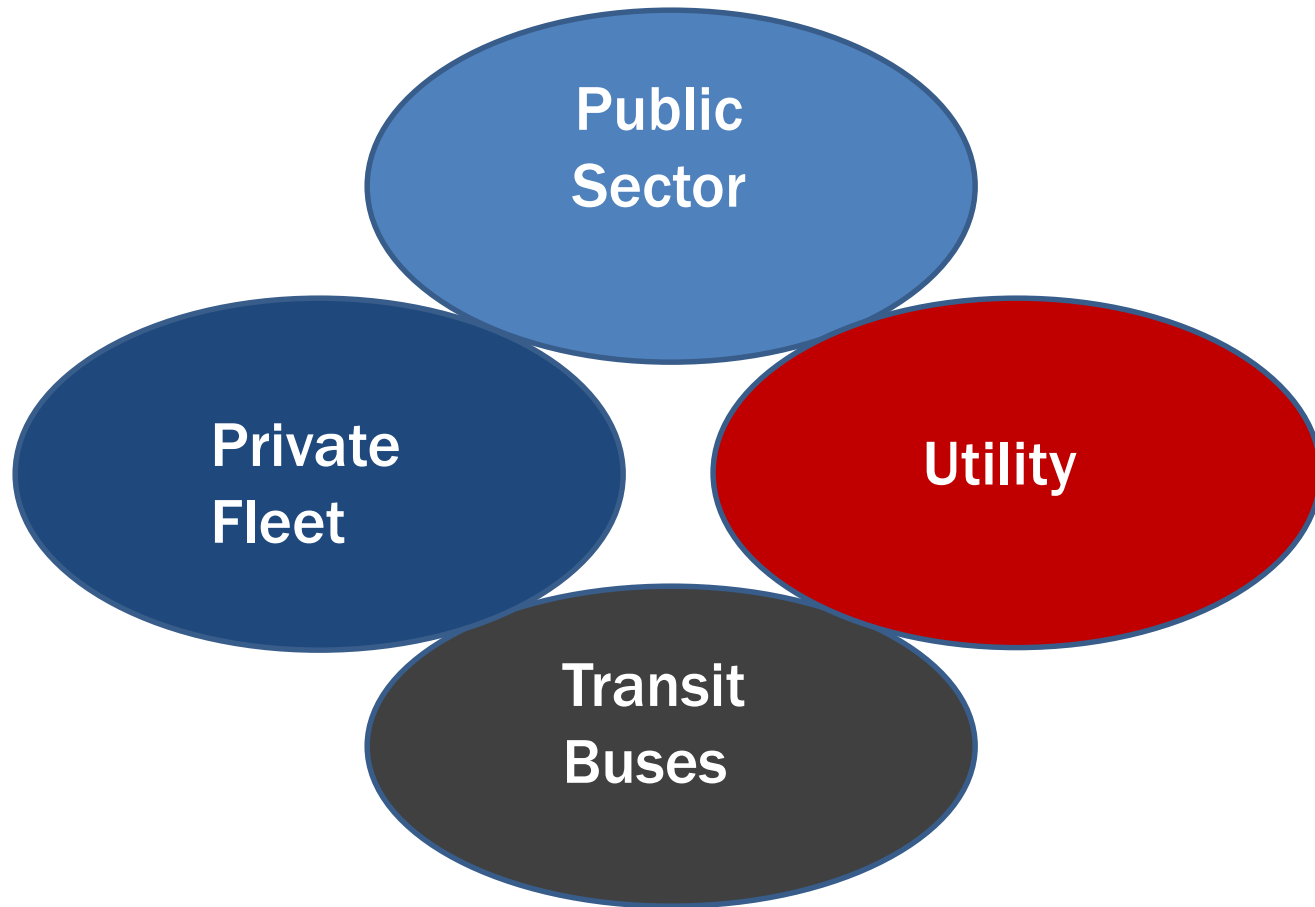


**NARSA  
FLEET &  
COOLING SYSTEM  
MANAGEMENT  
SAT. SEPT. 19, 2015  
EMBASSY SUITES  
BUFFALO, NY**

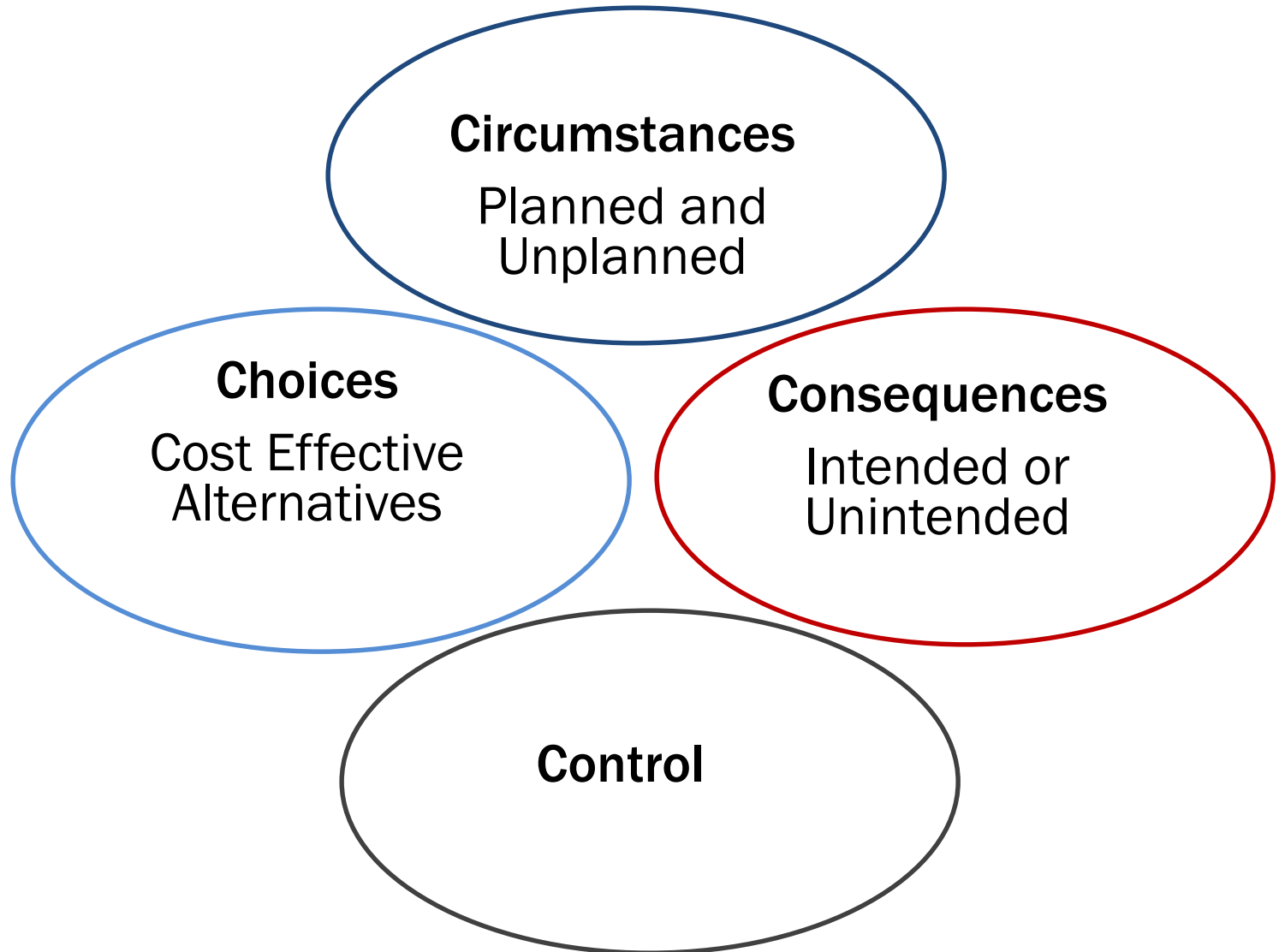
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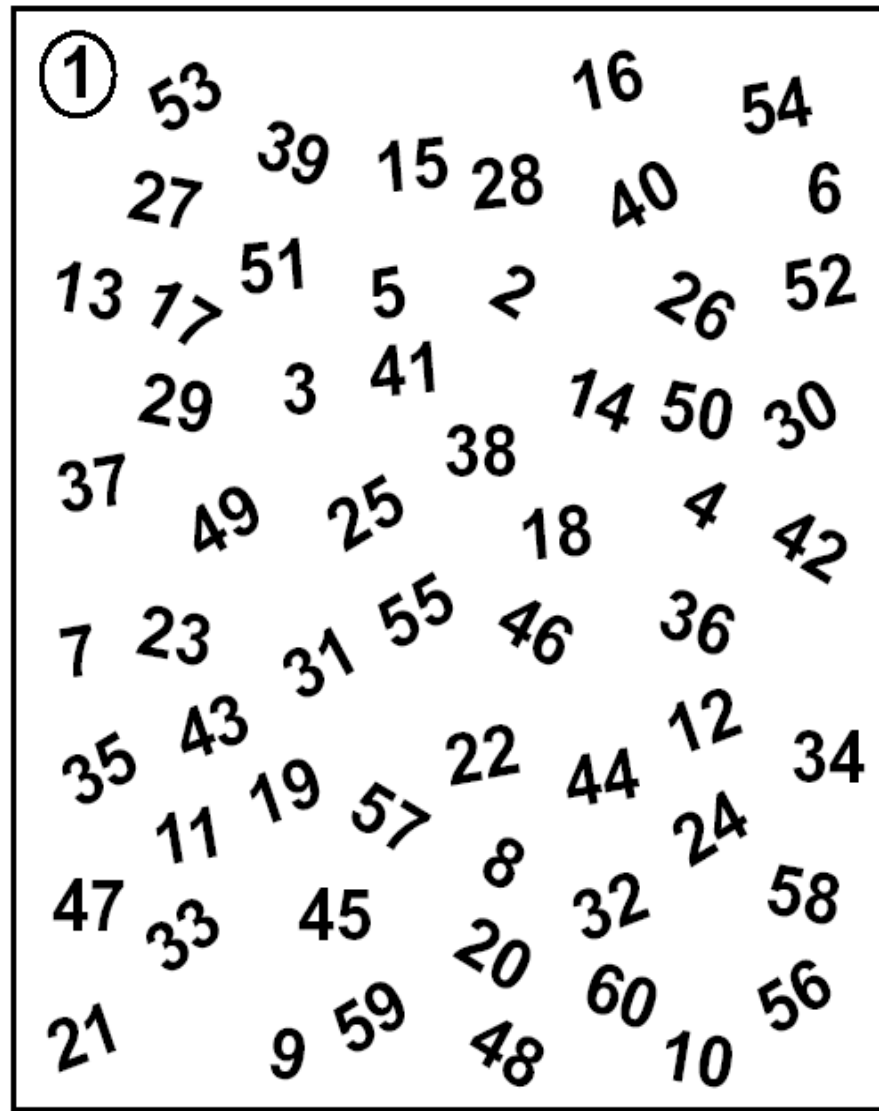
# John Dolce Background

