

California Department of Transportation

Fleet Utilization Score

EMTSP 2016 - Kris Teague

Background

California Governor's Executive Order B-2-11 – review of state fleets

Department of General Services (DGS) hired Mercury Fleet Management and Consulting Services to evaluate state agencies and departments fleets. Mercury used Vehicle Allocation Methodology (VAM).

After review, Caltrans was required to reduce 1,324 fleet units.

Caltrans, Division of Maintenance created a team in 2012 to develop practices to better utilize equipment.

Team Goals

- **Develop a tool/method to quickly evaluate how a fleet unit is actually utilized over the course its lifetime.**
- **Develop a tool/method to quickly analyze annual fleet usage in order to optimize equipment usage.**
- **After an evaluation tool is determined, a Division Directive containing business rules would need to be developed and adopted to reassign or reduce fleet units not on track to meet lifetime use goals.**

Utilization - screenshot only

Summary of DGS OFAM Utilization Analysis Based on Reported Totals in FAMS

Line Item	TRAMS District	Dept. Code	Level 1 Program	Level 2 Program	Level 3 Program	Utilization Analysis Equipment Number	DGS Light Duty Analysis Equipment Number	Age in Months	Age in Years	Age Standard in Months	Age %	Usage Miles	Average Miles Per Year	Usage Standard	Use %	Repair Costs	Repair Cost Standard	Cost %	Model Year	VIN	Make	Model	License Plate Number	Total Miles	Mercury Mileage Threshold (EO 8-2-11)	Meets Threshold	Days Used in FAMS	Days Used Threshold	Meets Days Used Threshold	Days out of Service	In Service Date	UT SCORE
1	03	03-0444	CAPITAL OUTLAY	CONSTRUCTION	CONST OFC -	0010521	0010521	200	16.67	84	2.381	165012	9901	120000	1.38	\$17,679.48	\$2,000.00	8.840	1999	1G1JC5246X7296984	CHEVROLET	CAVALIER	1035543	3,213	6,000	No	99	125	No	13	23-Jul-99	5505
2	03	03-0444	CAPITAL OUTLAY	CONSTRUCTION	CONST OFC -	0011465	0011465	190	15.83	84	2.262	108645	6862	120000	0.91	\$11,206.06	\$3,100.00	3.615	2000	1FAFP5222YG166787	FORD	TAURUS	1046943	3,255	6,000	No	61	125	No		19-May-00	5305
3	03	03-0444	CAPITAL OUTLAY	CONSTRUCTION	CONST OFC -	0032021	0032021	190	15.83	84	2.262	171611	10839	120000	1.43	\$23,138.80	\$5,250.00	4.407	2000	1FAFP5825YG210014	FORD	TAURUS	1063135	5,365	6,000	No	81	125	No	166	23-May-00	5505
4	03	03-0444	CAPITAL OUTLAY	CONSTRUCTION	CONST OFC -	0012043	0012043	164	13.67	84	1.952	169932	12434	120000	1.42	\$16,576.94	\$3,700.00	4.480	2002	JT2BK12U220061712	TOYOTA	PRIUS	1123341	5,503	6,000	No	70	125	No	70	20-Jun-02	5505
5	03	03-0444	CAPITAL OUTLAY	CONSTRUCTION	CONST OFC -	7005061	7005061	94	7.83	84	1.119	78825	10063	120000	0.66	\$5,983.30	\$3,100.00	1.930	2008	2G1WB58KX89288482	CHEVROLET	IMPALA	1283003	5,425	6,000	No	117	125	No	15	15-Apr-08	4203
