

2015 Achievement Awards Virginia Association of Counties

APPLICATION FORM

All applications must include the following information. Separate applications must be submitted for each eligible program. **Deadline: June 1, 2015.** Please include this application form with electronic entry.

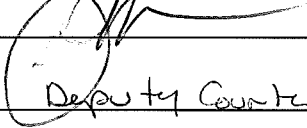
PROGRAM INFORMATION

Locality: Fairfax County
Program Title: Maximizing Green Revenue
Program Category: Environmental

CONTACT INFORMATION

Name: Mark Moffatt
Title: Director
Department: Department of Vehicle Services
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E-mail: mark.moffatt@fairfaxcounty.gov

SIGNATURE OF COUNTY ADMINISTRATOR OR CHIEF ADMINISTRATIVE OFFICER

Name: 
Title: Deputy County Executive
Signature: DAVID J. MOLITANY

Program Overview

Fairfax County Department of Vehicle Services (“DVS”) understands current fiscal restraints and the importance of evaluating programs and services to ensure the department is focused on the mission, vision, and values of Fairfax County. DVS practices environmental stewardship and exercises corporate stewardship by recycling waste antifreeze and tires, and selling waste oil to a contractor for recycling. However, the department continues to seek innovative ways to increase revenue and green practices in solid waste management. Therefore, when DVS employees learned that certain types of auto parts can be recycled or remanufactured for another use, staff sought contractors to help implement a reuse program.

In November 2014, DVS launched a program called Maximizing Green Revenue that enabled DVS to reduce waste and save money by selling leftover vehicle cores to a contractor that sells cores to remanufacturers. Prior to Maximizing Green Revenue, DVS recycled vehicle cores and scrap metal and received minimal revenue from local recyclers on contract. Now, DVS sorts metals, cores, and catalytic converters into separate bins for a core contractor to pick-up. The contractor picks-up the cores bi-weekly and successively sells them to remanufacturers. DVS receives more revenue than just recycling and demonstrates better stewardship by remanufacturing products rather than recycling products.

The result is approximately \$3,200 in revenue for Fairfax County over the first 5 months, but most importantly the materials are given a second life. Additionally, the program embraces the Environmental Protection Agency’s (EPA) sustainability guidance of reusing products when possible.

The Problem, Challenge, Situation

The Fairfax County Department of Vehicle Services (“DVS”) provides management and maintenance services to the county’s vehicle fleet and maintenance support to Fairfax County Public Schools. Four DVS maintenance facilities are responsible for providing timely, responsive and efficient vehicle repairs/services for a broad range of equipment from small engines to large and complex fire apparatus.

DVS currently practices sound environmental stewardship and management of County assets and resources by working increased fuel efficiency and reduced emissions and petroleum consumption characteristics into vehicle specifications. In addition, DVS has a robust solid waste management program that is good to the earth. However, DVS is always seeking new ways to implement innovative initiatives to further reduce its carbon footprint.

In fall 2014, DVS staff noted that parts vendors were not asking for cores to be returned and learned that an increasing number of county parts sold for recycling value could be remanufactured. Understanding the environmental benefits of reuse over recycling, staff sought a company experienced in recycling automotive parts. The challenge was locating a company experienced in recycling all automotive parts stocked by Fairfax County as it would be too logistically cumbersome to have several vendors’ pick-up parts for reuse. After extensive research by talented county procurement and logistical specialists, staff identified a local company who would sell all vehicle cores stocked by Fairfax County to remanufacturers. DVS staff negotiated an agreement with the vendor to pick-up parts bi-weekly from a designated area at each facility.

Description of the Program

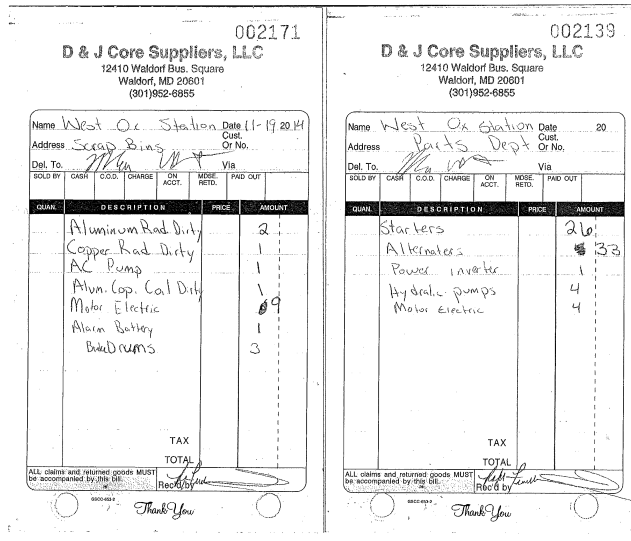
Mechanics at all four DVS facilities are responsible for sorting the cores into labeled bins. After working on a vehicle and determining that a core part has reached the end of its useful life, the mechanic installs a replacement and brings the eligible core part to a designated area. The core part is placed in the appropriate container. Managers at the facilities inspect the reuse containers and large recycling dumpster for quality control. The core vendor visits all facilities twice a month. If the containers reach capacity before a scheduled pick-up, one representative from each facility contacts the core vendor to inventory and pick-up the contents.



