Alabama Department of Transportation

FLEET MANAGEMENT

SASHTO NEW ORLEANS, LOUISIANA Tuesday, August 26th 2014 10:30 a.m. – 12:00 p.m.

REPLACEMENT PROGRAM

The theory behind our replacement program is to charge the user for each piece of equipment that they are assigned at the lowest cost per mile. Therefore, they must look at whether this piece of equipment is useful to them based on associated cost on keeping that piece of equipment.

FUNDING BACKGROUND PRE 1981

- Replacement Program approved by Legislature
- Operating Funds recovered from users via Rental Rate
- Depreciation Fee was charged Monies were returned to the General Road and Bridge Fund

1981 EQUIPMENT MANAGEMENT SURPLUS RESERVE ACCOUNT LAW

- Allows accumulation of depreciation dollars of acquisition cost into a Replacement Fund
- Allows accumulation of replacement dollars on expected increase into a Replacement Fund
- Allows accumulation of salvage dollars into a Replacement Fund

EQUIPMENT MANAGEMENT SCHEME

- Equipment Management Categories
 Basic Code = Equipment Type
- Equipment Life Expectancy by years or miles/hours based on history, experience and life cycle cost
- All Equipment Numbered: Autos, Trucks, Heavy Equipment

EQUIPMENT MANAGEMENT SCHEME

- ALDOT's fleet is centralized and owned by the Equipment Bureau.
- The fleet consist of over 3100 pieces of rolling stock on-road and off-road above 40 horsepower.
- The Equipment Bureau charges deprecation, replacement and operating cost to the different ALDOT Divisions/ Departments.

EXHIBIT 4.6a

1 of 9

Alabama Deptartment of Transportaiton 2012 Active Basic Code Report

BASIC	UNIT OF OP	ERATION	DESCRIPTION	GROSS REPLT COST	SALVAGE	REPLACEMENT LIFE
0010	Tenths	s of Hours	AIRPLANE JET	0	0	20
0020	Tenths	of Hours	AIRPLANE, RECRIPRO 2 ENGINE	557865	300000	20
0040	55000	Miles	AUTOMOBILE - FLEX FUEL	12250	7000	5
0050		Miles	LEASED AUTOMOBILE - FLEX FUEL	0	0	0
0060	55000	Miles	AUTOMOBILE - FULL-SIZE	15260	7500	5
0130	100000	Miles	ALL TERRAIN TOOL CARRIER-UNIMOG	138195	70000	12
0150	125000	Miles	AUGER TRK W/BUCKET DSL 4T DERRICK	140000	15000	12
0160	125000	Miles	AUGER TRK W/BUCKET 5T DERRICK	170100	25000	12
0170	200000	Miles	BRIDGE RATING TRK DSL 10T	163800	25000	15
0200	100000	Miles	BUCKET TRUCK DIESEL 1T	87500	18000	10
0250	125000	Miles	BUCKET TRUCK DIESEL 2-3T	119000	20000	10
0260	125000	Miles	BUCKET TRUCK/SIGN DIESEL 2T	87500	14000	12
0400	125000	Miles	BUS DSL 29-39 PASSENGER	49000	3500	14
0600	100000	Miles	UTILITY TRUCK LARGE GAS	21700	7500	6
0650	100000	Miles	UTILITY TRUCK LARGE GAS 4X4	24500	10000	6
0700	0	Miles	UTILITY TRUCK LARGE FLEX FUEL LEASED	0	0	3
0710	0	Miles	UTILITY TRUCK MID-SIZE LEASED	0	0	3
0840	125000	Miles	CHASSIS DIESEL 5 TON	49455	18000	14
0950	125000	Miles	CRANE DSL 3 TON	70000	7000	15
1000	125000	Miles	CRANE DSL KNUCKLEBOOM 2-3T	91700	12500	12
1010	125000	Miles	CRANE DSL KNUCKLEBOOM 4TON	100100	18000	12
1030	200000	Miles	CRANE DSL KNUCKLEBOOM 5 TON	140000	20000	15
1040	200000	Miles	CRANE DSL STRAIGHTBOOM	140000	20000	15
1050	125000	Miles	DIS DSL/GAS 600-1000 GAL ASPHALT TANK	82600	10000	15
1100	125000	Miles	DIS DSL/GAS 1250-1500 GAL ASPHALT TANK	84000	15000	15
1210		Hours	DRILL UNIT 1-1/2TON 4X4 DSL	119000	20000	12
1260		Hours	DRILL UNIT DIESEL 2 - 2-1/2 T 4X4	140000	20000	12