## Ten Years Fleet Management Experience In Each Area



# We Are Impacted By...Circumstances





# FLEET MANAGER

HONEST

FORTHRIGHT

SELF EDUCATED

INTELLIGENT

KNOWLEDGABLE

SMART

APPROACHABLE

PRIORITIZE - SEQUENCE

DECISIVE

DELEGATE

DURABLE

MAINTAIN INTEGRITY

# FLEET MANAGER

MEASURE, WATCH & PAY ATTENTION

Measure-Meaningful Events

Watch-Everything

Pay Attention-To What Is Meaningful

Written “POLICY & PROCEDURES”

Daily Events-Prioritized-Sequenced

“MAINTENANCE” & “REPAIR”

Scheduled, Unscheduled Activities

Capital Budgets...Depreciable Assets, Shop, Units

Operating Budgets....Consumables, Fuel, Parts,

Labor

# Fleet Management

## Best Practices

- **Capital–Operating Strategies-Communicate-Lease-Own**
- **Policy & Procedures, Dynamic, 25 Written + Attached**
- **Terms – Definitions – Fleet Speak – Manage**
- **Daily Down Report – Not available at the end of day**
- **Repair-Replace-Rebuild-Remove-Rent-Lease-Sell**
- **Capital Costs-Depreciable Items-Planning**
- **Operating Costs-Consumables-Planning-Parts**
- **Cost Management Systems, Budgets, Usage**
- **Shop Management, Prioritizing, Sequencing**
- **Staffing-Space-Productivity-Balance-Vendor**
- **Facilities – Codes- Regulatory Compliance**
- **Inventory –Units - Usage – Availability - Remove**
- **Parts & Supplies – Just In Time - Backlog**
- **Specifications, Purchase, Terms, Conditions**
- **New Technologies–Trends-Benchmarks**
- **Emotional Intelligence-Ethics-End User**
- **Fuels – Ultra Low Sulphur, Alternative Fuels**
- **“Problem Identification”, “Resolving vs Solving”**
- **Bring Best Practices To A Higher Level &Your Exp**

# Proactive Asset Management

## Repair-Replace-Rebuild-Remove-Scrap-Sell-Trade

Equipment Management is a Five-Step Process:

- Selection
- Purchase
- Operation-Utilization-Excess
- Maintenance-Safe-Productive
- Cost Effective Replacement
- Disposition Accountabilities
- What –Configuration-Job
- How-Competition-Low Bid
- When-Tool-Work Methods
- Expectations, Environment
- Final Results, Life Cycle
- Responsible Liabilities



# FLEET MANAGER

Proactive Verses Reactive Actions

Daily Down List, Units Out Of Service

Attendance, People, Space, Parts & Supplies

In House & Outside Resources

Repair Estimates

30% of The Units Residual Value , Purchase \$  
Choices, Repair, Rebuild, Replace, Remove, Rent

Causes, Accident, Abuse, PM, Bkdown, Warranty

Diagnosis, Parts New, Reman, Rebuild, Used

Space

Overtime

Recalls

Audit

# FLEET MANAGER

Capital Budget Parameters

Operating Budget Parameters

Training, Vendor Advisory

PMI Frequencies Based On Units Condition

Active & Inactive Units

Audit Vendors

Outsourcing Benefits, Capability, Quality,

Technology, Tools, Experience, Frequency,

Experience, Reduced Comebacks

Activity Based Cost Reports

Management Information Systems

# Vendor Analysis – Activity-Based Costing

## Newark

	2014		2013		2012	
	# Done	\$ Spent	# Done	\$ Spent	# Done	\$ Spent
<b>Alternators</b>	(\$15.94) – 358	\$5,351	(\$10.48) – 596	\$6,249	(\$9.41) – 615	\$5,785
<b>Batteries</b>	(\$116.00) – 283	\$32,827	(\$112.00) – 530	\$59,632	(\$100.00) – 559	\$56,102
<b>Brakes</b>	(\$23.00) – 141	\$3,263	(\$29.00) – 273	\$8,145	(\$18.00) - 296	\$5,397
<b>Starters</b>	(\$41) - 72	\$2,951	129	\$5,121	180	\$10,314
<b>Shocks</b>	1	\$18	5	\$248	-	-
<b>Radiators</b>	(\$35) - 18	\$640	49	\$5,695	48	\$1,453
<b>Tires</b>	(\$148) - 439	\$65,045	757	\$118,524	658	\$94,257
<b>Totals</b>	<b>(\$124.00) – 2,808</b>	<b>\$350,146</b>	<b>(\$140.00) – 4,354</b>	<b>\$613,118</b>	<b>(\$127.00) - 4,964</b>	<b>\$634,235</b>

## Jacksonville

	2014		2013		2012	
	# Done	\$ Spent	# Done	\$ Spent	# Done	\$ Spent
<b>Alternators</b>	(\$23.00) – 186	\$4,290	(\$60.00) – 245	\$14,797	(\$58.00) – 89	\$5,192
<b>Batteries</b>	(\$133.00) – 113	\$15,034	(\$154.00) - 254	\$39,168	(\$144.00) – 105	\$15,127
<b>Brakes</b>	(\$53.00) – 15	\$808	(\$59.00) – 87	\$5,173	(\$66.00) – 38	\$2,516
<b>Starters</b>	(\$183) - 20	\$3,673	34	\$6,177	29	\$6,739
<b>Shocks</b>	-	-	-	-	-	-
<b>Radiators</b>	(\$33) - 4	\$133	14	\$465	12	\$458
<b>Tires</b>	(\$168) - 126	\$21,226	479	\$90,753	223	\$34,529
<b>Totals</b>	<b>(\$172.00) – 560</b>	<b>\$96,403</b>	<b>(\$174.00) – 1,593</b>	<b>\$277,932</b>	<b>(\$151.00) – 1,125</b>	<b>\$170,876</b>

# Vendor Analysis

## Activity-Based Costing

### Greensboro

	2014		2013		2012	
	# Done	\$ Spent	# Done	\$ Spent	# Done	\$ Spent
<b>Alternators</b>	(\$144.00) – 30	\$4,324	(\$118.00) – 131	\$15,513	(\$64.00) – 272	\$17,586
<b>Batteries</b>	(\$123.00) – 98	\$12,087	(\$123.00) – 453	\$56,088	(\$88.00) – 413	\$36,693
<b>Brakes</b>	(\$136.00) – 61	\$8,301	(\$171.00) - 321	\$55,176	(\$1,193.00) – 270	\$322,295
<b>Starters</b>	(\$103) - 62	\$6,412	245	\$32,209	251	\$49,009
<b>Shocks</b>	(\$98) - 18	\$1,777	178	\$33,930	167	\$34,696
<b>Radiators</b>	(\$366) - 37	\$13,555	134	\$53,913	122	\$48,470
<b>Tires</b>	(\$287) - 320	\$91,845	790	\$185,499	418	\$27,589
<b>Totals</b>	<b>(\$382.00) – 845</b>	<b>\$323,413</b>	<b>(\$405.00) - 2,725</b>	<b>\$1,106,252</b>	<b>(\$448.00) – 1,803</b>	<b>\$807,851</b>

# Activity-Based Costing

<b>Fleet Trend Report</b>					
	Jan. '07	Apr. '07	Jul. '07	Oct. '07	Jan. '08
<b>Total Units</b>	421	365	345	331	329
<b>Total Spent</b>	\$119,000	\$109,000	\$89,000	\$79,000	\$81,000
<b>Total Budgeted</b>	\$90,000	\$82,000	\$87,000	\$73,000	\$80,000
<b>% Variance</b>	32%	33%	2%	8%	1%
<b>¢ per Mile (Actual)</b>	\$0.82	\$0.80	\$0.66	\$0.65	\$0.63
<b>¢ per Mile (Planned)</b>	\$0.64	\$0.64	\$0.64	\$0.62	\$0.62
<b>Fully Burdened \$</b>	\$83.12	\$82.10	\$71.04	\$71.75	\$69.60
<b>Direct Labor \$</b>	\$53.67	\$53.04	\$41.04	\$41.75	\$39.60
<b># Power Units</b>	320	277	262	252	252
<b>Average Age</b>	8.2	6.7	5.8	4.3	4.3
<b>Usage (000)</b>	185	180	184	189	196
<b>% Operated</b>	75%	84%	92%	97%	98%
<b>Usage per</b>	579	650	703	752	763
<b>Downtime</b>	15%	17%	8%	4%	3%
<b>% Backlog</b>	20%	10%	4%	4%	4%
<b>Road Call Miles</b>	2,500	2,800	3,700	4,300	4,600
<b># People</b>	35	33	25	25	22
<b>% PM</b>	0.1	0.3	0.3	0.35	0.35
<b>% Scheduled</b>	0.35	0.35	0.35	0.4	0.4
<b>% Inventory</b>	10%	10%	8%	-20%	-5%
<b>% Received v. Issued</b>	20%	25%	25%	-10%	-5%
<b>% Ordered vs. Received</b>	20%	25%	25%	-10%	-10%

# Repair/Replace/Rebuild ROI Return On Investment

Before you spend more than 30% of the vehicle's residual value on any repair – perform a total vehicle repair analysis

Cost of **old** vs. cost of **new**  
Bus Operating & Maintenance Cost

# PPOACTIVE LIFE CYCLE TARGET

Accumulated maintenance cost  
Equals the original purchase price

**And/or**

The annual maintenance cost is 30%  
of the present residual value

Evaluation & Decision Time  
For Planning & Funding

Before the old costs more than the new  
to own and/or operate it, When is time to decide?  
When the Maintenance Cost is 30% of Residual \$

