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March 2017

Fleet Service & Management

INSIDE:

Venco Venturo

Fleet priorities
on the rise in 2017

Take-home vehicles



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Pages 24, 34 and 40 photos provided; Page 54 photo by Dave Saville/FEMA Photo Library via Wikimedia Commons

ON THE COVER

Venco Venturo Industries manufactures high-quality Venturo truck-mounted cranes, Venturo crane service bodies and Venco hoists. Since 1952, the company has prided itself on well-crafted, American-made products and remains an industry leader. Pictured on the cover is the Venturo VC1000 van crane, which has a 1,000-pound capacity and a 2- to 6-foot reach.



The poster features a background of blue 3D bar charts of varying heights. The background is filled with a repeating pattern of various vehicles including cars, trucks, and vans. A yellow car is shown from a top-down perspective on the left side. A black car with a presidential seal is on the right. A police car is at the bottom right. A dark blue banner with white text is positioned diagonally across the upper middle. The main title 'NAFA 2017 INSTITUTE & EXPO' is in large, bold, blue and yellow letters. Below it, the location and dates are listed. An orange banner with white text is at the bottom left. Three bullet points are on the left side.

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publisher

RON BAUMGARTNER

rbaumgartner@the-papers.com



editor-in-chief

JERI SEELY

jseely@the-papers.com



editor

SARAH WRIGHT

swright@the-papers.com



publication manager

CHRIS SMITH

chris@themunicipal.com



account executive

NANCY BUCHER

nancy@themunicipal.com



account executive

REES WOODCOCK

rees@themunicipal.com



graphic designer

MARY LESTER

mlester@the-papers.com



business manager

COLLETTE KNEPP

CKnepp@the-papers.com

director of marketing

KIP SCHUMM

kschumm@the-papers.com

mail manager

KHOEUN KHOEUTH

THE MUNICIPAL

PO Box 188 • 206 S. Main St., Milford, IN 46542

866-580-1138/Fax 800-886-3796

Editorial Ext. 2392; Advertising Ext. 2408, 2505, 2485 or 2489

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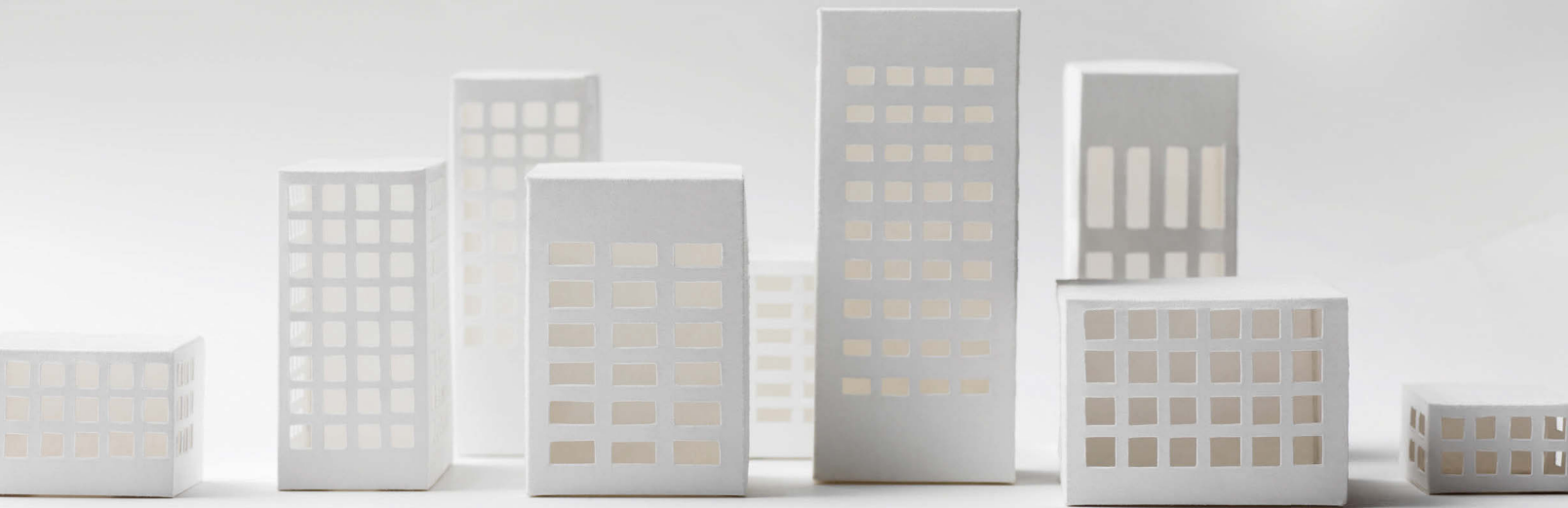
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Correction

In the January 2017 article “Municipalities bring light to ‘dark store’ strategy,” Sheboygan, Wis., Mayor Mike Vandersteen was mistakenly listed as the mayor of Port Washington, Wis., in a caption on page 29. The Municipal regrets this error and any confusion it might have caused.