EQUIPMENT MANAGEMENT SCHEME

- Operating Cost are accumulated on an individual unit basis and are identified by accounting areas (Cost Categories)
- Usage is reported on an individual unit basic

RENTAL RATE or OPERATING COST

- Goal Recover operating expenses, not intended for fund accumulation
- Rate set annually
- Rate for each basic code (type category)
- Rate for each Division, General Office and Central Pool

RENTAL RATE OPERATING COST

- Rates set to achieve = a zero balance in each division
- Cost recorded on shop invoices and other payment or charge documents
- User fee computed from monthly use reports
- Rate applies only to actual use
- Annual state-wide average operating cost per mile/hour is used to help in determining when to replace equipment.

4/27/2012

ALABAMA DEPARTMENT OF TRANSPORTATION AVERAGE OPERATING COSTS / USAGE

Average Operating Costs Per Mile/Hour

Basic Code	Replt Yr	Model Yr	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
2350	12	2003	0.00	0.25	0.27	0.32	0.45	0.51	0.57	0.59	0.67	0.67
		2005	1.71	0.51	0.46	0.50	0.51	0.52	0.63	0.66	5	
		2006	0.47	0.40	0.43	0.47	0.48	0,50	0.52			
63		2007	0.37	0.41	0.43	0.43	0.48	0.56				
		2008	0.62	0.46	0.45	0.49	0.51					
		2009	0.50	0.41	0.49	0.51						
		Averages	0.61	0.41	0.42	0.45	0.49	0.52	0.57	0.63	3 0.67	0.67

Average Total Usage

Basic Code	Replt Yr	Model Yr	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
2350	12	2003	0	8,941	22,686	32,247	41,518	52,012	61,352	74,131	. 83,870	90,216
		2005	1,179	12,830	25,340	37,959	49,278	61,041	73,656	79,358	8	
		2006	5,725	21,695	36,663	49,833	59,401	71,751	77,263	6		
	<i>.</i> 0	2007	13,944	29,493	45,792	65,002	74,866	83,735	5	6		
Constant in the second second	1768 A 686 B	2008	8,523	27,843	46,637	64,039	72,482	2		U.		
	2	2009	4,776	25,228	43,722	53,732	0					0
		Averages	5,691	21,005	36,806	50,468	59,509	67,135	70,757	76,744	83,870	90,216

Average Total Operating Costs

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Basic Code	Replt Yr	Model Yr	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
2350	12	2003	6	2,191	6,137	10,349	18,700	26,698	34,922	43,500	56,393	60,177
		2005	2,015	6,543	11,658	18,929	25,264	31,849	46,064	52,091		
6		2006	2,683	8,571	15,913	23,420	28,232	35,906	40,078	8		
		2007	5,228	12,150	19,783	27,958	35,785	46,695	-			
		2008	5,272	12,938	21,158	31,460	36,877					
5		2009	2,399	10,460	21,331	27,466	8					
		Averages	2,934	8,809	15,997	23,264	28,972	35,287	40,355	6 47,795	56,393	60,177

4/27/2012

ALABAMA DEPARTMENT OF TRANSPORTATION AVERAGE OPERATING COSTS / USAGE

Annual Operating Cost

Basic Code	Replt Yr	Model Yr	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
2350	12	2003	12	4,371	7,891	8,425	16,702	15,997	16,446	17,157	25,785	7,569
		2005	6,045	13,586	15,342	21,815	19,006	19,753	42,646	18,079	2	
		2006	10,731	23,554	29,365	30,031	19,248	30,694	16,688			
		2007	5,226	6,922	7,634	8,175	7,827	10,910				
		2008	126,563	199,315	213,731	267,852	140,834	ŀ				-5-e
		2009	59,985	201,503	271,791	153,382						
		Tota	208,562	449,251	545,754	489,680	203,617	77,354	75,780	35,236	25,785	7,569

Annual Repair Cost

Basic Code	e Replt Yr	Model Yr	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
2350 1	12	2003	12	2,112	2,492	3,189	12,025	8,575	11,895	10,062	18,429	2,569
		2005	5,327	3,828	4,914	5,486	9,213	8,117	27,113	10,661		
		2006	4,711	7,639	9,276	15,841	8,941	13,978	7,567			
e -		2007	1,840	1,026	3,363	2,157	4,544	6,417				
i state the test of t	. 1943 (1943)	2008	31,697	65,706	76,644	109,288	54,800		23		а.	20 20
		2009	29,980	49,736	103,589	51,635						
		Tota	l 73,567	130,047	200,278	187,596	89,523	37,087	46,575	20,723	18,429	2,569