6	03	03-0449	CAPITAL OUTLAY	CONSTRUCTION	FIELD CONST -	7005822	7005822	77	6.42	84	0.917	75233	11725	120000	0.63	\$4,242.63	\$3,200.00	1.326	2009	1B3HB48A39D241009	DODGE	CALIBER	1289726	5,869	6,000	No	122	125	No	2	26-Aug-09	3202
9	04	04-0849	CAPITAL OUTLAY	RIGHT OF WAY	R/W EXEC MGMT -	7000521	7000521	149	12.42	84	1.774	140680	11330	120000	1.17	\$10,306.85	\$3,200.00	3.221	2003	1FAFP36Z43W326548	FORD	FOCUS	1174769	819	6,000	No	23	125	No	9	06-Oct-03	5405
10	04	04-0959	CAPITAL OUTLAY	CONSTRUCTION	FIELD CONST -	7000515		148	12.33	84	1.762	141630	11484	120000	1.18	\$12,783.14	\$3,200.00	3.995	2003	1FAFP36Z93W326559	FORD	FOCUS	1174781	2,976	6,000	No	125	125	No			
11	04	04-0570	ADMINISTRATION	ADMINISTRATION	AUTOMOTIVE POOL-	7000532	7000532	148	12.33	84	1.762	159075	12898	120000	1.33	\$10,270.78	\$3,200.00	3.210	2003	1FAFP36Z53W326560	FORD	FOCUS	1174784	2,295	6,000	No	55	125	No	15	17-Oct-03	5505
12	04	04-0570	ADMINISTRATION	ADMINISTRATION	AUTOMOTIVE POOL-	7002782	7002782	127	10.58	84	1.512	98886	9344	120000	0.82	\$12,468.07	\$3,200.00	3.896	2005	1FAFP36N55W290238	FORD	FOCUS	1197975	92	6,000	No	0	125	No	14	28-Jul-05	5305
13	04	04-0849	CAPITAL OUTLAY	RIGHT OF WAY	R/W EXEC MGMT -	7002775	7002775	126	10.50	84	1.500	77498	7381	120000	0.65	\$5,360.42	\$3,200.00	1.675	2005	1FAFP36N95W290260	FORD	FOCUS	1219804	996	6,000	No	18	125	No	28	15-Aug-05	5203
14	04	04-0848	TRAFFIC OPERATIONS	TRAFFIC OPERATIONS	TRAF MGMT -	7002776	7002776	126	10.50	84	1.500	117468	11187	120000	0.98	\$8,404.69	\$3,200.00	2.626	2005	1FAFP36N15W290267	FORD	FOCUS	1219805	2,502	6,000	No	94	125	No	42	18-Aug-05	5305
15	04	04-0770	CAPITAL OUTLAY	ENGINEERING	SURVEYS -	7002777	7002777	126	10.50	84	1.500	122946	11709	120000	1.02	\$11,226.32	\$3,200.00	3.508	2005	1FAFP36N65W290278	FORD	FOCUS	1219806	390	6,000	No	27	125	No	32	12-Aug-05	5405
16	04	04-0822	TRAFFIC OPERATIONS	TRAFFIC OPERATIONS	TRAF OPS -	7003495	7003495	110	9.17	84	1.310	73528	8021	120000	0.61	\$3,261.59	\$3,200.00	1.019	2007	1FAFP30N7W123897	FORD	FOCUS	1232198	5,282	6,000	No	119	125	No	23	11-Dec-06	5202
17	04	04-0570	ADMINISTRATION	ADMINISTRATION	AUTOMOTIVE POOL-	7003492	7003492	110	9.17	84	1.310	71416	7791	120000	0.60	\$4,457.11	\$3,200.00	1.393	2007	1FAFP30N67W12391	FORD	FOCUS	1232227	3,790	6,000	No	59	125	No	38	01-Dec-06	5202
18	04	04-0817	TRAFFIC OPERATIONS	TRAFFIC OPERATIONS	TRAF OPS -	7004323	7004323	102	8.50	84	1.214	70115	8249	120000	0.58	\$5,037.80	\$3,200.00	1.574	2007	5Y2SL6581Z431437	PONTIAC	VIBE	1256312	5,432	6,000	No	59	125	No	13	31-Jul-07	4202
19	04	04-0770	CAPITAL OUTLAY	ENGINEERING	SURVEYS -	7004333	7004333	103	8.58	84	1.226	56125	6539	120000	0.47	\$6,366.81	\$3,200.00	1.990	2007	5Y2SL6584Z432307	PONTIAC	VIBE	1256321	3,405	6,000	No	67	125	No	58	11-Jul-07	4103
20	04	04-0570	ADMINISTRATION	ADMINISTRATION	AUTOMOTIVE POOL-	7004344	7004344	103	8.58	84	1.226	121593	14166	120000	1.01	\$6,482.61	\$3,200.00	2.026	2007	5Y2SL6588Z431872	PONTIAC	VIBE	1256329	4,282	6,000	No	54	125	No	56	28-Jun-07	4403