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Alternative fuels continue to shape fleet management



Sarah Wright | Editor

GREEN IS THE NAME OF THE game for many fleet managers across the U.S. as they integrate alternative fuels and other management technologies to meet sustainability or management goals, whether those include reducing greenhouse gas emissions, cutting dependency on foreign oil or correcting risky driving behaviors. With the continued emergence of alternative fuels, several cities are stepping up—in many cases playing catchup to the perpetual beating of innovation's drum—to reduce the gap in needed infrastructure that will not only keep alternative fuel powered vehicles running, but make alternative fuels a viable and cost-effective option for local jurisdictions.

In all, according to the Alternative Fuels Data Center, 22,642 alternative fuel stations exist in the United States, with electric taking the lead with more than 15,000 electric stations and almost 40,000 charging outlets. Hydrogen stations—in case you were

wondering—trails behind with only 33 stations, largely based in California.

In November 2016, the U.S. Department of Transportation's Federal Highway Administration unveiled 55 routes that will serve as the basis for a national network of "alternative fuel" corridors spanning 35 states. Currently the network is nearly 85,000 miles long; however, FHWA aims to add more miles to accommodate electric, hydrogen, propane and natural gas vehicles.

As then U.S. Transportation Secretary Anthony Foxx stated in a press release, "Alternative fuels and electric vehicles will play an integral part in the future of America's transportation system. We have a duty to help drivers identify routes that will help them refuel and recharge those vehicles and designating these corridors on our highways is a first step."

The city of Grand Rapids, Mich., has been one of many cities to unroll needed infrastructure, with electric vehicle charging stations being one investment. In 2011, the city spent approximately \$18,000 to install five electric vehicle charging stations and partnered with ChargePoint, which manages the stations and processes users' purchases. While the city is currently accessing the actual amount of use the charging stations see, Parking Manager Josh Naramore expected use by the city's fleet to grow in the next several years, according to MLive.

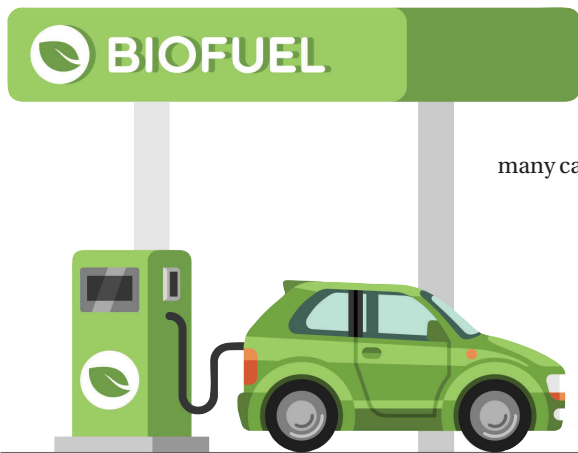
Other cities are also expanding the number of alternative fuel fueling stations—some private, others open to the public—and in many cases are partnering with third-parties

to do so, or with other nearby governmental jurisdictions. And with those expanding fueling networks, maintenance of said stations becomes an integral part. Writer Barb Sieminski zooms in on CNG station upkeep in her article this month, located on page 20.

Other topics covered this month range from the advantages of propane as an auto gas and elements of a successful take-home vehicle program to what trends are being seen in fleet management. We will also share educational resources for first responders to prepare for accidents involving alternative fuel vehicles. As Lauren Caggiano noted in her article, by 2040, nearly 11 percent of all light-duty vehicle sales will be alternative-fueled vehicles, meaning it is a likely scenario that first responders will receive a call to an accident involving an AFV. While AFVs are no more dangerous than gas or diesel vehicles, they do require some additional knowledge. Read more on page 46.