<u>Units</u>

Basic Code	Replt Yr	Model Yr	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
2350	12	2003	2	2	2	2	2	2	2	2	2	2
		2005	3	3	3	3	3	3	3	3	517,527	
	i	2006	4	4	4	4	4	4	4			-
		2007	1	1	1	1	1	1	2	1.000 E		
		2008	26	26	26	26	26				, en 1	
		2009	25	25	25	25						
		Totals	61	61	61	61	36	10	9	5	2	2

1981 EQUIPMENT MANAGEMENT SURPLUS RESERVE ACCOUNT LAW (REPLAEMENT FUND)

- Funds accumulated by division transfers prohibited
- Funds accumulated can be used to replace or upgrade equipment or perform extraordinary repairs

SOURCES OF REPLACEMENT FUND ACCUMULATION

- Depreciation Rate
- Replacement Rate
- Allocation of sale proceeds and accident collections

DEPRECIATION RATE

- Goal = Recover Purchase Price less the residual value.
- Unit of usage depreciation method used
- Rate for each basic code (Type category-same for all divisions)
- Rate set annually based on changes in life expectancy years or miles, average monthly use, or average unit cost

DEPRECIATION RATE

- Rate applies statewide
- Payment computed from monthly use reports
- Minimum monthly use is applied to this rate if minimum use is not achieved
- Accumulated monies segregated by division

REPLACEMENT RATE

- Goal = Accumulation Sufficient Dollars to provide for replacement of equipment at today's prices less salvage
- Rate for each basic code (Same for all divisions)
- Rate set annually using latest cost plus projected increases and life expectancy years/miles and average monthly use

REPLACEMENT RATE

- Rate applies statewide
- Payment computed from monthly use reports
- Minimum monthly use is applied to this rate if minimum use is not achieved
- Accumulated monies segregated by division

CALCULATION OF DEPRECIATION & REPLACEMENT RATES

- Basic Code 3420: ¹/₂ ton pickup truck extended cab flex fuel.
- Statewide Average Cost: \$18,000.
- Replacement Base: 55,000 Miles or 5 Years.
- Replacement Cost: \$21,000.
- Expected Salvage Value: \$18,000.
- Deprecation /replacement: .5 per mile.
- Average operating cost (Rental Rate) .28 per mile

BUYING CYCLE

- Replacement Equipment Ordered Quarterly 1st September, 2nd-December, 3rd-March, 4th-June
- Divisions identify needs based on life expectancy and available dollars
- Division requests are reviewed against replacement criteria and approved or disapproved by Department Managers
- Generally equipment must be replaced with like equipment or upgraded

BUYING CYCLE

- Equipment, Procurement & Services Bureau personnel develop specifications and requisition equipment at the Central Office
- Receiving documents distribute replacement cost to applicable division fund
- Equipment cannot exceed number of units that existed at Time Law was passed without Legislature granting money for purchase of additional units



Equipment Master	Row: 1 of: 1	1 Jul-15-2014 8:28:2	18 am				
Eq Id ST01	4228 Cale	endar Month JUNE		Calendar Year	2014	Retrie	eve
Equip Nbr	ST014228	175126					
Division Make Code Fuel Code Acquisition Date	1 295 1 07/18/11	District Description	04 UTILITY TRUCK	Basic Code MID-SIZE 4X4	4170	Unit Op:	2
Deprec Out Dt	11/30/2013	Acct Code	07				
Acquistion Cost Book Value	24900.55 12000.00	Repl Cost Est Salv Val	22500.00 12000.00]			
Rental Rate Depr Rate Repl Rate	0.21 0.17 -0.03	Min Mon Usage	1042]			
Repl Base Miles	75000	Prior Eq Nbr	ST012710]			
Repl Base Years	6	Season Mask	YYYYYYYYYYYYY				
Life of Totals Yea	ar To Date Cu	irrent Month 10/1/	2000 Balances	Adjustments			
Rep Fund Reg Total Opr Cost Non-Seasonal Use	10506.46 15593.11 0.00	Rep Fund Min Equip Gain / (Loss) Replacement Am	268.06 (227.62) -2126.03	Depreciation Sales Proc	12900.5 0	5	
Fuel Qty Fuel Amt	3116 10125.45) Oil Qty) Oil Amt	61 118.00	Grease Qty Grease Amt	0 0		
Usage Repair	68780 5746.92 -658.12	Rental Parts	15365.49 1222.32	Tires Mech Time Card E1 Quantity	260.86 4524.60		

Disposal of Surplus Property

- In 1995 the Alabama Legislator passed a legislative act (Acts 1995, No. 95-397) known as House Bill 751 which allowed the Alabama Department of Transportation to sale their own surplus property.
- Prior to this act being passed all surplus property was being turned over to another state agency for disposal. This agency charged the department 25% of the net proceeds to dispose of the property.
- It was not feasible for the department to spend any additional time or money prepping equipment for sell nor to turn equipment in early due to the 25% being charged by the other agency.