**Replace the old?**

**Rebuild the old?**

**Repair the old?**

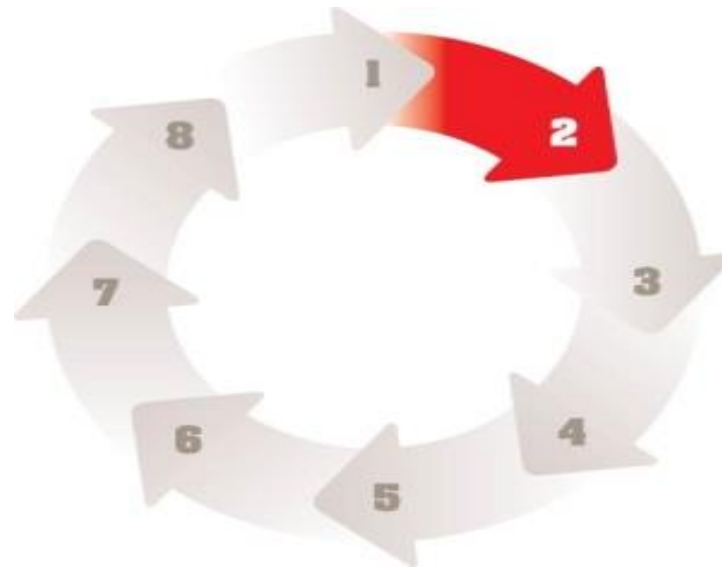
**Rent – Lease ?**

**Remove the unused old ?**

Cost, Reliability & Configuration are the issues  
Cumulative Maintenance Equals Original Cost

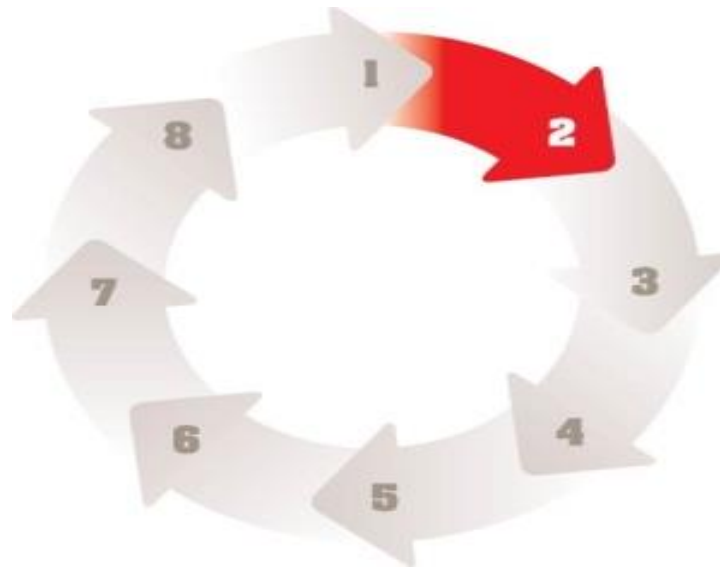


# Cost Effective Lifecycle of Transportation Equipment



# PURCHASING “RULES”

## Solicitation of Transportation Parts & Supplies



# Decision Makers

- Must understand vehicle repair, rebuild & replacement process's for proactive funding
- When the cost of old exceeds cost of new
- Cumulative maintenance=Orig. purchase \$
- Rebuild,  $\frac{1}{2}$  cost of new,  $\frac{3}{4}$  life of new
- Economy, Sizing, Strategic, Tactical Plans
- Maintenance costs, Parts & Labor costs increase each year as the Bus ages
- Capital(depreciation)Operate(Consumables)
- Consistent, Level zed funding needed
- What operations needs versus wants

# Decision Makers, Life Cycle

- Measure, Watch, Pay Attention
- Public vs Private Organizations
- Must understand vehicle repair, replace, rebuild, remove
- Sell vs Scrap, Liability Risk
- Proactive, Two Years To Get Funding & Supply Unit
- Impacts on maintenance & repair costs, old vs new
- Impacts on capital costs, depreciation, old vs new
- Impacts on operating costs, consumables, old vs new
- Consistent funding needed, avoid peaks & valleys
- Customer, End User, Want vs. Need
- Circumstances – Choices – Distractions – Control
- Cumulative Maintenance Equals Original Price
- Cost of Old vs Cost of New, Reliability, Operating \$

# \$18,500 Light Vehicle

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
<b>Principle</b>	4,440	4,440	4,440	4,440	740	-	-	-
<b>Interest</b>	952	703	486	259	37	-	-	-
<b>Cumulative Maintenance Cost</b>	(360)	(1,095)	(2,190)	(3,405)	(4,752)	(6,345)	(8,010)	(14,210)
<b>Parts/ Labor</b>	360	735	1,095	1,215	1,380	1,560	1,665	6,200
<b>Fuel</b>	480	480	480	480	500	500	500	500
<b>¢/mile 15,000</b>	0.414	0.423	0.433	0.426	0.197	0.137	0.144	0.446
<b>Resale</b>	12,950	10,360	8,288	6,630	5,304	4,243	3,395	2,716
<b>% Maintenance Residual</b>	3%	7%	13%	18%	26%	37%	49%	228%

**Cumulative Maintenance Cost 1/3 of New Cost.  
Annual Maintenance Cost 30% of Residual Cost.**

**Replace  
Target  
Evaluation**

**{ Repair  
Replace  
Rebuild**

# Depreciation Schedule

Year 1	0.70	-\$100,000	=\$70,000
Year 2	0.56		=\$56,000
Year 3	0.45		=\$45,000
Year 4	0.36		=\$36,000
Year 5	0.29		=\$29,000
Year 6	0.23		=\$23,000
Year 7	0.18		=\$18,000
Year 8	0.15		=\$15,000
Year 9	0.12		=\$12,000
Year 10	0.09		= \$9,000
Year 11	0.08		= \$8,000
Year 12	0.06		= \$6,000
Year 13	0.05		= \$5,000
Year 14	0.04		= \$4,000
Year 15	0.03		= \$3,000
Year 16	0.02		= \$2,000
Year 17	0.019		= \$1,900
Year 18	0.015		= \$1,500
Year 19	0.012		= \$1,200
Year 20	0.009		= \$900

# \$70,000 Chassis-Mtd. Equipment

	1	2	3	4	5	6	7	8	9	10
<b>Princip</b>	<b>14000</b>	<b>14000</b>	<b>14000</b>	<b>14000</b>	<b>14000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Interest</b>	<b>3500</b>	<b>2800</b>	<b>2100</b>	<b>1400</b>	<b>700</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Parts/ Labor</b>	<b>1455 7.3</b>	<b>2475 12.4</b>	<b>3780 18.9</b>	<b>3690 18.4</b>	<b>3495 17.5</b>	<b>3375 16.9</b>	<b>3800 19</b>	<b>4500 22.5</b>	<b>8500 42.5</b>	<b>22425 112.1</b>
<b>Fuel</b>	<b>3600</b>	<b>3600</b>	<b>3600</b>	<b>3600</b>	<b>3600</b>	<b>3600</b>	<b>3600</b>	<b>3600</b>	<b>3600</b>	<b>3600</b>
<b>¢/mile 15,000</b>	<b>1.50</b>	<b>1.53</b>	<b>1.57</b>	<b>1.51</b>	<b>1.45</b>	<b>0.47</b>	<b>0.49</b>	<b>0.54</b>	<b>0.81</b>	<b>1.74</b>
<b>Resale</b>	<b>49000</b>	<b>39200</b>	<b>31360</b>	<b>25088</b>	<b>20014</b>	<b>14056</b>	<b>1284 5</b>	<b>10276</b>	<b>8221</b>	<b>6577</b>
<b>% Mainten Residua</b>	<b>3%</b>	<b>6%</b>	<b>12%</b>	<b>15%</b>	<b>17%</b>	<b>21%</b>	<b>30%</b>	<b>44%</b>	<b>103%</b>	<b>341%</b>

**Replace Target Evaluation  
(repair / replace / rebuild)**

# Vehicle Replacement Strategies

## \$100,000 Bus/Truck

Year	1	2	3	4	5	6	7	8	9	10
<b>Principle</b>	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000					
<b>5% Interest</b>	\$5,000	\$4,000	\$3,000	\$2,000	\$1,000					
<b>Parts &amp; Labor</b>	\$4,500 22.5 hrs	\$7,500 37.5 hrs	\$9,500 47.5 hrs	\$9,500 47.5 hrs	\$9,500 47.5 hrs	\$10,500 52.5 hrs	\$10,500 52.5 hrs	\$11,500 57.5 hrs	\$12,000 60 hrs	\$27,000 135 hrs
<b>Fuel/Year</b>	\$20,000	\$21,200	\$22,472	\$23,820	\$25,250	\$26,765	\$28,370	\$30,073	\$31,877	\$33,790
<b>Operating Cost: \$/Mile*</b>	\$2.75	\$2.93	\$3.17	\$3.18	\$3.21	\$0.64	\$0.64	\$0.75	\$2.71	\$3.37
<b>Resale Value</b>	\$70,000	\$56,000	\$44,800	\$35,840	\$28,672	\$22,938	\$18,350	\$14,680	\$11,744	\$9,395
<b>Maintenance = X% of Residual Value</b>	6.0%	13.0%	21.0%	26.0%	33%	46%	57%	78%	102%	287%

**\*Operating cost: \$/mile based on 18,000 mile/year**  
**Cumulative life maintenance cost vs. purchase price**



## Vehicle Replacement Strategies – Based on \$150,000 Unit

	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>
	<b>30,000</b>	<b>30,000</b>	<b>30,000</b>	<b>30,000</b>	<b>30,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
	<b>7,500</b>	<b>6,000</b>	<b>4,500</b>	<b>3,000</b>	<b>1,500</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>or</b>	<b>4,500</b>	<b>7,500</b>	<b>11,500</b>	<b>11,500</b>	<b>11,500</b>	<b>11,500</b>	<b>11,500</b>	<b>13,500</b>	<b>27,500</b>	<b>67,000</b>
	<b>22.5</b>	<b>37.5</b>	<b>57.5</b>	<b>57.5</b>	<b>57.5</b>	<b>57.5</b>	<b>57.5</b>	<b>67.5</b>	<b>137.5</b>	<b>335</b>
	<b>20,000</b>	<b>21,200</b>	<b>22,472</b>	<b>23,820</b>	<b>25,250</b>	<b>26,765</b>	<b>28,370</b>	<b>30,073</b>	<b>31877</b>	<b>33790</b>
	<b>2.33</b>	<b>2.42</b>	<b>2.56</b>	<b>2.47</b>	<b>2.39</b>	<b>0.64</b>	<b>0.64</b>	<b>0.75</b>	<b>1.50</b>	<b>3.72</b>
	<b>105,000</b>	<b>84,000</b>	<b>67,200</b>	<b>53,760</b>	<b>43,008</b>	<b>34,406</b>	<b>27,525</b>	<b>22,020</b>	<b>17,616</b>	<b>14,093</b>
<b>e</b>	<b>4%</b>	<b>9%</b>	<b>17%</b>	<b>21%</b>	<b>27%</b>	<b>33%</b>	<b>42%</b>	<b>61%</b>	<b>153%</b>	<b>475%</b>