Also, fleet managers don't forget to mark your calendars for NTEA's The Work Truck Show, which is in conjunction with the GreenTruck Summit, March 14-17, in Indianapolis, Ind.; and the NAFA Institute & Expo, April 25-28, in Tampa, Fla. Both are perfect opportunities to network, see the latest in fleet technology and equipment while also attending educational seminars. As Kent State University Fleet Superintendent John Croop pointed out in our personality profile this month, his network through NAFA "is probably one of the most important benefits of my career in fleet management."

I hope you will find this issue to be informative and helpful. Have a good start to spring! **M**



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Venco Venturo brings value to the municipal market



Pictured is a 6,000-pound Venturo HT4oKX service crane mounted on a Venturo HT4o crane service body with BOSS BA435 air compressor on a Ram 5500 Heavy Duty Chassis. (Photo provided)

By IAN LAHMER | Marketing Director, Venco Venturo Industries LLC

Venco Venturo Industries LLC is a Cincinnati-based manufacturer of high-quality Venturo truck-mounted cranes, Venturo crane service bodies and Venco hoists. With a dedication to rugged designs and reliable products, as well as real industry expertise, Venco Venturo prides itself on a well-crafted, American-made products.

Improving infrastructure has shown to grow cities and businesses, a method Venco Venturo always supports.

Since 1952 the company has been in operation and has established itself as an

industry-leading manufacturer. In 2013 it announced that after nearly a year of negotiations with strategic outside buyers, the sale of Venco and Venturo manufacturing divisions to the management team of Brett

Collins, Mike Strittholt and Dave Foster was complete. This agreement keeps control of the brands with the existing management team and preserves 100 percent of the jobs and manufacturing facilities in the Cincinnati location.

Serving multiple industries, Venco Venturo has always provided municipalities around the country with a great product and superior customer service. Through product lead times Venco Venturo sets itself apart from the competition: It has



ABOVE: Here, the all-new 2,000-pound Venturo ET6K service crane is mounted on a We Energy service truck in Wisconsin. The ET6K allows operator use without needing the new 2017 crane certification. (Photo provided)

RIGHT: The 3,500-pound Venturo ET12KX service crane pulls fire hydrants for the city of Columbus, Ohio. (Photo provided)

the ability to ship quickly and a full understanding of the municipal bid process.

Meeting the specifications of a municipality regarding equipment or price is an important priority in Venco Venturo's relationship with its customers. Through a network of hundreds of distributors, Venco Venturo can decrease shipment lead times and provide municipalities the closer proximity of an upfitter.

Offering a wide array of products and services can help enhance a customer relationship and also improve industry knowledge among peers. Venco Venturo offers Venturo Training Services, which offers crane certification courses for crane operators and trainers, on cranes 2,000 pounds and heavier.

With OSHA laws, certification for cranes has been in demand. Offering this training also offers Venco Venturo customers the opportunity to learn about operating and installing Venturo products, which in turn allows them to enhance the upfitters' knowledge of its products and installation methods. It also helps municipalities with any product questions.

Customer service and technical knowledge is a staple of Venco Venturo's operations. With decades of experience and live-person interaction, service to the customer is a priority.

Venco Venturo can meet municipal bid specifications for equipment and pricing. Understanding the process helps place the company in a position to offer multiple options for any size municipality, according to its needs. This will cut out unnecessary expenditures and get the proper use out of equipment, making the user more efficient.

Venturo truck-mounted cranes

Venturo truck-mounted cranes are rugged, high-quality and built to last. Venturo products are highly regarded in the industry and are an excellent value. A family-owned business since 1952, it supplies a broad range of industries with reliable equipment that's made to perform year after year — even in the most demanding environments. Cranes are offered in full hydraulic, electric-hydraulic and mast configurations. Additionally, it offer an array of complete crane packages, including bodies, air compressors, outriggers, pedestals and more.



Venturo cranes are built with pride by skilled craftsmen in Cincinnati, Ohio, and are sold and serviced through a national network of distributors.

Venturo crane service bodies

Venturo crane service bodies are designed and manufactured exclusively for its cranes. They provide the optimum foundation both for the crane and for work trucks. These crane bodies are extremely rugged and durable, built for extensive use and every type of weather condition. Venturo products are built to last and are guaranteed. Purchasers of any new Venturo product covered by warranty receive six years of the most complete coverage available, at no added cost.