21	04	04-0824	TRAFFIC OPERATIONS	TRAFFIC OPERATIONS	TRAF OPS -	7004374	7004374	104	8.67	84	1.238	92596	10684	120000	0.77	\$3,882.47	\$3,200.00	1.213	2007	5Y2SL6584Z431870	PONTIAC	VIBE	1256421	4,999	6,000	No	89	125	No	14	21-Jun-07	4302
22	04	04-0897	CAPITAL OUTLAY	CONSTRUCTION	CONST -CONST	7006254	7006254	77	6.42	84	0.917	61543	9591	120000	0.51	\$4,016.01	\$3,100.00	1.295	2009	1G1ZG57K894269000	CHEVROLET	MALIBU	1323861	5,098	6,000	No	116	125	No	16	13-Aug-09	3202
23	04	04-0817	TRAFFIC OPERATIONS	TRAFFIC OPERATIONS	TRAF OPS -	7006354	7006354	77	6.42	84	0.917	49567	7725	120000	0.41	\$3,241.91	\$3,100.00	1.046	2009	1G1ZG57K994270396	CHEVROLET	MALIBU	1323885	4,816	6,000	No	61	125	No	9	13-Aug-09	3101
24	04	04-1046	MAINTENANCE	MAINTENANCE	AREA - STRUCT STEEL	7008901	7008901	25	2.08	84	0.298	21602	10369	120000	0.18	\$222.08	\$2,558.00	0.087	2014	1G1PK55B1E7144913	CHEVROLET	CRUZE	1426797	5,822	6,000	No	80	125	No			1000
25	04	04-0571	ADMINISTRATION	ADMINISTRATION	ADMIN -COS	7008822	7008822	25	2.08	84	0.298	13550	6504	120000	0.11	\$390.64			2014	1G1RE6E44EU117645	CHEVROLET	VOLT	1434573	5,823	6,000	No	42	125	No	50	04-Dec-13	1000
7	04	04-0781	CAPITAL OUTLAY	ENGINEERING	FIELD SUPP -	0049686	0049686	256	21.33	96	2.667	161304	7561	120000	1.34	\$26,713.27	\$1,500.00	17.809	1994	1GTDMM19Z2R8552341	GMC	SAFARI	897093	1,848	6,000	No	26	125	No		01-Dec-94	5505
8	04	04-0959	CAPITAL OUTLAY	CONSTRUCTION	FIELD CONST -	0011464	0011464	192	16.00	84	2.286	126881	7930	120000	1.06	\$17,270.47	\$3,100.00	5.571	2000	1FAFP522XYG166830	FORD	TAURUS	1046940	1,312	6,000	No	100	125	No	36	22-Mar-00	5405
26	04	04-0572	ADMINISTRATION	ADMINISTRATION	ADMIN EXEC MGMT-	7008829	7008829	25	2.08	84	0.298	17603	8449	120000	0.15	\$239.20			2014	1G1RE6E4XEU117441	CHEVROLET	VOLT	1434574	5,046	6,000	No	40	125	No	28	03-Dec-13	1000
27	04	04-0885	CAPITAL OUTLAY	CONSTRUCTION	CONST EXEC MGMT-	7008879	7008879	25	2.08	84	0.298	13507	6483	120000	0.11	\$290.74	\$2,558.00	0.114	2014	1G1PK55B3E7146565	CHEVROLET	CRUZE	1434760	4,860	6,000	No	92	125	No			1000
28	06	06-1580	CAPITAL OUTLAY	CONSTRUCTION	CONST -	7005206	7005206	94	7.83	84	1.119	34311	4380	120000	0.29	\$4,273.69	\$3,100.00	1.379	2008	2G1WB58K181204760	CHEVROLET	IMPALA	1283193	4,711	6,000	No	92	125	No	6	16-Apr-08	4103
29	06	06-1577	CAPITAL OUTLAY	CONSTRUCTION	CONST -	7005788	7005788	80	6.67	84	0.952	54235	8135	120000	0.45	\$4,962.89	\$3,700.00	1.341	2009	JHMFA362395015450	HONDA	CIVIC	1289639	5,262	6,000	No	114	125	No	39	13-May-09	3101
30	07	07-1766	LOCAL ASSISTANCE	ENGINEERING	LOCAL ASST -PROG	0010403	0010403	176	14.67	84	2.095	87285	5951	120000	0.73	\$15,726.48	\$3,700.00	4.250	2001	JT2BK12U210032600	TOYOTA	PRIUS	1084670	693	6,000	No	42	125	No	64	02-Jul-01	5205