\*Operating Cost: \$/mile based on 18,000 mi/yr

# \$450,000 Loader/Bus/Crane

	1-4	5	6	7	8	9	10	11	12	13
<b>Parts/ Labor</b>	<b>30000</b>	<b>45000</b>	<b>48000</b>	<b>50000</b>	<b>55000</b>	<b>60000</b>	<b>65000</b>	<b>65000</b>	<b>65000</b>	<b>65000</b>
<b>Hours</b>	<b>150</b>	<b>225</b>	<b>240</b>	<b>250</b>	<b>275</b>	<b>300</b>	<b>325</b>	<b>325</b>	<b>325</b>	<b>325</b>
<b>\$/mile 30000</b>	<b>1.00</b>	<b>1.50</b>	<b>1.60</b>	<b>1.66</b>	<b>1.83</b>	<b>2.00</b>	<b>2.16</b>	<b>2.16</b>	<b>2.16</b>	<b>2.16</b>
<b>Resale</b>	<b>252000</b>	<b>130000</b>	<b>103000</b>	<b>83000</b>	<b>66000</b>	<b>53000</b>	<b>43000</b>	<b>34000</b>	<b>27000</b>	<b>21000</b>
<b>% Maint. Residual</b>	<b>12%</b>	<b>35%</b> <b>?????</b>	<b>46%</b>	<b>60%</b>	<b>83%</b>	<b>113%</b>	<b>154%</b>	<b>192%</b>	<b>240%</b>	<b>300%</b>

**Replace Target Evaluation  
(repair / replace / rebuild)**

VEHICLE ASSESSMENT REPORT

VEHICLE # \_\_\_\_\_ MAKE: \_\_\_\_\_ MODEL & YEAR: \_\_\_\_\_

RATING LEGEND: 5= EXCELLENT : 4= VERY GOOD : 3= GOOD : 2= AVERAGE : 1= POOR

DESCRIPTION	AWARDED RATE	MULTIPLIER	ACTUAL RATE	MAX RATE	FACTOR - SCORE	
SECTION -01 CHASSIS			TOTAL MAX POINTS = 15		10.8	
RUST & CORROSION CONDITION	3	20	60	100		
ACCIDENT DAMAGE GLASS	4	40	160	200		
INTERIOR	3	10	30	50	360	72%
			360	500	500	
SECTION -02 TIRES			TOTAL MAX POINTS = 15		9.0	
TREAD WEAR	3	60	180	300		
SIDEWALL CONDITION	3	40	120	200	300	60%
			300	500	500	
SECTION -03 BODY MOUNTED EQUIP			TOTAL MAX POINTS = 15		9.0	
DUMP BODY EXTERIOR	3	20	60	100		
DUMP BODY INTERIOR	3	20	60	100		
TAIL GATE	3	20	60	100		
EXTENSION BOARDS	3	20	60	100		
LIFT CYLINDER	3	20	60	100	300	60%
			300	500	500	
SECTION -04 BRAKE SYSTEM			TOTAL MAX POINTS = 15		12.0	
SERVICE BRAKES	4	60	240	300		
EMERGENCY BRAKES	4	40	160	200	400	80%
			400	500	500	
SECTION -05 STEERING/SUSPENSION			TOTAL MAX POINTS = 15		12.0	
LOOSENESS	4	20	80	100		
VIBRATION	4	20	80	100		
PULLING	4	20	80	100		
PARALLEL TO GROUND	4	40	160	200	400	80%
			400	500	500	
SECTION -06 ENGINE & DRIVELINE			TOTAL MAX POINTS = 25		16.0	
LEAKS	2	20	40	100		
VIBRATION	2	20	40	100		
NOISE	3	20	60	100		
SHIFTING	4	20	80	100		
ROUGH RUNNING	5	20	100	100	320	64%
			320	500	500	
GRAND TOTAL	Total Rate Awarded		2080	Total Score		68.8

Awarded Rate Legend  
 2400-3000-Excellent  
 1800-2400-Very Good  
 1200-1800-Good  
 600-1200-Average  
 0-600-Poor

Awarded Score Legend  
 80-100- Excellent  
 60-80-Very Good  
 40-60-Good  
 20-40-Average  
 0-20-Poor

# Average Age Measures Efficient Life Cycles

#	YEAR	AGE	TOTAL
2	2015	1	2
3	2014	2	6
5	2013	3	15
7	2012	4	28
<u>3</u>	2011	5	<u>15</u>
20			66

Average age - 3.3 years

# Vehicle Assessment Report

Truck Mixer Vehicle Assessment Report						
Vehicle #	4521					
Chassis Make	Mack	Mixer	McNeilus		(rear)	
Model	DM					
Year	1995					
Mileage	232,000	Hours	24,700			
Rating 4 = Very Good 3 = Good 2 = Average 1 = Poor						
Description	Awarded Rate	Multiplier	Awarded Rate	Max Rate	Score	Statistical Weight
<b>Section 1: Chassis</b>						<b>15</b> %
Rust & Corrosion	3	20	60	100		
Frame/Axle Condition	3	20	60	100		
Accident Damage	4	40	160	200		
Glass	5	10	50	50		
Interior	3	10	30	50		
<b>Subtotal</b>			<b>360</b>	<b>500</b>	<b>72%</b>	
<b>Section 2: Tires</b>						<b>10</b> %
Tread Wear	3	60	180	300		
Sidewall Condition	4	40	160	200		
<b>Subtotal</b>			<b>340</b>	<b>500</b>	<b>68%</b>	
<b>Section 3: Mixer Body</b>						<b>20</b> %
Mixer Body Exterior	2	20	40	100		
Mixer Drum Condition	1	30	30	150		
Liftable Axle(s)	3	20	60	100		
Drum Drive & Hydraulics	4	30	120	150		
<b>Subtotal</b>			<b>250</b>	<b>500</b>	<b>50%</b>	
<b>Section 5: Brake System</b>						<b>10</b> %
Service Brakes	4	60	240	300		
Emergency Brakes	4	40	160	200		
<b>Subtotal</b>			<b>400</b>	<b>500</b>	<b>80%</b>	
<b>Section 5: Steering/Suspension</b>						<b>15</b> %
Looseness	4	20	80	100		
Vibration	3	20	60	100		
Pulling	4	20	80	100		
Parallel to Ground	4	40	160	200		
<b>Subtotal</b>			<b>380</b>	<b>500</b>	<b>76%</b>	
<b>Section 6: Engine &amp; Driveline</b>						<b>20</b> %
Leaks	2	20	40	100		
Vibration	2	20	40	100		
Noise	3	20	60	100		
Shifting	4	20	80	100		
Rough Running	3	20	60	100		
<b>Subtotal</b>			<b>280</b>	<b>500</b>	<b>56%</b>	
<b>Section 7: Year &amp; Mileage/Hours</b>						<b>10</b> %
Year	1	30	30	150		
Mileage or Hours	1	70	70	350		
<b>Subtotal</b>			<b>100</b>	<b>500</b>	<b>20%</b>	
<b>TOTAL</b>			<b>2110</b>	<b>3500</b>	<b>60%</b>	<b>100</b> %

# Shop Management

- Scheduled Maintenance (Maintenance)
- Unscheduled Maintenance (Repair)
- Preventive Maintenance, Diagnostics
- Training – Productivity – Regulatory Rules
- Work Scheduling, Conditional Maintenance
- Productivity – Prioritize, Sequence
- Backlog, Two Weeks of Resources
- Staffing Direct & Indirect Labor
- Space Management, People, Parts, Equipt
- Availability, Utilization, Sustained Reliability
- Warranty, Latent Defects, Recalls, Campaigns

# VEHICLE REPAIR WORKSHEET

LABOR \_\_\_\_\_ PAY HOURS \_\_\_\_\_

DATE \_\_\_\_\_

	Vehicle Number	Date Out of Service	Reason for Repair	Parts Cost	Labor Hrs.	Where Repaired	Estimated Back in Service Date
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							

# TRAINING-DOCUMENTED

- Fork Lift-3 years, A/C Service, Alcohol, DrugsTires-29CFR1910.177 Refrigerant Purchase Right To Know, Global Harmonized System (GHS)Lock Out Tag Out 29CFR 1910.147.
- Fire Drill 2x's per year 29CFR1910.155
- Haz Mat Storage-MSDS-Handling-29CFR1910,101-26Brake Certification CFR 396.25, Confined Spaces Personal Protective Equip-Annually 29CFR1910.132CDL, Annual MVR, Violations-Med Card-Self Declare
- Blood Borne Pathogens 29CFR 1910.1030



# POLICY & PROCEDURE

- A MAXIMUM OF ONE PAGE/POLICY+ATTACHMENT
- Have an index Alphabetically & Chronologically
- PURPOSE – What is the issue you want to outline
- POLICY – The title that addresses the issue
- PROCEDURE – Describe in detail addressing the issue

**Public Works and**

**Engineering**

# Policy/Procedure

Issuing Division: Central Motor Pool

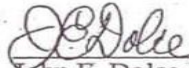
Number: #13

To: Central Motor Pool Staff

Subject: DVIR –Driver Vehicle Inspection Report

Effective Date: 2/8/08

Issued By:



John E. Dolce, Director-Central Motor Pool

Approved By:

**Director**

1. PURPOSE: Establish Pre & Post Trip Vehicle and Equipment Inspection(s) that meet Federal Code#396.11 and New Jersey Inspections regulations, NJAC 13:20-26.11
2. POLICY: All Employees that will operate vehicles and Equipment that are 10,001 lbs. GVWR and higher, must turn in a (DVIR) Driver Vehicle Inspection Report each time they operate a unit.
3. PROCEDURE: Pick up a (DVIR) Driver Vehicle Inspection Report (Attachment #1) from your Dispatcher or Supervisor prior to operating your vehicle and or equipment. Inspect the unit before you operate it. Fill out the DVIR form and sign it if the unit is safe to operate. When you are finished turn in the signed original to your Dispatcher or Supervisor for a ninety day filing and keep the second copy in the truck for the next driver.