Venco hoists

Since 1981 Venco has been providing scissors hoists for commercial and industrial uses. Its rugged hoists are highly regarded in the industry and represent an excellent value. Hoists are offered for pickup trucks and conversion/dump bodies. **M**



The all-new Venturo VC1000 van service crane comes with 1,000 pounds of maximum capacity and 6 feet of reach. (Photo provided)



Each of the carousels feature wooden horses and other animals, expertly carved and then painted. (Photo provided by Carriage House)

'Carousel Capital of the World'

By RAY BALOGH | The Municipal

Binghamton, N.Y.

Noted industrialist and philanthropist George F. Johnson (1857-1948) lived a commitment to both work and recreation.

George F., as he was known, was a partner in the highly successful Endicott-Johnson Shoe Company, which established the Triple Cities of Binghamton, Johnson City and Endicott in New York. At its peak of production, the company employed more than 20,000 workers and produced 52 million shoes a year.

The folks worked hard for low pay, particularly during the Great Depression, but Johnson instituted his Square Deal system of making up for the dismal wages by providing generous and innovative worker benefits. The amenities, many of them available to

the community without charge, included parades, libraries, theaters, swimming pools, parks, a golf course and his most endearing legacy: carousels.

The Triple Cities area, recently redubbed Greater Binghamton, is a 12-mile stretch of municipalities along the Susquehanna River in southern upstate New York consisting of the principal city of Binghamton, population 43,376; 25 towns; 13 villages; five hamlets; and two census-designated places.

Binghamton represents the area as the "Carousel Capital of the World," courtesy of

Johnson's endowments of half a dozen of the festive mainstays dotted across the metropolitan area. He donated the carousels between 1919 and 1934.

"Johnson's commitment to recreation was always more than just good business," reads the carousel brochure available at www.visitbinghamton.org. "He felt carousels contributed to a happy life and would help youngsters grow into strong and useful citizens.

"Because of his own poor childhood, 'George F.' believed carousels should be enjoyed by everyone and insisted that the municipalities never charge money for a magic ride."



George F. Johnson was a partner in the highly successful Endicott-Johnson Shoe Company, which established the Triple Cities of Binghamton, Johnson City and Endicott in New York. Pictured is downtown Binghamton, which is known as the “Carousel Capital of the World.” (Public domain via Wikimedia Commons)



Pictured is Endwell, N.Y.’s Highland Park carousel, which was installed in 1929 and features 36 animals, including a pig and dog. (Kfbillo8 via Wikimedia Commons/<https://creativecommons.org/licenses/by-sa/3.0/deed.en>)

Technically, however, there is a price of admission. Visitors are asked to deposit one piece of litter into a trash barrel before climbing aboard a carousel.

Each carousel has been renovated and is situated prominently in one of the area’s parks. They operate from Memorial Day weekend through Labor Day.

Visitors can earn an “I Rode the Carousel Circuit” button by turning in a card validated by park attendants at each of the carousel locations.

The parks, their addresses and a description of the carousels are listed in the brochure produced by the Greater Binghamton New York Convention and Visitors Bureau:

- C. Fred Johnson Park, Johnson City, hosts the largest of the carousels. Installed in 1923, the carousel features 72 figures, four abreast. The original scenic panels and beveled mirrors have been preserved. The carousel is bedecked with holiday lights between Thanksgiving and Christmas.
- George W. Johnson Park, Endicott, hosts the last of the six carousels to be installed. It operates in its original pavilion — a glass enclosure was added in 1999 — and consists of 36 horses, three abreast, and two chariots. The carousel is host to “Halloween at the Scarousel” in October and “Little Italy Christmas” in December.
- Highland Park, Endwell. Originally located in Endicott, the carousel, donated in 1925, is the only one of the six to be relocated. It features 36 animals, three abreast, including a pig and a dog.
- Recreation Park, Binghamton. The carousel includes 60 jumping horses, four abreast, and chariots. Also included in the pavilion is an original two-roll frame Wurlitzer military band organ with bells. The carousel is host to “Holiday Rides at Rec Park” Saturdays in December.
- Ross Park, Binghamton. The first of the carousels to be donated, it was installed in 1920 and features 60 jumping horses, four abreast, and two chariots, one with carved monkeys. Rides are accompanied by tunes from an original 51-key Wurlitzer organ.
- West Endicott Park, Endicott. The carousel was installed in 1929 and features 36 animals, three abreast, including a pig and a dog. The park is adjacent to the Endicott-Johnson factories.

