

# What a Fleet Manager Can and Cannot Do With Clean Air Vehicles: The perspective of a small, municipal fleet

Sacramento Clean Cities  
Advanced Clean Technology Forum



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Clean air vehicles in real-world applications



# What Makes up a Successful Clean-air Vehicle Program?

- A Fleet Manager that believes in, and is passionate about clean-air vehicles.
- Top>down support from upper management.
  - This leads to mid-level and line-level support.
- Vehicle end-users/customers that are well-informed and willing to use a clean-air vehicle.



# What Makes up a Successful Clean-air Vehicle Program? (continued)

- Solid infrastructure to support the technology
- Good vehicles
- Resources
  - Staff
  - \$\$



# Small Agency Advantages & Disadvantages

## ADVANTAGES

- Easier access to policy makers
- Less competition when applying for grant \$\$ through our local TMA

## DISADVANTAGES

- Budget
- Lack of additional resources
  - Staff
  - Less 'cushion'
- Physical size of the jurisdiction can be a problem



# Pathways to Success



- Lobby for organizational policy to support clean-air vehicles
- Get buy-in at the highest level

- Be informed; do your homework
- Armed with solid data, communicate this information up, down, and across your organization

- A budget that supports the additional costs of newer technology

# Hurdles to Success



- High incremental cost
- Insufficient funding
- Budget situation
- Multiple entities competing for same \$\$
- Lack of policy = no support from top of your organization
- Lack of infrastructure to support new technology



# Small Successes



- In one of the most ideal applications for hybrid technology, we replaced a RH drive Jeep and a 3 wheel utility with Civic Hybrids with LPR readers. Fuel economy increased by 1/3 and maintenance cost lower by half.



# Small Successes



- Getting our Fire Department onboard was another success. We replaced a Police-spec Crown Victoria with a Ford Escape Hybrid for their Fire Prevention Staff.



# Small Successes

- One of our biggest successes was getting our Police Commander out of his beloved Crown Victoria and into an Escape Hybrid with PD lighting package.



**Thank You!**

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