If there are defects, turn in the signed original and first copy to your Dispatcher or Supervisor who will initiate corrective action. Keep the last copy in the vehicle. The person who takes the action (Mechanic) will sign the original and both copies and will keep the first copy and return the original and the second copy of the DVIR to the Truck for the next driver to sign that the defect was corrected. The mechanic will give the first signed copy to their supervisor who will file the DVIR copy in the vehicle history file jacket. The driver will keep the second copy in the Truck for at least one day. The original will go to Dispatch for a 90 day filing.

VEHICLE & EQUIPMENT TRIP REPORT

PRE-TRIP \_\_\_\_\_ POST-TRIP \_\_\_\_\_

DEPT \_\_\_\_\_ DATE of REPORT \_\_\_\_\_

VEHICLE # \_\_\_\_\_ TRAILER # \_\_\_\_\_

MILEAGE \_\_\_\_\_

ITEM INSPECTED

- |                         |                        |                            |
|-------------------------|------------------------|----------------------------|
| Service Brakes _____    | Seat Belts _____       | Mud Flaps _____            |
| Parking Brakes _____    | Fuel System _____      | Steering _____             |
| Lights/Reflectors _____ | Tires _____            | Driveline _____            |
| Horn(s) _____           | Wipers _____           | Springs & Suspension _____ |
| Coupling Devices _____  | Wheels/Rims _____      | Axles-Tie Rods _____       |
| Emergency Equip _____   | Cooling System _____   | Body Damage _____          |
| Transmission _____      | Clutch _____           | Glass-Windshield _____     |
| Frame _____             | Exhaust/Emission _____ | Mirrors _____              |
|                         | Safe Loading _____     |                            |

REMARKS \_\_\_\_\_

Driver Signature \_\_\_\_\_ Date \_\_\_\_\_

Vehicle is  satisfactory  unsatisfactory

Mechanic \_\_\_\_\_ Above defect(s) corrected \_\_\_\_\_

Date \_\_\_\_\_ Above defect(s) do not affect vehicle safety \_\_\_\_\_

Operator/Driver Signature \_\_\_\_\_ Date \_\_\_\_\_

Defect(s) corrected \_\_\_\_\_

white - Department yellow - Motor Pool pink - Vehicle

Driver Signature \_\_\_\_\_ Date \_\_\_\_\_

Vehicle is  satisfactory  unsatisfactory

Mechanic \_\_\_\_\_ Above defect(s) corrected \_\_\_\_\_

Date \_\_\_\_\_ Above defect(s) do not affect vehicle safety \_\_\_\_\_

Operator/Driver Signature \_\_\_\_\_ Date \_\_\_\_\_

Defect(s) corrected \_\_\_\_\_

white - Department yellow - Motor Pool pink - Vehicle

Mechanic \_\_\_\_\_ Above defect(s) corrected \_\_\_\_\_

Date \_\_\_\_\_ Above defect(s) do not affect vehicle safety \_\_\_\_\_

Operator/Driver Signature \_\_\_\_\_ Date \_\_\_\_\_

Defect(s) corrected \_\_\_\_\_

white - Department yellow - Motor Pool pink - Vehicle

ps \_\_\_\_\_

e \_\_\_\_\_

& Suspension \_\_\_\_\_

ie Rods \_\_\_\_\_

amage \_\_\_\_\_

indshield \_\_\_\_\_

aps: \_\_\_\_\_

ie \_\_\_\_\_

& Suspension \_\_\_\_\_

ie Rods \_\_\_\_\_

amage \_\_\_\_\_

indshield \_\_\_\_\_

Date \_\_\_\_\_

Date \_\_\_\_\_

# Maintenance”

**Scheduled maintenance is planned maintenance activity to maximize productivity of vehicles, manpower and facilities.**

- Preventive maintenance inspections
- Preventive maintenance generated repairs
- Driver daily write-ups
- Planned component changes - Tires
- Predictive maintenance – Water Pump
- Conditional Maintenance

**30%→70%**

# Preventive Maintenance

- Preventive Maintenance Inspections are the prioritized, sequenced, timely inspections of vehicles and equipment for potential problems that can be avoided by lubricating, adjusting, tightening, re-routing, clamping, testing or adding fluid.
- Scheduling is planned based on conditional maintenance, unit age, use, environment, time, mileage, hours and/or fuel use.
- It is adjusted through breakdown analysis including road calls, premature component failures and repeat repairs. Fleets change density, mix and age annually, impacting effective preventive maintenance programs.

# Preventative Maintenance Parameters

- Mileage, time, fuel use, hours, repetitions, idle times
- Gas or diesel
- Inner City, City, Suburban, Rural
- Environment, Dirty, Sand, Clay, Rock
- Dispatch Points
- Age of Unit
- Conditional Maintenance
- Manufacturers Recommendations

# Preventative Maintenance Parameters

- Environment
- Idle times
- Unscheduled:
  - Breakdowns
  - Repeat repairs
  - Road calls
  - Defects from pre/post trips
- Premature failures: Warranty
- Age: Young – Old – Calculated Just right
- Annual actions: Quarterly reviews
- Backlog
- Manufacturers Recommendations

Qualification  
Central Motor Pool  
Brake Inspection

I \_\_\_\_\_ have had \_\_\_\_\_ years experience performing brake inspections, maintenance service and/or repairs to commercial vehicles that meet Federal Regulation 396.25(D) and New Jersey applicable Regulations.

Employee Signature \_\_\_\_\_

Shop Supervisor \_\_\_\_\_

General Supervisor \_\_\_\_\_

Division Head  
Automotive Services \_\_\_\_\_

Director of  
Automotive Services \_\_\_\_\_

Attachment #1



# ANNUAL VEHICLE INSPECTION REPORT

VEHICLE HISTORY RECORD	
REPORT NUMBER	FLEET UNIT NUMBER
DATE	

MOTOR CARRIER OPERATOR	INSPECTOR'S NAME (PRINT OR TYPE)
ADDRESS	THIS INSPECTOR MEETS THE QUALIFICATION REQUIREMENTS IN SECTION 396.19. <input type="checkbox"/> YES
CITY, STATE, ZIP CODE	VEHICLE IDENTIFICATION (✓) AND COMPLETE <input type="checkbox"/> LIC. PLATE NO. <input type="checkbox"/> VIN <input type="checkbox"/> OTHER
VEHICLE TYPE <input type="checkbox"/> TRACTOR <input type="checkbox"/> TRAILER <input type="checkbox"/> TRUCK <input type="checkbox"/> (OTHER)	INSPECTION AGENCY/LOCATION (OPTIONAL)

VEHICLE COMPONENTS INSPECTED											
OK	NEEDS REPAIR	REPAIRED DATE	ITEM	OK	NEEDS REPAIR	REPAIRED DATE	ITEM	OK	NEEDS REPAIR	REPAIRED DATE	ITEM
			<b>1. BRAKE SYSTEM</b> a. Service Brakes b. Parking Brake System c. Brake Drums or Rotors d. Brake Hose e. Brake Tubing f. Low Pressure Warning Device g. Tractor Protection Valve h. Air Compressor i. Electric Brakes j. Hydraulic Brakes k. Vacuum Systems				<b>4. FUEL SYSTEM</b> a. Visible leak b. Fuel tank filler cap missing c. Fuel tank securely attached  <b>5. LIGHTING DEVICES</b> All lighting devices and reflectors required by Section 393 shall be operable.  <b>6. SAFE LOADING</b> a. Part(s) of vehicle or condition of loading such that the spare tire or any part of the load or dunnage can fall onto the roadway. b. Protection against shifting cargo				<b>9. FRAME</b> a. Frame Members b. Tire and Wheel Clearance c. Adjustable Axle Assemblies (Sliding Subframes)  <b>10. TIRES</b> a. Tires on any steering axle of a power unit. b. All other tires.
			<b>2. COUPLING DEVICES</b> a. Fifth Wheels b. Pintle Hooks c. Drawbar/Towbar Eye d. Drawbar/Towbar Tongue e. Safety Devices f. Saddle-Mounts				<b>7. STEERING MECHANISM</b> a. Steering Wheel Free Play b. Steering Column c. Front Axle Beam and All Steering Components Other Than Steering Column d. Steering Gear Box e. Pitman Arm f. Power Steering g. Ball and Socket Joints h. Tie Rods and Drag Links i. Nuts j. Steering System				<b>11. WHEELS AND RIMS</b> a. Lock or Side Ring b. Wheels and Rims c. Fasteners d. Welds  <b>12. WINDSHIELD GLAZING</b> Requirements and exceptions as stated pertaining to any crack, discoloration or vision reducing matter (reference 393.60 for exceptions)  <b>13. WINDSHIELD WIPERS</b> Any power unit that has an inoperative wiper, or missing or damaged parts that render it ineffective.
			<b>3. EXHAUST SYSTEM</b> a. Any exhaust system determined to be leaking at a point forward of or directly below the driver/sleeper compartment. b. A bus exhaust system leaking or discharging to the atmosphere in violation of standards (1), (2) or (3). c. No part of the exhaust system of any motor vehicle shall be so located as would be likely to result in burning, charring, or damaging the electrical wiring, the fuel supply, or any combustible part of the motor vehicle.				<b>8. SUSPENSION</b> a. Any U-bolt(s), spring hanger(s), or other axle positioning part(s) cracked, broken, loose or missing resulting in shifting of an axle from its normal position. b. Spring Assembly c. Torque, Radius or Tracking Components.				List any other condition which may prevent safe operation of this vehicle.  _____ _____ _____ _____ _____

INSTRUCTIONS: MARK COLUMN ENTRIES TO VERIFY INSPECTION: X OK, X NEEDS REPAIR, NA IF ITEMS DO NOT APPLY, \_\_\_\_\_ REPAIRED DATE

CERTIFICATION: THIS VEHICLE HAS PASSED ALL THE INSPECTION ITEMS FOR THE ANNUAL VEHICLE INSPECTION REPORT IN ACCORDANCE WITH 49 CFR 396.