All six carousels are listed on the New York State Historic Register and the National Register of Historic Places.



Johnson gifted the Greater Binghamton area with carousels with the belief that they would contributed to a happy life and help youngsters grow into strong and useful citizens. Pictured is the West Endicott Park carousel. (Public domain via Wikimedia Commons)


The carousels captured the attention of famed native son Rod Serling, who was born on Christmas 1924, in Syracuse, N.Y., and grew up in Binghamton since the age of 2.

The Recreation Park carousel inspired Serling to write “Walking Distance,” the fifth episode of the iconic “Twilight Zone” series (1959-1964).

The episode stars Gig Young as an overworked ad executive who yearns to return to his childhood and finds himself in his hometown exactly as it was when he left 20 years earlier.

“Walking Distance” was “the most personal story Serling ever wrote, and easily the most sensitive dramatic fantasy in the history of television,” wrote Paul Mandell in *American Cinematographer* magazine.

In 2011, the carousel was outfitted with “weirdly spectacular” panels painted by artist and filmmaker Cortlandt Hull, depicting scenes from “Twilight Zone” episodes “To Serve Man,” “It’s a Good Life,” “Walking Distance,” “Time Enough at Last,” “The Howling Man,” “Living Doll” and “A Stop at Willoughby.”

A bronze plaque on the gazebo floor commemorates Serling. Documentarian Jonathan Napolitano produced “The Carousel,” which chronicles the history and restoration of Serling’s object of inspiration. 

For more information, visit www.binghamton-ny.gov or www.visitbinghamton.org.



Benjamin Riegel

Ware Shoals, S.C.

Ware Shoals, S.C., came about because of the opportunistic foresight of a highly successful and extremely generous industrialist.

The town of 2,164 began as did many municipalities back the in day: with a commercial enterprise fortuitously planted on the shores of a scenic river that also provided power, transportation and sustenance for families of settlers.

Ware Shoals' aquatic lifeline was the Saluda River, which winds for 200 miles through northern and western South Carolina.

In the early 19th century, William Ware operated a waterwheel grist mill on the river and entrepreneur Nat Dial began a project to dam the river to power a cotton plant.

Dial ran out of money and Benjamin D. Riegel (1878-1941), the founder of Ware Shoals, purchased the project, completing construction of a power plant in 1904. Two years later, he built a state-of-the-art textile mill.

During the next decade, the population of Ware Shoals burgeoned from the two men maintaining the power plant to 2,000, most of whom worked at the mill. Parlaying his success, Riegel constructed a new mill in 1916, containing 70,200 spindles and 1,300 looms.

By 1920, the mill was responsible for providing a new school; infrastructure, including electric lights and water and sewer systems; paved streets; a downtown plaza; and a community center. Riegel's business, the Ware Shoals Manufacturing Company, operated a department store — complete with soda fountain and grocery outlet — as well as a bank, railway, ice factory, cotton gin and cotton seed oil mill.

Katherine Hall, named for Riegel's only child, opened Nov. 3, 1913, and was used as a movie theater, community library, Masonic lodge, pool hall and teen canteen and provided showers and dressing rooms for the adjoining public swimming pool.

The ornate building was modern for its time, including the then rare amenity of indoor plumbing. Mill workers were encouraged to use the gym and shower facilities after their workday.

Water fountains enhanced the decor, and the 500-seat auditorium hosted plays, live entertainment and movies. Roy Rogers, Tex Ritter and other headliners performed at Katherine Hall.

The town's civic clubs were housed in the building, which also contained a kitchen and dining hall for group events.

A school building erected in 1926 is still used as the local high school and remains one of the oldest school buildings in South Carolina.

Riegel also built a row of brick apartments for his employees, a hospital and a dormitory for the single women working for his glove mill.

A golf course and tavern soon followed.

Remarkably, much of the construction occurred during the Great Depression, a testimony to Riegel's business acumen and personal determination to provide a good life for those under his charge. **M**

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“Telematics will continue to be a priority and those who have not yet embraced this field of vehicular technology and telecommunications probably soon will, according to most fleet experts. In fact, with the reported consolidation of several telematics vendors in 2016, this may be a great year to incorporate this technology into your fleet.”

Read the full story on page 30

By the numbers

\$3.3 million

The amount the city of Olathe, Kan., and Johnson County will be paying to construct a CNG station in order to meet the needs of their growing fleets.

See story about maintaining CNG stations on page 20.