Code of Alabama

www.legislature.state.al.us/codeofalabama/1975

- Section 23-1-64 Disposal of Surplus personal property Department to be responsible for disposal; sale at fair market value and payment; preferences; notification by municipalities and counties.
- Section 23-1-65 Disposal of Surplus personal property Availability; list of surplus property. Rolling stock must be priced and on ALDOT's website available to other state agencies, city and county municipals for a minimum of 60 days before equipment can be sold at auction.
- Section 23-1-66 Disposal of Surplus personal property Sale procedures.

Public Auction

- Handled by Professional Auction Company through a contract agreement with the Alabama Department of Transportation.
- Contract is established with RFP procedure.
- Contract agreement is good for two years. At which time procedures are updated and a new RFP is processed.

ALDOT SURPLUS SALES



CALDOT Home

☞Equipment, Procurement & Services Surplus Yard Listings

- m199 Central Office m199 - First Division
- 299 Second Division
- 237 Second Ervision
- 1 399 Third Division 1 499 - Fourth Division
- 1599 Fifth Division
- 1111 Division
- 1799 Seventh Division
- 199 Seventi Division
- 1 899 Eighth Division
- 🏛 999 Ninth Division

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The next auction is scheduled for Friday, October 26th Drive-thru items on

- Click Logon if you're an approved Eligible Entity with an authorized account.
- Click Eligibility Application if you wish to become an Eligible Entity.



Alabama Department of Transportation | 1409 Coliseum Blvd. | Montgomery, Alabama 36110 Please send questions or comments about this site to <u>webmaster@dot.state.al.us</u> Legal Disclaimer

http://cpmsweb2.dot.state.al.us/aldotspl/

BENEFITS OF AUCTION

- Increased Equipment Revolving Fund
- Tax dollars collected by auction company has brought additional funds to the States General Fund Budget
- Caused our employees to take a sense of pride and better care of equipment which has increased the resale value and caused a savings in the cost of maintenance of equipment.
- Enabled Cities, Counties and other state agencies an additional avenue to purchase equipment at a cost savings.
- Given ALDOT an avenue for the disposing of obsolete supplies and surplus equipment



RECAP OF ALDOT SALES/SALVAGE PROGRAM SINCE REVOLVING FUND STARTED IN 1980

- Acquired thru sales by other state agency 1980 – 1995 (15 Yrs)
 \$ 12,362,714.44
- Acquired thru ALDOT Auctions
 1996 2013 \$77,646,532.55
- Acquired thru ALDOT sales to other eligible entities 1996 – 2013 <u>\$47,312,791.82</u>

TOTAL PROCEEDS ALL SALES\$137,322,038.81

















ALDOT AUCTION INSPECTION FORM ALDOT AUCTION INSPECTION FORM

INSPECTED BY: MA D	ATE: 3/11/2014	LOT#: 15
EQUIPMENT# SE-9405 ORIGI	NAL LOC: 1	CURRENT LOC: 099
YEAR: 2010 MAKE: JOHN I \checkmark 4X4 \Box 2WD MILES/HO	DEERE MO DURS: 414+1304= 1	DDEL: 7130
DESCRIPTION: TRACTOR 6 CY	New M	eter
	LINDER OPERAI	
SERIAL/VIN: L07130B628329		
ENGINE MAKE: JOHN DEERE	LTR: 6.8	HORSEPOWER 97
$\Box \text{ INLINE 4 } \Box \text{ INLINE 6 } \Box \text{ V}$ $\Box \text{ OTHER: } TURBO$	-6 🗆 V-8 🗆 FLEX	FUEL □GAS ☑ DIESEL
TIRE SIZE: FRONT: 380/85R24	RE.	AR: 460/85R34
TOTAL LENGTH: 15' TOT	AL WIDTH: 10'	TOTAL HEIGHT 10'
TOTAL WEIGHT:	GVWR: 24,47	70 LBS
AIR CONDITION: ☑ YES □ N	O TRANSMISSION:	□ AUTOMATIC I STANDARD
AIR BRAKES: □YES ☑NO	O CAB: REGULAR	☑ EXTENDED □ CREW □
SEATS: □VINYL ☑CLOTH	DUMP BED:	□YES ☑ NO
ELECTRIC LOCKS: 🗆 YES 🗹 N	NO ELECTRIC	WINDOWS: 🗆 YES 🗹 NO
CRUISE CONTROL: □ YES ☑ N	10 TILT STEEF	RING: 🗹 YES 🗆 NO
STROBE LIGHTS: 🗆 YES 🗹 1	NO DUEL REAR	R WHEELS: □YES ☑NO
SALVAGE PRICE: \$45,000	ORIGINAL	PRICE \$51,519
TITLE: 🗹 CLEAR	□ SALVAGE	#525
NOTES:		\$ 59.000
DRAW BAR AND TOP LINK		