ORIGINAL

# Motor Pool

## PERIODIC (ANNUAL) INSPECTION FORM 49CFR SEC.396.17 AND NJ ADMINISTRATIVE CODE 13:20-26.11

Vehicles 4500 miles or 12 months / Buses 4500 miles or 6 months / Equipment at 250 hours or 6 months

DEPARTMENT \_\_\_\_\_ VEHICLE # \_\_\_\_\_

VEHICLE BARCODE \_\_\_\_\_ VEHICLE PLATE # \_\_\_\_\_

UNIT CONDITION - Excellent \_\_\_\_\_ Good \_\_\_\_\_ Poor \_\_\_\_\_ Unsafe \_\_\_\_\_

### VEHICLE COMPONENTS INSPECTED

OK	Needs Repair	Repair Date		OK	Needs Repair	Repair Date	
			Vehicle History				Service Brakes ✓
			NJ State Insp.				Parking Brakes ✓
			Coupling Devices ✓				Diesel Emissions
			Exhaust-Emissions ✓				Cooling Sy SCA
			Fuel System ✓				Clutch-Transmission
			Light Reflectors ✓				Tie Rods-Axles
			Load Security ✓				Drive Lines & Rear
			Steering System ✓				Mounted Eq. Insp.
			Suspension -Springs ✓				Body Damage
			Frame ✓				Interior Gauges
			Tire & Flaps ✓				Washer Fluid
			Wheels & Rims ✓				Hinges-Latch-Lock
			Windshield-Glass ✓				Glad hands
			Windshield Wipers ✓				Fluids & Filters
			Safety Equipment				Pulley & belts
			Fire Extinguisher				Lubricate
			Horn(s)-Mirror(s)				Other _____
			Battery				Other _____

Comments \_\_\_\_\_

This vehicle has passed all the Annual inspection items of 49CFR396.17 \_\_\_\_\_

Inspector initial \_\_\_\_\_ Date \_\_\_\_\_

Supervisor signature \_\_\_\_\_ Date \_\_\_\_\_

Original - Vehicle History File    Copy - Put in the Vehicle Inspected

*Section 5-6 A*



# 600 CS maintenance analysis by class – Sheet 1

Class 32 All All – 12 periods

Repair num.	Type desc.	Num veh.	Num R/O	Maintenance		Parts dol.	Labor dol.
				Total dol.	Comm dol.		
PMA		52	755	23,418		8,713	14,705
PMB		51	584	12,458		300	12,158
PMC		46	181	16,471		381	16,090
PMD		1	1	25			25
PME							
PMF							
PMG							
Sub	Total			52,373		9,385	42,978
111	Axle non D	25	33	5,550	125	2,756	2,669
113	Brakes replace	41	152	57,943	33	37,324	20,585
213	Brakes repair	50	583	40,903		15,907	24,997
114	Frame	31	81	6,764		1,430	5,335
115	Steering	44	319	32,273	106	14,326	17,842
116	Suspension	44	302	46,885	265	22,978	23,621
118	Wh. rim, H&B	42	231	16,275	42	5,459	10,774
121	Axle dr F						
122	Axle dr R	35	107	12,555		6,039	6,516
123	Clutch replace	26	65	21,967		13,554	8,413
223	Clutch repair	31	159	3,366		572	2,795
124	Dr shafts	35	88	4,762		1,825	2,937
125	P T C	43	191	8,470		3,431	5,039
126	Trans replace	21	20	6,578		3,228	3,350
226	Trans repair	41	147	18,914		7,444	11,470
128	Trans aux	1	1	12			12
141	Air intake	33	101	3,072		1,190	1,882
142	Cooling	48	281	11,765	38	5,540	6,187
143	Exhaust	42	249	9,698		3,681	6,018
144	Fuel sys	53	643	21,353		7,229	14,124
145	Power replace	28	43	39,679		26,986	12,893
245	Power repair	49	336	30,114	42	10,065	20,007
131	Charge sys	46	288	11,950		6,503	5,447
132	Crank and battery	40	154	6,692		2,980	3,712
133	Ignition	39	528	24,242		8,799	15,443
134	Lighting	53	1,616	40,129		11,671	28,458
103	Ins and gage	46	149	4,969		1,258	3,711
102	Cab doors	46	149	9,518	189	3,982	5,347
Sub total		49	321	496,376	840	226,156	289,380
701	Hyd pump	36	77	18,912		15,470	3,442
702	Hyd motor	25	28	1,258		270	988
703	Hyd valve	48	193	14,524		4,691	9,833
704	Hyd cylin	34	75	6,359		3,159	3,200
705	Hyd fittin	48	304	18,059		4,297	13,761
706	Bucket ect	39	118	6,346		988	5,359
707	Boom	50	348	24,011	427	3,546	20,039
708	Boom excess	29	51	4,076		622	3,454
709	Turret ect	35	89	6,343		510	5,833
710	Outrigger	3	1	83			83
711	Winch	4	3	28			26
117	Tires	50	659	110,803	3,021	94,876	12,906
Sub total				210,799	3,448	128,427	78,924
All other repair types						48%	52%
<b>Total</b>				<b>759,548</b>	<b>4,289</b>	<b>363,978</b>	<b>391,282</b>

Activity  
Based  
Costing

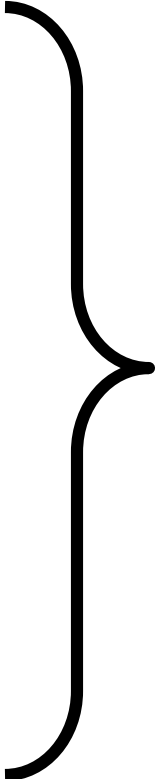
# Maintenance-Component Life Cycle Costs of Vehicle Class

Type - Description	Num veh.	Num R/O	Total DOL	Comm DOL	Parts DOL	Labor DOL
Tires	50	659	110,803	3,021	94,875	12,906
Brakes replace	41	162	57,943	33	31,324	20,585
Brakes repair	50	563	40,903	–	15,907	24,997
Power replace	28	43	39,679	–	26,968	12,693
Power repair(40% Cooling)	49	336	30,114	42	10,065	20,007
Preventive maintenance	150	1501	68,124	–	3,410	64,714
Suspension	44	302	46,865	265	22,978	23,621
Lighting (LED)	53	1,616	40,129	–	11,671	28,458
Steering	44	319	32,273	106	14,326	17,842
<b>Total for top 7 components</b>			<b>457,347</b>		<b>231,524</b> <b>50.62%</b>	<b>225,823</b> <b>49.48%</b>
<b>Total for all</b>			<b>759,548</b>		<b>363,978</b> <b>47.92%</b>	<b>391,282</b> <b>52.08%</b>

# “Repair”....”Running Repairs”

Unscheduled maintenance is unplanned or surprise maintenance activity, raising vehicles life cycle costs and lowering productivity of vehicles, manpower and facilities.

- Road calls
- Breakdowns
- Premature components
- Repeat repairs
- Conditional Maint



**70%→30%**

# Activity-Based Costing

## Analysis Road Calls – April-August

System average		Category	Contractor A		Contractor B		Contractor C	
#	%		#	%	#	%	#	%
<b>97</b>	<b>18</b>	<b>Hydraulic</b>	<b>13</b>	<b>12</b>	<b>16</b>	<b>14</b>	<b>68</b>	<b>28</b>
<b>151</b>	<b>32</b>	<b>Electrical</b>	<b>51</b>	<b>45</b>	<b>36</b>	<b>30</b>	<b>64</b>	<b>26</b>
<b>82</b>	<b>17</b>	<b>Mechanical</b>	<b>14</b>	<b>12</b>	<b>23</b>	<b>21</b>	<b>45</b>	<b>19</b>
<b>17</b>	<b>5</b>	<b>Abuse</b>	<b>1</b>	<b>1</b>	<b>14</b>	<b>12</b>	<b>2</b>	<b>1</b>
<b>37</b>	<b>9</b>	<b>Cooling</b>	<b>13</b>	<b>12</b>	<b>12</b>	<b>10</b>	<b>12</b>	<b>5</b>
<b>37</b>	<b>7</b>	<b>Tires</b>	<b>6</b>	<b>5</b>	<b>8</b>	<b>6</b>	<b>23</b>	<b>10</b>
<b>15</b>	<b>4</b>	<b>Fuel</b>	<b>7</b>	<b>6</b>	<b>5</b>	<b>4</b>	<b>3</b>	<b>2</b>
<b>8</b>	<b>3</b>	<b>Exhaust</b>	<b>4</b>	<b>4</b>	<b>–</b>	<b>–</b>	<b>4</b>	<b>2</b>
<b>26</b>	<b>5</b>	<b>Brakes</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>20</b>	<b>9</b>
<b>470</b>	<b>100</b>	<b>Total</b>	<b>112</b>	<b>100</b>	<b>117</b>	<b>100</b>	<b>241</b>	<b>100</b>

# Electrical – 151

Battery .....	121
Starter .....	15
Alternator .....	25
Cables .....	20
Stoplights .....	25
Marker lights .....	25
	----
Total .....	151



# Hydraulic – 97

Lines & fittings .....	45
Fluids .....	15
Motor .....	15
Add oil .....	25
Bleed system .....	15
Controls .....	10
Fiber optics .....	25
	<hr/>
Total	97

# Mechanical – 82

Overheat control .....	15
Low oil control .....	15
Fuel pump .....	20
Engine noise .....	25
Engine leak .....	25
Alternator .....	15
Belts .....	25
	—
Total	82

## Bus, Service Delay Incident Report 6 month Interval

Cooling system	16%	
No Start	13%	
Electric	12%	
Engine Shutdown	11%	
CNG	8%	Design related
Brakes	8%	
Tires, Steer, Susp	8%	Street caused
Trans	7%	
Body Mirror	7%	Street Caused
Accident	5%	Street Driver
Heat, A/C	2%	
Dirty Bus	1%	Street Passenger
Fare Box	1%	Street Dirt
Exhaust Fumes	1%	
Fuel	1%	
		30% Street, 70% Maintenance

# Common Class – High Cost Components

## ALL

- Tires
- P.M.
- Power plant (Cooling)
- Brakes
- Cab – sheet metal, plastic
- Steering
- Suspension

## MOST

- Lights (LED)
- Cooling-A/C-Heat
- Exhaust ,DPF,DEF
- Fuel
- Cranking, Battery, Starter
- Clutch
- Abuse, Accident

**Top 7 costs better than 70% of all costs**

# Warranty

- Poor Materials, Workmanship, Latent Defect
- Manufacturer – Fleet Relationship Improve.
- Fleet must drive manufacturer for reimbursement.
- Warranty Terms & Conditions are fair but settlement in complex/complicated.
- Simplify Process, Liability, Discovery, In House
- Early Communications on product problems before becoming repair/recall campaigns.
- Retail Warranty Labor, Conditional Maintenance
- Unsafe

# Implied Warranty

## WARRANTY

Strict Liability

Product defect

Negligence Conduct

Breach of express warranty

Breach of implied warranty for sale

Implied warranty for fitness

Right to Repair

“Policy Adjustment”