The team found that a lot of time and effort was required to sort through and evaluate the large amounts of usage data. They determined an effective tool would be a scoring criteria.

Percent of Life Months in Service	IN SERVICE LIFE	% of Life Meter	LIFE USAGE	% Of Replacement Standard Years	Avg Meter Use Per Year	IN SERVICE LIFE	% Of Annual Min Usage Standard	ANNUAL USAGE	UTILIZATION SCORE
78%	3	24%	1	75%	148	3	32%	1	311
69%	3	130%	5	67%	895	3	195%	5	355
69%	3	87%	4	67%	598	3	131%	5	345
69%	3	86%	4	67%	589	3	129%	5	345
69%	3	77%	3	67%	529	3	115%	5	335
69%	3	65%	3	67%	446	3	97%	4	334
69%	3	43%	2	67%	293	3	64%	3	323
69%	3	31%	1	67%	213	3	46%	2	312
68%	3	81%	4	67%	554	3	121%	5	345
68%	3	63%	3	67%	430	3	94%	4	334
68%	3	47%	2	67%	325	3	71%	3	323
64%	3	81%	4	67%	559	3	122%	5	345
64%	3	75%	3	67%	515	3	112%	5	335
64%	3	60%	2	67%	412	3	90%	4	324
64%	3	55%	2	67%	376	3	82%	4	324
64%	3	34%	1	67%	231	3	50%	2	312
63%	3	74%	3	67%	509	3	111%	5	335
63%	3	73%	3	67%	502	3	110%	5	335
63%	3	39%	1	67%	268	3	59%	2	312
63%	3	51%	2	58%	404	2	88%	4	324
63%	3	42%	2	58%	332	2	72%	3	323
63%	3	33%	1	58%	263	2	57%	2	312
63%	3	33%	1	58%	260	2	57%	2	312
63%	3	33%	1	58%	257	2	56%	2	312
63%	3	31%	1	58%	241	2	53%	2	312
63%	3	30%	1	58%	236	2	52%	2	312
63%	3	30%	1	58%	232	2	51%	2	312
63%	3	27%	1	58%	216	2	47%	2	312
63%	3	25%	1	58%	198	2	43%	2	312
63%	3	25%	1	58%	196	2	43%	2	312
63%	3	22%	1	58%	174	2	38%	1	311
63%	3	21%	1	58%	165	2	36%	1	311
63%	3	19%	0	58%	150	2	33%	1	301
62%	3	69%	3	58%	545	2	119%	5	335
62%	3	57%	2	58%	446	2	97%	4	324

Breakdown of a Utilization Score

- Score Format: X Y Z

X: % of total life age

Y: % of total life use (mileage/hours)

Z: % of usage for the last 12 months

Score values:

0 = 0% to 20%

1 = 20% to 40%

2 = 40% to 60%

3 = 60% to 80%

4 = 80% to 100%

5 = over 100%

Repair Cost, A Future Enhancement

Add a 4th Digit to the Utilization Score?

5555

Adding a 4th digit to the utilization score to represent the amount of repair costs spent on a fleet unit compared to its repair standard.

The repair standard for a unit is ½ its capital cost.

For Example, maintenance class 36301 Grader – 6 Wheel Drive with Plow has an average Repair Standard of \$83,250.

Score	Repair Costs
0	\$0 to \$16,650
1	\$16,651 to \$33,300
2	\$33,301 to \$49,950
3	\$49,951 to \$66,600
4	\$66,600 to \$83,250
5	\$83,250 and Above