The sale of small sport utility vehicles and crossover vehicles increased by this percent in 2016 to 2.73 million.

See story on page 30.



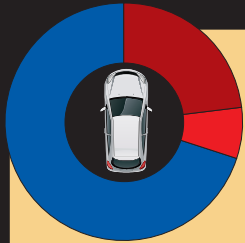
Lancaster, Pa., was able to purchase 10 vehicles rather than the original five it was planning on by utilizing a tax-exempt municipal lease option.

See story on page 28.

**\$50,000**

La Crosse, Wis., has saved this amount per year in fuel costs after using bi-fuel propane conversion kits to retrofit its squad cars.

See story on page 24.

**60 months**

A study by Tacoma, Wash., and Mercury Associates found that assigned vehicles on average lasted this length of time compared to the **20-26 months** that shared vehicles lasted.

See story on page 34.

One-Third

Speeding has factored into this amount of U.S. crash deaths every year since 2005. Speeding, according to NAFA, isn't just going faster than the posted limit; it can happen anytime a driver goes faster than road and/or weather conditions allow.

Source: www.nafa.org

\$167,393

Augusta, Ga., will save this amount in 2017 by taking underused vehicles off a routine maintenance schedule with First Vehicle Services —the city's contracted maintenance shop.



Source: chronicle.augusta.com/news/2017-01-13/city-trims-vehicle-maintenance-bill

24,000

The number of electric vehicles that the cities of San Francisco, Calif.; Portland, Ore.; Los Angeles, Calif.; and Seattle, Wash., hope to purchase or lease in the coming years as part of their larger efforts to reduce carbon emissions.

Source: www.sfexaminer.com/mayor-lee-joins-3-west-coast-cities-calling-municipal-electric-vehicles/





A maintained CNG station is vital to keep a fleet running

By **BARB SIEMINSKI** | The Municipal

CNG HAS BEEN HOLDING ITS own as a popular alternative fuel choice for city fleets. In order to keep city vehicles running smoothly on CNG while also saving money in the long run, many cities are investing in CNG stations, often working with private entities or other local jurisdictions to do so. In October 2016, for example, the city council of Olathe, Kan., approved a \$3.3 million CNG station that will be built at its public works facility. The city will pay two-thirds of the construction

cost, with Johnson County, which is partnering with the city, paying the rest. Olathe also plans to pay \$525,000 for station equipment, using state grants. Actual construction was expected to begin in February of this year and will benefit the growing fleets of both Olathe and Johnson County.

With the sheer size of investment that goes into a CNG station, fleet managers will undoubtedly want to keep them in shipshape, especially since a well-maintained station can prolong the lifespan of fleet vehicles.

John Colby, ZJT Consulting, IT director for the city of Milton, Fla., a city of approximately 9,323, shared some information about his city's CNG station.

"The CNG station at the City of Milton is open 24/7 with (credit card payments) — Visa/MasterCard/Discover, plus the fleet card," Colby said, adding that the cost of CNG fuel is \$1.95 per gallon.

"Note that this is the equivalent of a gallon (of gas) that now is \$2.45 per gallon on average, so yes, it's cheaper."

LEFT: Preventative maintenance, like with any other fuel station, is key to maintaining natural gas stations, making it important to follow manufacturer guidelines. (Shutterstock.com)



Pictured are tanks at the city of Milton, Fla.'s CNG station. (Photo provided by city of Milton)

"The city has two compressors at the site that compresses natural gas into compressed natural gas and dispenses it 3,200 pounds per square inch and 3,600 psi. We also have bottled CNG for older vehicles that need a lower pressure."

