



**Session #10: Maintaining Your Level of Service and  
Balancing Sustainability Goals with a Broken Supply Chain**

**October 27, 2022**



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# Format

- Q&A at the end
- Submit questions and comments to “Panelists”
- Scheduled for 2:00p-3:00p
- Handout
- Recording





North Carolina State University  
NC Clean Energy Technology Center  
Clean Transportation Program

[www.cleantransportation.org](http://www.cleantransportation.org)

Rick Sapienza

[resapienza@ncsu.edu](mailto:resapienza@ncsu.edu)

919-332-4510



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# Introducing Our Speakers:



Kelly Reagan  
Fleet Administrator  
City of Columbus OH  
[KWReagan@Columbus.gov](mailto:KWReagan@Columbus.gov)  
614-645-6254



Al Curtis  
Director Fleet Management  
Cobb County GA  
[al.curtis@cobbcounty.org](mailto:al.curtis@cobbcounty.org)  
770-528-1114



Rocky Buoy  
Fleet Manager  
City of Round Rock TX  
[rbuoy@roundrocktexas.gov](mailto:rbuoy@roundrocktexas.gov)  
512-529-8317



# Maintaining Your Level of Service and Balancing Sustainability Goals with a Broken Supply Chain

Rocky Buoy, Fleet Manager

City of Round Rock, General Services



Kelly Reagan, Administrator

City of Columbus Fleet



Al Curtis, Director Fleet Management

Cobb County Georgia



*Cobb County...Expect the Best!*



Sustainability could  
be interchanged  
with SURVIVAL!

Dealing with Broken Supply Lines...



# Fleet Acquisition Impact: OEM Issues



- Order windows open and close within days and/or hours
- Orders never get built after months of being in “active” status
- Days of price protection are gone
- GPC has all but evaporated – increases of more than 30%

# Other Supply Line Impacts on Fleet Acquisition



Purchasing departments reeling from issues

- Inconsistent bidding, uncontrollable price hikes after award, legislation/appropriation

Lead times increasing

- 12, 24 and 26 months for all types of light, medium and heavy duty

Can not order EVs and/or Hybrid or PHEVs






- Not available, orders cancelled after placed

Incomplete vehicles being received from dealers

- New vehicles arriving that are not able to be placed into service – missing rear heat/cooling chips

# How do I Survive as a Fleet Operator in this Environment?



-  Know window open/close dates and pricing ASAP
-  Diversification of fleet? Consider all variables
-  Find vendors with own fleet ready for up-fitting
-  Consider more car/truck sharing with internal agencies
-  Adjust expectations but do not abandon "best practices"

# Parts/Inventory Impact

- Lead times for parts is out of control
- National back-order of parts increasing downtimes significantly
- Parts pricing increases with little to no notice
- JIT contract ordering all but disappeared
- Electronic parts more difficult to get
- Shortages of everyday items



# How do I Survive as a Fleet Operator in this Environment?



Increase inventory by as much as double present level

Consider rebuild vs replacement

Keep previously retired inventory available

Source other contracts outside normal bid process

Consider moving to "after-market" suppliers

Keep units in fleet awaiting parts

Send your vendor VIN and mileages to preorder parts

Stay flexible and keep an open mind for purchasing

# Dealing with Pressures from Administration and User Agencies

Know the DATA!

Inform, inform,  
inform

Educate,  
educate, educate

Do not bow to  
pressure!





Survival IS Possible! You Just Need the Right Skills!

Kelly Reagan

[KWReagan@Columbus.gov](mailto:KWReagan@Columbus.gov)

(614) 645-6254



# Will The Broken Supply Chain Break Your Fleet

**Al Curtis**

Office: 770-528-1114

Mobile 404-664-5149

[al.curtis@cobbcounty.org](mailto:al.curtis@cobbcounty.org)



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Rocky Buoy

[r buoy@roundrocktexas.gov](mailto:r buoy@roundrocktexas.gov)

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