* Note: Pictures taken at the beginning of the month and shortly after the core vendor picked-up items.

Description of the Program

The core vendor inspects the contents of the containers and provides a summary ticket to the on-site manager before leaving with the core parts.



After further inspection of the core parts at his office, the core vendor submits an itemized receipt and remits payment to Fairfax County.

D&J Cores
12410 Waldorf Business Square
Waldorf, Maryland 20601
(301) 952-6855

CATALYTIC CONVERTERS DATE 11/25

Small Domestic	whole	1/2	@	=	
Large Domestic			@	=	
Pre			@	=	
Small Foreign			@	=	
Large Foreign			@	=	
XI, Foreign			@	=	
Bead			@	=	
Truck Bead			@	=	
AC			@	=	
GM			@	=	
Straight Side			@	=	
Jesp			@	=	
Honda 02			@	=	
Rich Man			@	=	
Kidney			@	=	
Camry			@	=	
After Market			@	=	
Metal			@	=	
Sm.Flow			@	=	
Misc.			@	=	

Sub Total = _____
Total = 764.00

Company Fairfax Co
Signature West Co
Buyer _____ MD / VA / DC
Time _____
Year _____ Make _____ Model _____ Tag _____

METALS

Battery (other)	@	=	
Battery (car)	@	=	
Sheet Aluminum	9 @ .40 =	3.60	
Cast Aluminum	@	=	
Irony	@	=	
Steel	@	=	
Lead	@	=	
Copper #1	@	=	
Copper #2	@	=	
Brass	@	=	
Stainless	@	=	
Rads Aluminum	172 @ .25 =	40.00	
Rads Copper	747-112 76 @ 1.25 =	93.50	
Copper Coil	11 @ 1.55 =	17.05	
1/2 & 1/2 Motor	@	=	
Alum Motor	@	=	
Sealed Motor	@	=	
Fan Motor	@	=	
Electric Motor	35 @ .20 =	7.00	
Wheels Alum	@	=	
Wheels Chrome	@	=	
Wire 1 2 3	@	=	
Rotors	2142-2487 28 @ .15 =	33.50	
Small Parts	Starters 372 @	330.50	
	Alternator 208 @	214.00	
	AC Pump 8	8.00	

TRANSMISSIONS

Automatic	@	=	
Manual	@	=	
Misc	@	=	

Sub Total = 764.45

This encloses both Check-in Sheets.

The core vendor then sells the parts to others who remanufacture the pieces by rebuilding them to the specifications of the original manufacturer. This may be done by using a combination of reused, repaired and new parts.

Financing and Staffing

Existing staff currently responsible for procurement and parts inventory established the agreement by soliciting automotive core dealers who purchase part cores from companies and sell them to remanufacturers and rebuilders. After extensive research, Fairfax County located a core buyer willing to purchase approximately 46 varieties of cores from the county's fleet at much higher prices than scrap. After five months, DVS has realized \$3,200 in additional revenue, which exceeds the recycled value.

After DVS staff established an agreement with the core vendor, the Superintendents at all four facilities briefed their mechanics on the Maximizing Green Revenue Program. The Superintendents provided detailed descriptions of the vehicle cores that are included in the program and those that would continue to be recycled.

Mechanics at all vehicle maintenance facilities are responsible for taking part cores to a central area. In the past, mechanics put all of these items in the recycled metal bin. Maximizing Green Revenue requires that the mechanics bring the items to a different area and sort them according to type. Therefore, staffing has not been impacted as the mechanics continue to perform the same work. In addition, financing is not required.

The Program's Results

DVS continuously strives for economically responsible environmental stewardship. According to the United States Environmental Protection Agency, “reusing products, when possible, is even better than recycling because the item does not need to be reprocessed before it can be used again.” Reduction and reuse are at the top of the EPA’s solid waste management hierarchy. The Maximizing Green Revenue program benefits Fairfax County and the environment because core parts are being reused whenever possible. Thus far, 1,314 products totaling 14,868 pounds have been reused rather than recycled.

Another benefit of the program is the increased revenue to the County, which helps reduce taxpayer burden. DVS receives approximately \$630 more per month sending products for reuse rather than recycling. Between November 2014 and April 2015, Fairfax County has received approximately \$3,200. The program has the potential of yielding more revenue as staff becomes more familiar with the program.

This program provides an example for other County agencies to follow and can easily be duplicated by other jurisdictions. Fairfax County understands that other counties may not have a department responsible for their vehicles; however, they may work with their respective vendors to ensure that, when possible, vehicle parts are being reused. In addition, there are several other ways County agencies can give “waste” a second life. The EPA website has several examples of items that can be reused, which is “the most effective way to save natural resources, protect the environment, and save money.” Three things we all can agree are good for county government programs.