INSPECTED BY: MA	DATE: 3/11/2014	LOT#: 14	
EQUIPMENT# SE-9408	ORIGINAL LOC: 1	CURRENT LOC: 099)
	JOHN DEERE ES/HOURS: 1606	MODEL: 7130	
DESCRIPTION: TRACTO	R 6 CYLINDER OPEF	RATING ROTARY	
SERIAL/VIN: L07130B62	8649]
ENGINE MAKE: JOHN DEER	LTR: 6.8	HORSEPOWER 97	
□ INLINE 4 ☑ INLINE ☑ OTHER: TURBO	6 🗆 V-6 🗆 V-8 🗆 FL	EX FUEL □GAS 🗵	DIESEL
TIRE SIZE: FRONT: 380/	'85R24	REAR: 460/85R34	
TOTAL LENGTH: 15'	TOTAL WIDTH: 10'	TOTAL HEIGHT	.0'
TOTAL WEIGHT:	GVWR: 2	4,470 LBS	
AIR CONDITION: ☑ YES	🗆 NO TRÂNSMISSIO	DN: 🗆 AUTOMATIC 🗹	STANDARD
AIR BRAKES: UYES	☑NO CAB: REGUL	AR \square EXTENDED \square	CREW 🗌
SEATS: □VINYL ☑C	CLOTH DUMP B	ED: 🗆 YES	☑ NO
ELECTRIC LOCKS:	ES 🗹 NO 🛛 ELECTR	UC WINDOWS:□YE	ES 🗹 NO
CRUISE CONTROL:□ Y	ES 🗹 NO 🛛 TILT ST	EERING: 🗹 YES	□ NO
STROBE LIGHTS: 🗆 Y	'ES ☑ NO DUEL RI	EAR WHEELS: $\Box Y$	ES☑NO
SALVAGE PRICE: \$45,0	00 ORIGIN	AL PRICE \$51,519	
TITLE: 🗹 CLEAR	□ SALVA	GE # 513	
NOTES:		⊅ (¿	0,000
DRAW BAR AND TOP	LINK		

ALDOT AUCTION INSPECTION FORM ALDOT AUCTION INSPECTION FORM

INSPECTED BY: T. Cooks DATE: 4/25/2014 LOT#: 121
EQUIPMENT# ST-13929 ORIGINAL LOC: 4th CURRENT LOC: 099
YEAR: 2011 MAKE: Ford MODEL: F-150 ✓ 4X4 □ 2WD MILES/HOURS: 56,877
DESCRIPTION: Pickup Extended Cab Flex Fuel 1/2 Ton 4x4
SERIAL/VIN: IFTEX1EM3BFB04243
ENGINE MAKE: Ford LTR: 3.7 HORSEPOWER 302
□ INLINE 4 □ INLINE 6 ☑ V-6 □ V-8 ☑ FLEX FUEL ☑GAS □ DIESEL □ OTHER:
TIRE SIZE: FRONT: P235/75 R17 REAR: Same
TOTAL LENGTH: 19' TOTAL WIDTH: 6' TOTAL HEIGHT 6'
TOTAL WEIGHT: GVWR: 6900lbs
AIR CONDITION: TYPES IN NO TRANSMISSION: AUTOMATIC STANDARD
AIR BRAKES: \Box YES \blacksquare NO CAB: REGULAR \Box EXTENDED \blacksquare CREW \Box
SEATS: \Box VINYL \Box CLOTH DUMP BED: \Box YES \Box NO
ELECTRIC LOCKS: \square YES \square NO ELECTRIC WINDOWS: \square YES \square NO
CRUISE CONTROL: \square YES \square NO TILT STEERING: \square YES \square NO
STROBE LIGHTS: \Box YES \blacksquare NO DUEL REAR WHEELS: \Box YES \boxdot NO
SALVAGE PRICE: \$21,025 ORIGINAL PRICE \$22,155
TITLE: CLEAR DISALVAGE
NOTES: #330
Receiver Hitch and Bed Liner. 1/2 tank of fuel, A/C-Heater works and no lights on dash