Di st	Dept Code	Cost Center Name	Equip ID	MC	Description	In Service Date	U SCORE
03	03-0520	CHICO NORTH	3637133	36301	GRADER-6 WHL DR W/ PLOW 150	05/14/03	4453
06	06-1627	SHAVER LAKE	3637132	36301	GRADER-6 WHL DR W/ PLOW 150	05/21/03	4444
11	11-2875	EL CENTRO TW CREW	3638025	36301	GRADER-6 WHL DR W/ PLOW 150	07/23/02	4432
11	11-2875	EL CENTRO TW CREW	3638027	36301	GRADER-6 WHL DR W/ PLOW 150	08/15/02	4434
09	09-2483	TEHACHAPI MAINTENANCE	3637131	36301	GRADER-6 WHL DR W/ PLOW 150	05/12/03	4425
03	03-0500	SOUTH LAKE TAHOE	3638015	36301	GRADER-6 WHL DR W/ PLOW 150	08/19/02	4335
11	11-2877	MIDWAY TW CREW	3638019	36301	GRADER-6 WHL DR W/ PLOW 150	08/22/02	4334
08	08-2348	BEECHER S CORNER	3634021	36301	GRADER-6 WHL DR W/ PLOW 150	11/20/02	4253
06	06-1622	COARSEGOLD	3638017	36301	GRADER-6 WHL DR W/ PLOW 150	07/10/02	4234
02	02-0174	WEAVERVILLE CREW	3637130	36301	GRADER-6 WHL DR W/ PLOW 150	10/27/03	4215
11	11-2887	DESCANO TW CREW	3638026	36301	GRADER-6 WHL DR W/ PLOW 150	07/23/02	4213
07	07-2064	BIG SYCAMORE ROAD CREW	3638023	36301	GRADER-6 WHL DR W/ PLOW 150	11/02/02	4115
07	07-1984	NORTH ROAD CREW #1	3638018	36301	GRADER-6 WHL DR W/ PLOW 150	11/20/02	4115
07	07-2059	VENTURA ROAD CREW	3638022	36301	GRADER-6 WHL DR W/ PLOW 150	11/20/02	4115
07	07-1976	CHILAO ROAD CREW	3638024	36301	GRADER-6 WHL DR W/ PLOW 150	11/20/02	4112
07	07-2012	FOOTHILL ROAD CREW #1	3638020	36301	GRADER-6 WHL DR W/ PLOW 150	11/20/02	4101
07	07-2049	LAS FLORES ROAD CREW	3638021	36301	GRADER-6 WHL DR W/ PLOW 150	11/20/02	4105

Di	Dept Code	Cost Center Name	Equip ID	MC	Description	In Service Date	U SCOR
06	06-1627	SHAVER LAKE	7002412	36301	GRADER-6 WHL DR W/ PLOW 150	02/17/06	3451
08	08-2353	FAWNSKIN CREW	7000474	36301	GRADER-6 WHL DR W/ PLOW 150	05/23/05	3352
09	09-2497	SONORA JCT MAINTENANCE	7000483	36301	GRADER-6 WHL DR W/ PLOW 150	01/04/05	3351
09	09-2485	INYOKERN MAINTENANCE	7002337	36301	GRADER-6 WHL DR W/ PLOW 150	01/27/06	3352
02	02-0187	CHESTER CREW	7000169	36301	GRADER-6 WHL DR W/ PLOW 150	03/11/05	3332
10	10-2618	PEDDLER HILL CREW	7002344	36301	GRADER-6 WHL DR W/ PLOW 150	01/15/06	3323
05	05-1257	BIG SUR CREWS	7002200	36301	GRADER-6 WHL DR W/ PLOW 150	02/08/06	3250
09	09-2482	MOJAVE MAINTENANCE	7002336	36301	GRADER-6 WHL DR W/ PLOW 150	01/24/06	3241
09	09-2488	BISHOP MAINTENANCE	7002054	36301	GRADER-6 WHL DR W/ PLOW 150	02/02/06	3241
11	11-2876	BRAWLEY EAST TW CREW	7000470	36301	GRADER-6 WHL DR W/ PLOW 150	09/14/05	3242
02	02-0178	SUSANVILLE CREW - WEST	7000417	36301	GRADER-6 WHL DR W/ PLOW 150	03/01/05	3232
02	02-0176	PLATINA	7000168	36301	GRADER-6 WHL DR W/ PLOW 150	03/11/05	3231
02	02-0181	ALTURAS CREW	7002065	36301	GRADER-6 WHL DR W/ PLOW 150	03/29/06	3230
09	09-2494	CRESTVIEW	7000482	36301	GRADER-6 WHL DR W/ PLOW 150	01/07/05	3232
02	02-0180	HAT CREEK CREW	7000418	36301	GRADER-6 WHL DR W/ PLOW 150	02/19/05	3224
02	02-0166	REDDING EAST	7002062	36301	GRADER-6 WHL DR W/ PLOW 150	03/07/06	3224
06	06-1605	PORTERVILLE 2	7002413	36301	GRADER-6 WHL DR W/ PLOW 150	02/17/06	3223
02	02-0173	TRINITY CENTER	7002064	36301	GRADER-6 WHL DR W/ PLOW 150	03/07/06	3220
09	09-2493	MC GEE CREEK	7000481	36301	GRADER-6 WHL DR W/ PLOW 150	01/07/05	3210
07	07-1985	LEBEC ROAD CREW	7002118	36301	GRADER-6 WHL DR W/ PLOW 150	08/15/06	3131
07	07-1986	LANCASTER ROAD CREW	7002117	36301	GRADER-6 WHL DR W/ PLOW 150	03/02/06	3130
02	02-0170	MOUNT SHASTA CREW	7002063	36301	GRADER-6 WHL DR W/ PLOW 150	03/07/06	3120
09	09-2487	INDP MAINTENANCE	7002053	36301	GRADER-6 WHL DR W/ PLOW 150	02/01/06	3110