# Exhaust System Technology Is Not An Alternative Fuel System

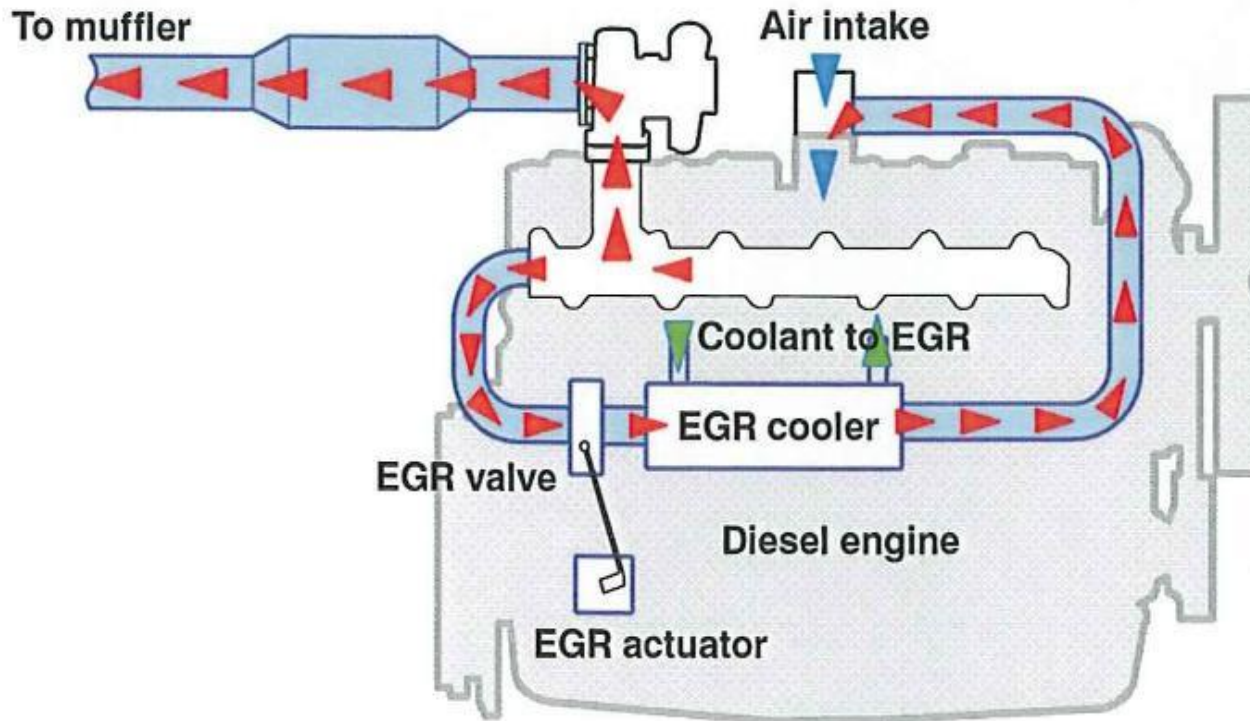
## **EGR vs SCR**

- Exhaust Gas Recirculation
- Supplemental Catalytic Reduction, Urea (ammonia + di-ionized H<sub>2</sub>O)
- Re Generation

## **Antifreeze**

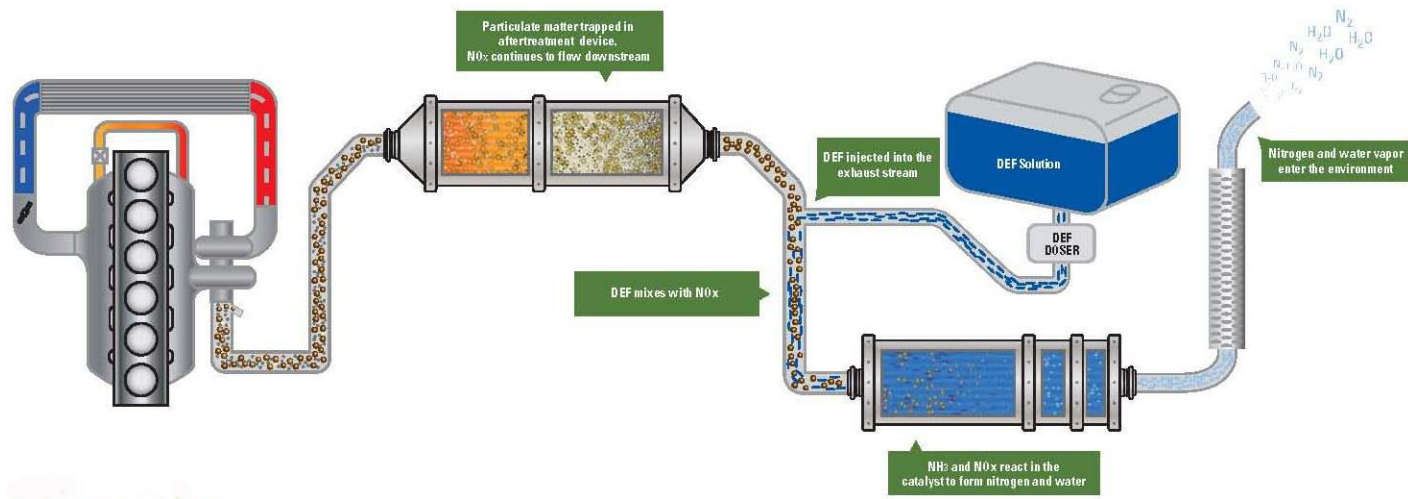
- Extended Life
- Gasoline
- Diesel
- Waterless
- Clean DPF \$600-\$1500
- On – Off Vehicle
- Outsource, In House

# EGR SYSTEM: How it Works





# SCR SYSTEM: How it Works



# SCR vs. EGR

- Two basic ways to reduce oxides of nitrogen ( $\text{NO}_x$ ) in diesel exhaust
  - Get rid of the  $\text{NO}_x$  after it's produced
  - Try not to produce much  $\text{NO}_x$  in the first place
- $\text{NO}_x$  formation is a function of the high combustion temperature in diesel engines
  - The hotter the combustion temperature, the more  $\text{NO}_x$  is created

# SCR vs. EGR

- If you want to reduce  $\text{NO}_x$  formed during combustion, you need to lower the peak combustion temperature by reducing the number of oxygen molecules available
  - This is the basic EGR approach
  - It deprives the combustion event of oxygen by introducing cooled exhaust gas, which is lower in oxygen, into the intake system, thereby reducing the combustion temperature and lowering  $\text{NO}_x$  production

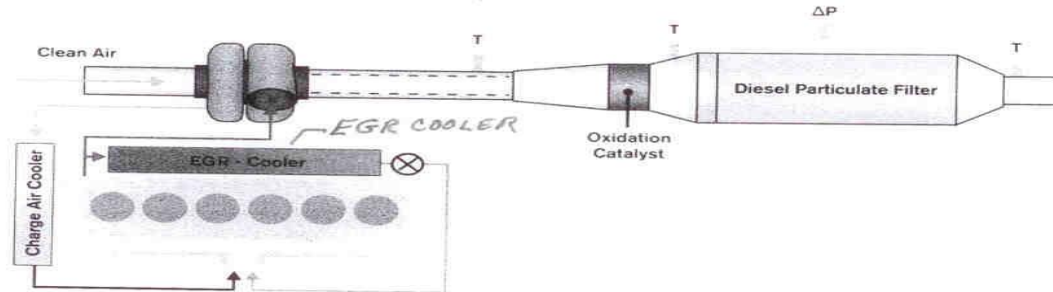
# SCR vs EGR

- If you want to reduce NOx “AFTER” it’s formed you need to break it apart into Nitrogen & Water Vapor.
- The basic SCR approach is Urea (DEF, Diesel Emission Fluid) injected into the exhaust stream. 33% Ammonia, 67% Di-Ionized Water
- In the presence of a catalyst, the Urea turns into Ammonia & Carbon Dioxide which reacts with the NOx to form Nitrogen & Water Vapor
- Driver, Operator Training, Regeneration, Loss of Power

# Hydrocarbons & NOx

- EGR & SCR REDUCES HYDROCARBONS & NOx
- Next is CO2
- CO2 is Associated With Global Warming
- Regeneration
- DEF Clean \$600-\$1500, Remove & Replace \$
- Outsource or In House – Equipment, Skill

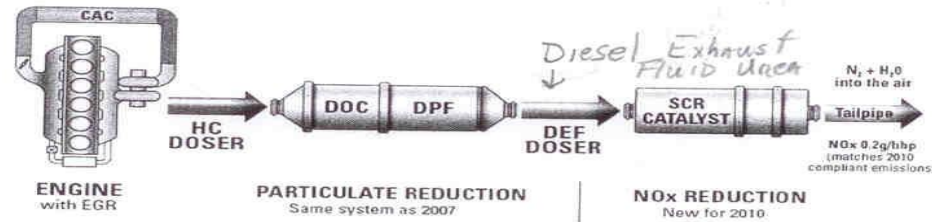
### Exhaust Gas Recirculation



Navistar International Corp. will use an advanced exhaust gas recirculation system similar to what it uses on today's engines to meet emission standards in 2010. The EGR system recirculates a portion of the exhaust through a cooler before throwing it back into the combustion process. The 2010 exhaust systems also will continue to use a diesel particulate filter to trap soot.

Navistar International Corp.

### Selective Catalytic Reduction



In the selective catalytic reduction system to be used on Mercedes and Detroit Diesel engines beginning in 2010, exhaust gases are treated with controlled quantities of diesel exhaust fluid — urea — after passing through the diesel oxidation catalyst (DOC) and the diesel particulate filter (DPF). This causes a chemical reaction that produces ammonia gas, which mixes with the exhaust gases. The ammonia gas and nitrogen oxide then react in a catalyst (SCR Catalyst) to form nitrogen and water.

Detroit Diesel Corp.

## The language of 2010 emissions control

**AdBlue:** A trademarked name under which urea is marketed for SCR systems in Europe.

**Catalyst:** A substance that modifies (especially increases the rate of) a chemical reaction, without being consumed in the process.

**DEF (diesel emission fluid or diesel exhaust fluid):** The emissions reducing fluid that is presently used in SCR systems in Europe (under the trademarked name, AdBlue) and elsewhere. It is comprised of 32.5% urea and 67.5% de-ionized water. Also see Urea.

**DPF (diesel particulate filter):** Filter located in the diesel exhaust stream to remove particulate matter (PM) from the exhaust. Required on engines starting in 2007 to meet vehicle emissions standards. Filters require the use of ultra-low sulfur diesel fuel to prevent excessive PM and premature plugging of the filter.

