



CITY OF ORLANDO

MEMORANDUM

Date: June 22, 2015

To: David Billingsley, Chief Procurement Officer
Procurement & Contracts Division

From: David L. Dunn, CFM, Division Manager
Fleet & Facilities Management Division

For David Dunn

SUBJECT: OSA4 MicroLab Oil and Coolant Analyzer

The purpose of this memorandum is to respectfully request your support of facilitating the procurement of the OSA4 MicroLab Analyzer.

This is a self contained analytical instrument that performs on site analysis of In-service engine, transmission, gearbox, hydraulic lubricants and engine coolant. The OSA4 Micro Minilab with Cool-shot will become part of the preventative maintenance procedure for City vehicles and equipment. As technology has greatly improved the strength of lubricants and coolants, it has become obvious that oils and lubricants are being changed too soon, making for waste of said lubricants and coolants as well as wasting money. The Analyzer will do a complete analysis of lubricants and coolants in 5 to 20 minutes, alerting if a change of oil is needed or if there is too much metal present in the lubricants signaling the possibility of a catastrophic failure.

The City Of Orlando stands to benefit in many ways:

- 1) Reduced carbon footprint.
- 2) Increased "Green" footprint.
- 3) Reduced overall maintenance costs to all vehicles and equipment.
- 4) Cost avoidance of labor and parts charged to all departmental vehicles.
- 5) Reduced lubricant and coolant usage.
- 6) Reduced catastrophic failure of vehicles and equipment.

From September 2013 to September 2014, \$161,055.67 worth of lubricant and coolants were issued to City of Orlando vehicles. Research of other municipalities currently using the Microlab, reflected a 50-85% savings in the consumption of lubricants and coolants. Fleet projections show a 50% savings in the first year and increases in savings from year to year as practices are changed and confidence is developed in allowing the Micro Minilab to guide the preventative maintenance procedures.

c.c.

Brian Battles, Deputy CFO, Office of Business and Financial Services

Joseph Hinely, Assistant Division Manager, Fleet & Facilities Management Division

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