MC ↑	Description	UTILIZA TION SCORE
00480	SUV MINI SIZE	543
00490	SUV MINI BATTERY ELECTRIC	000
00521	BUS 21-36 PASSENGER	511
00580	SUV SMALL SIZE	543
00604	PICKUP CREW CAB 1/2 TON GAS	543
00607	PICKUP W/A/C 1/2 TON	552
00608	PICKUP 1/2-TON AFV	322
00627	PICKUP 1/2 TON EXTENDED CAB	553
00628	PICKUP 1/2 TON EXTENDED CAB FLEX FUEL	213
00664	PICKUP CREW CAB 1/2 TON FLEX	322
00680	SUV MID SIZE	543
00688	SUV MID SIZE FLEX FUEL	102
00708	PICKUP SUPER 1/2-TON AFV	553
00728	PICKUP SUPER 1/2TON EXTCAB AFV	553
00804	PICKUP CREW CAB	433
00807	PICKUP W/A/C 3/4 TON	434
00808	PICKUP 3/4-TON FLEX FUEL	000
00809	PICKUP 3/4 TON CREW CAB FLEX FUEL	000
00827	PICKUP 3/4 TON EXTENDED CAB	434
00828	PICKUP 3/4 TON EXTD CAB FLEX FUEL	000
00830	UTILITY BODY	543
00835	UTILITY BODY SURVEY 3/4 TON	113
00836	MECHANIC BODY 3/4 TON GAS	411
00840	VAN SURVEY	532

Utilization Scores attached to entire Maintenance Classes (MC)

Highlights:

Which MC used most
Which MC used least
Overall MC Age
Overall MC Use
Overall Annual Use

MC ↑	Description	UTILIZA TION SCORE
35015	FORKLIFT 4 TON	113
35030	FORKLIFT 7-1/2 TON	224
35035	FORKLIFT 10 TON	101
35054	FORKLIFT 1 TON ELECTRIC SIT	511
35056	FORKLIFT 1-1/2 TON ELECTRIC	512
35058	FORKLIFT 2 TON ELECTRIC STAND	412
35059	FORKLIFT 2TON ELECTRIC SIT	201
35702	GENERATOR 5KW W/FLOOD LIGHT	433
35720	GENERATOR ELECTRIC 126 TO 175	101
36102	GRADER-TANDEM DRIVE 130	212
36301	GRADER-6 WHL DR W/ PLOW 150	323
36401	GRADER 6WHL DR W/2 PLOWS 175 H	334
36421	GRADER 6WHL DR W/2 PLOWS 210HP	212
36563	GRINDER ASPHALT W/CONVEYOR 42I	313
36564	GRINDER ASPHALT W/CONVEYOR 60I	455
36601	GUARD RAIL STRAIGHTENER	532
39607	KETTLE HEAT TRANSFER DBL BOILE	422
39608	KETTLE HEAT TRANSFER 400 GAL	422
39610	KETTLE EMULSION W/SPRAY BAR TRLR	212
39612	KETTLE HT 400GL W/BR W/O ENG H	355
41514	LOADER 1-1/2C Y CRAWLER TRAC M	511
41802	LOADER SKID STEER	201
41832	LOADER FRONT END 1 C.Y.	542
41846	LOADER FRONT END 1-1/2 C.Y.	433
41864	LOADER FRONT END 2-1/2 C.Y.	334

Questions?