**EGR (exhaust gas recirculation):** The technology currently in use in the U.S. (and by some manufacturers in Europe) to comply with standards for reducing oxides of nitrogen (NOx) emissions from diesel engines. In an EGR engine, some of the exhaust gas is cooled and recycled back through the engine to dilute the amount of oxygen in the intake charge. This reduces the temperature of combustion and lowers the formation of NOx.

**Euro emissions standards:** Diesel emissions standards for EU (European Union) countries are based upon United Nations Economic Commission for Europe (UNECE) standards, commonly called "Euro" standards.

**HCCI (homogeneous charge compression ignition):** A form of internal combustion in which air and fuel are premixed in the cylinder like a gasoline engine, but still ignited by compression as in a diesel engine to create lower combustion temperatures and produce less NOx.

**Hydrocarbon-SCR:** Also called Lean NOx Reduction. An aftertreatment system that uses hydrocarbons from diesel fuel or the exhaust stream instead of ammonia to reduce NOx.

**Particulate matter:** Solid particles of various sizes (some much smaller in diameter than a human hair) that are formed by incomplete fuel combustion and released as part of the engine's exhaust. Linked to various long- and short-term health problems, reductions in the particulate matter of exhaust gas were mandated by the 2007 EPA emissions standards and achieved using diesel particulate filters. Also see DPF and Soot.

**SCR (selective catalytic reduction):** A technique for reducing oxides of nitrogen (NOx) that involves injecting a fine mist of urea plus water (also called diesel emission fluid) through a catalyst into the engine's exhaust stream to create a chemical reaction to turn NOx into nitrogen and water vapor (plus carbon dioxide, which is released as the urea converts to ammonia during SCR).

**Soot:** Also called particulate matter or PM. The very fine carbon particles that are part of diesel particulate emissions. The "black" in engine exhaust emissions.

**ULSD (ultra-low sulfur diesel fuel):** Contains a maximum of 15 parts per million (ppm) sulfur. Reducing sulfur in fuel directly reduces particulate matter in the exhaust that is formed during combustion. Use of ULSD reduces particulate matter loading in the diesel particulate filter.

**Urea:** Carbonyl diamide (NH<sub>2</sub>)<sub>2</sub>CO. Turns into ammonia and carbon dioxide when heated during SCR—(NH<sub>2</sub>)<sub>2</sub>CO + H<sub>2</sub>O → 2NH<sub>3</sub> + CO<sub>2</sub>. Also see DEF and SCR.

Sources: Volvo Trucks NA; Chevron Oronite Co.; Diesel Progress; Other

## SCR and EGR: Pros and cons

*While EGR and SCR are both proven paths to reducing emissions, there are trade-offs associated with each approach.*

### SCR advantages:

- Permits more optimized combustion
- Can enable better fuel efficiency/power
- No concerns about engine durability/oil degradation
- End product is nitrogen, water and carbon dioxide
- Urea not classified as hazardous to health

### SCR trade-offs:

- System adds weight
- Adequate urea supply infrastructure not yet in place
- Purchasing urea is additional cost
- System, including sensors and other compliance-related devices, must be maintained
- Urea freezes at 12 deg. F., so may require heated storage
- Most effective at constant speeds and high loads; least in stop-and-go traffic
- Urea (also in some fertilizers) is a water pollutant/harmful to aquatic life

### Cooled EGR advantages:

- Does not require additional onboard hardware
- Does not require the use of an additional fluid
- No loss of payload
- No impact on service intervals
- No driver intervention necessary for compliance

### Cooled EGR trade-offs:

- Increases heat rejection, creating need for greater cooling capacity
- Decreases power density, fuel efficiency
- Potential engine durability and oil degradation issues
- Less combustion efficiency produces increased particulate emissions, hydrocarbon, carbon monoxide

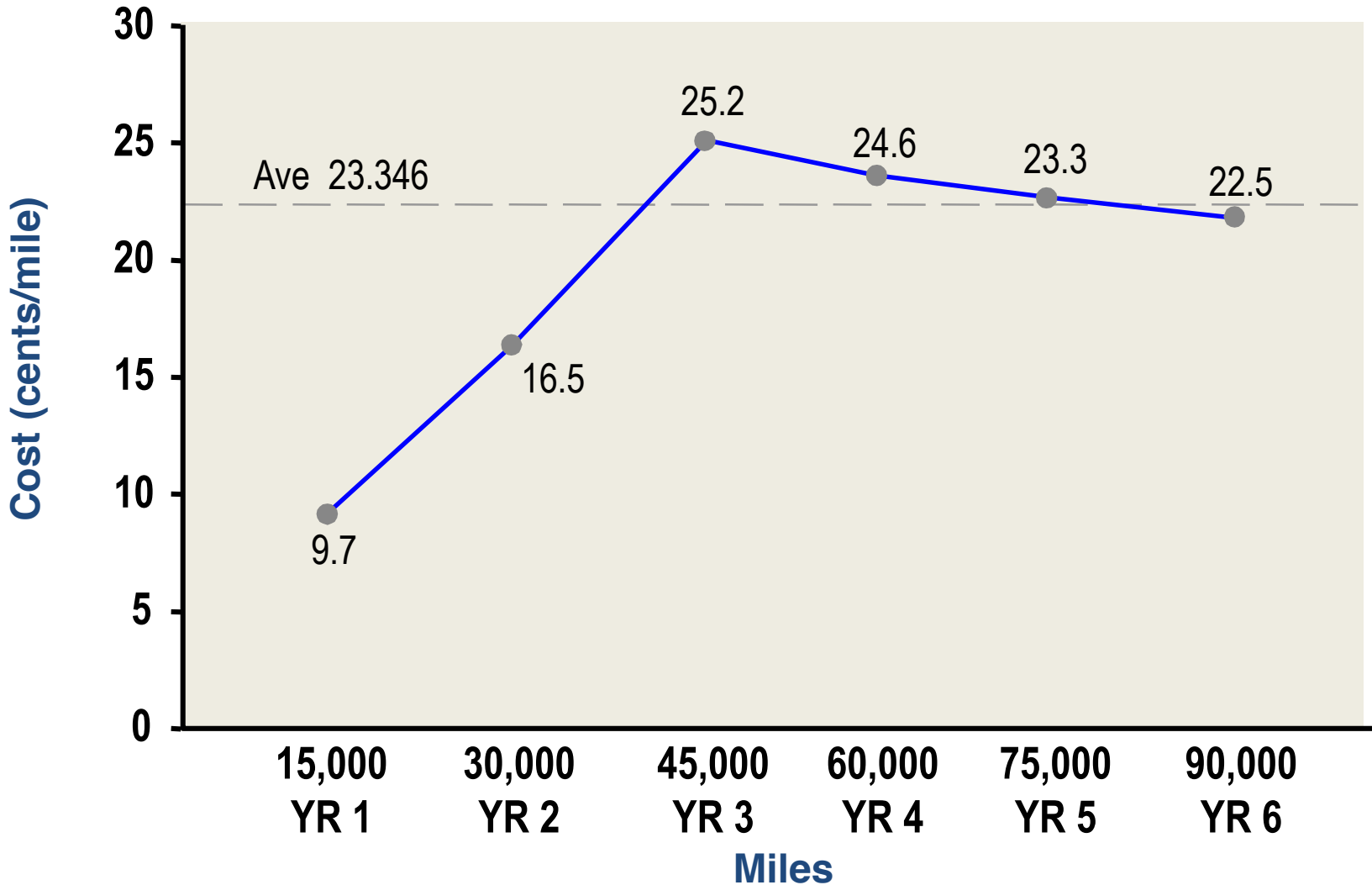
Sources: Chevron Oronite Co. LLC; Scania, VDI, Germany, "Market Overview of Exhaust Gas Treatment Solutions for Diesel Engines in Commercial Vehicles: Current and Upcoming Emission Legislation in the EU"; Volvo Trucks; For EPA "10", Environmental Protection Agency Heavy-Duty On-Highway Test Cycle; Argonne National Laboratory

# DPF Operating Info

- Low DEF
- Idle
- Regeneration
- Dashboard Signal(s)
- Diagnose Problem Causing Regeneration
- Clear Problem
- Interpret Information For Cause of Problem
- DPF, Clean \$600-\$1500, Remove & Replace \$
- Outsource or In House – Equipment, Skill, Cost of Equipment, Return On Investment, Analysis



# Maintenance Cost Per Year



# Direct Impact Issues

- Safety, No Injuries, Conditional Maintenance
- Vehicle Configuration for Workloads
- Repair, Replace, Rebuild, Rent, Remove
- Capital & Operating Needs Based on Age
- Importance of Fleet Management Costs
- Availability & Reliability Needs Of Equipment
- Integrity of fleet funding issues
- Short term/long term effects, Workloads
- Peak and Valley funding, Passenger Needs
- Storms, Contingencies, Route Changes, Traffic Flow, Construction
- Present fleet size, mix, density and age

## SUMMARY OF TYPICAL AREAS OF CONCERN

Written policies & procedures are needed for leadership & conformity.

Need for work standards and productivity measures.

Need Daily Down Accountability...Repair, Replace, Rebuild, Remove, Rent, (Sustained Reliability)

Fleet size is too large. Replaced Vehicles That Are Not Removed.

Management practices need improvement. Proactive Perspective

Utilization and availability, control measures are needed.

Supervision needs training on participatory methods.

There is a need to upgrade to forthright communication on each level.

Quality must improve.

Vehicle purchase procedures need upgrading.

Transportation organizations whether centralized or decentralized need to be defined and direction spelled out.

Work scheduling needs to be quantified on Time, Miles and Fuel Use.

Mechanics and non-mechanics and working foremen need training (technical) on new technology and methods. There is need for management by goals and objectives with rewards and discipline enforced. Recognition Programs Needed for Staff & Fleet.

Better balance is needed for in-house and vendor maintenance activity.

Scheduled maintenance programs need annual upgrading.

Cost control systems manual and / or automated varieties need to be implemented and applied to Vehicle Maintenance Management Concepts.



Thank You

Questions & Discussions

# Resources Available From J. Dolce, [johnedolce@yahoo.com](mailto:johnedolce@yahoo.com)

“Fleet Management” \$35  
McGraw Hill 10<sup>th</sup> Edition, 2013  
J. Dolce Author

“Analytical Fleet Maintenance Management”  
SAE, 3<sup>rd</sup> Edition, 2010 \$40  
J. Dolce Author

“Vehicle Specification & Procurement”  
SAE, 2<sup>nd</sup> Edition, 2009 \$40  
J. Dolce Author