INSPECTED BY: T.Cooks DATE: 12/9/2013 LOT#: 116
EQUIPMENT# ST-13954 ORIGINAL LOC: 4th CURRENT LOC: 099
YEAR: 2011 MAKE: Dodge MODEL: R2500
\checkmark 4X4 \Box 2WD MILES/HOURS: 67,298
DESCRIPTION: Pickup Crew Cab Gas 3/4ton 4x4
SERIAL/VIN: 3D7TT2CTXBG571831
ENGINE MAKE: Dodge LTR: 5.7 HORSEPOWER 345
□ INLINE 4 □ INLINE 6 □ V-6 ☑ V-8 □ FLEX FUEL ☑GAS □ DIESEL □ OTHER:
TIRE SIZE: FRONT: LT245/70R17 REAR: Same
TOTAL LENGTH: 21' TOTAL WIDTH: 6' TOTAL HEIGHT 6'
TOTAL WEIGHT: GVWR: 8800lbs
AIR CONDITION: 🛛 YES 🔲 NO TRAÑSMISSION: 🖓 AUTOMATIC 🗆 STANDARD
AIR BRAKES: \Box YES \blacksquare NO CAB: REGULAR \Box EXTENDED \Box CREW \blacksquare
SEATS: \Box VINYL \Box CLOTH DUMP BED: \Box YES \Box NO
$ ELECTRIC LOCKS: \blacksquare YES \Box NO \qquad ELECTRIC WINDOWS: \boxdot YES \Box NO $
$CRUISE\ CONTROL: \boxdot\ YES\ \Box\ NO \qquad TILT\ STEERING:\ \boxdot\ YES \ \Box\ NO$
STROBE LIGHTS: \Box YES \blacksquare NO DUEL REAR WHEELS: \Box YES \boxdot NO
SALVAGE PRICE: \$23,125 ORIGINAL PRICE \$26,459
TITLE: \square CLEAR \square SALVAGE \clubsuit 29.000
NOTES: # 330
Receiver Hitch and Bed liner. 1/2 tank of fuel A/C and heater works and no lights on dash.

Right Sized Equipment

- Have recently evaluated and turned in over 80 pieces of Equipment
- Will save over 3 million dollars next year and will save 8 million by not purchasing.
- Expect to save between 30 to 35 million dollars within the next ten years due to the down sizing.

Green Fleet Initiatives

- NO IDLE POLICY
 - Reduces both fuel consumption and emission.
- DEPLOYMENT OF GPS UNITS
 - Increases accountability of vehicle use.
- FUEL QUALITY PROGRAM
 - Stabilizes the fuel in storage tanks.
- RETROFIT PROJECT
 - Awarded Southeastern Diesel Collaborative Leadership Award in 2012.

The implementation of green fleet initiatives resulted in a reduction in usage of 1.5 million miles and 162,000 less gallons of fuel consumed in only one year.

Fuel Quality Program

New emission standards of equipment and the adjustments on fuel requirements mandated by the EPA resulted in having problems with equipment performance.

Fuel Problems

- Low Cetane
- Poor Lubricity
- Contaminants
- Water Contamination & Biological Growth
- Exhaust Emission



Solution

A <u>Complete</u> 3-Step Fuel Maintenance Program Designed to Provide Diesel Fuel Users High Quality Fuel with Every Load....

Step #1:

Sterilize fuel systems by killing bacteria and fungus.

Step #2:

Treat diesel fuel to improve quality.

Step #3:

Use diesel fuel analysis to monitor results.

RESULTS

- Stabilized tank stored fuels
- Led to fewer repairs on equipment
- Helped restore fuel economy

Because of additives ALDOT has a 4% increase in fuel mileage economy in our passenger fleet.



 Due to the various aspects of ALDOT's Fleet Management Program including fleet maintenance, replacement program and Green Fleet initiatives the Alabama Department of Transportation has been being named among the Best 100 public sector fleets for 3 years.

Ronald D. Pruitt

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