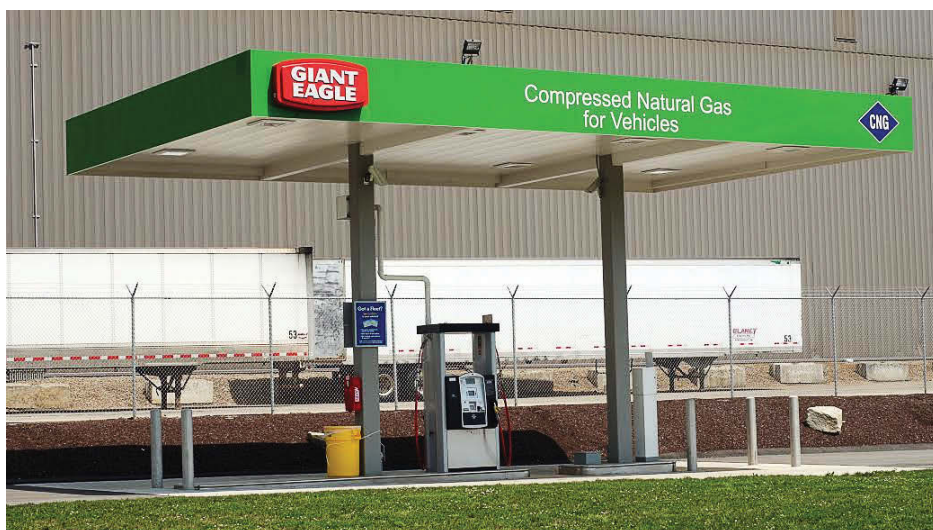
As for maintaining the station, said Colby, the only challenges they have are the same that normal gas stations have. "That includes equipment failures, electrical breaker resets and so on. We maintain the equipment and have to occasionally call repair folks to repair the gear."

Bill Davis, director of National Alternative Fuels Training Consortium in West Virginia, agreed.

"Some of the same things you would do for any fueling station, including checking the equipment and doing necessary maintenance at the CNG locations," Davis said.

"First, you have to do preventative maintenance on your equipment. Pay attention to whatever the manufacturer calls for, but especially cleaning and draining filters, lubing valves when necessary, changing desiccant for the system, checking oil in the compressor, keeping your dispensing station prepared and doing the required inspections per codes and regulations," he added.

On the West Coast, the city of Covina, Calif., made the investment in a CNG station in 1993, with the station being constructed using grant funds from the South Coast Air Quality



ABOVE: Contrary to old myths, compressed natural gas stations are just as safe as any fueling station and even need a lot of the same types of maintenance, too. (Photo provided by National Alternative Fuels Training Consortium)



Most CNG stations are open 24/7 with both public and private stations, proving convenient for not only city fleets, but the public, too. (Photo provided by National Alternative Fuels Training Consortium)

Management District's Assembly Bill 2766 Subvention Funds; it became the first city-owned CNG station in its region. Upgrades, however, became a necessity to modernize it since its construction.

According to the city's website, this upgrade included "a new compressor and storage vessel and the addition of a new 3,600 psi fueling dispenser that will allow station users with a 3,600 psi tank to obtain a 100 percent fill during fueling." The new equipment made it possible to provide newer vehicles

with a full fill. The current fueling dispenser that fills 3,000 psi was kept to accommodate "legacy station users" who have older vehicles with 3,000 psi tanks, at least until their tanks expire.


Overall the project cost approximately \$666,200, with funding coming from AB 2,766 and Mobile Source Air Pollution Reduction Review Committee, which offered matching grant funds. The balance was borrowed from the city's equipment fund and will be repaid from yearly AB 2,766 grant receipts. ►

CNG stations are as safe as any fueling station, Davis said, but they are different and employees need to understand the differences if they are working with them.

"They are not 'bombs' as some old myths led people to believe," he said. "There have been no explosions of CNG stations or serious incidents with them. They are safer when fueling than using gasoline or diesel as they are a closed system, and you do not have the fumes emanating from the gas tank."

Most of the CNG stations Davis has had experience with are open continuously. They have both public and private stations in the area that are open around the clock, and most of them have control units that refill the storage array as it depletes.

"In some cases, because of how refueling takes place, fleet stations may schedule their filling of vehicles and then replenishment of the storage array," said Davis.

For information and case studies on CNG and other alternative fuels, visit the U.S. Department of Energy's Alternative Fuels Data Center at <http://www.afdc.energy.gov/case>. 



CNG is safer when fueling than gasoline or diesel since it uses a closed system, meaning no fumes are emanating from the gas tank. (Photo provided by National Alternative Fuels Training Consortium)



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The propane proposition — *Why communities are making the switch*

By JULIE YOUNG | The Municipal

With gas prices on the rise once again, concerned communities hoping to combat rate increases are looking for ways in which to fuel their fleets without busting their budgets. While some municipalities choose to invest in fuel-efficient, low-impact vehicles, others are turning to alternative fuel sources such as electric power, compressed natural gas, biodiesel and propane in order to save money.

Propane, or liquefied petroleum gas as it is more commonly known, is considered to be an alternative fuel under the Energy Policy

Act of 1992. It is an odorless, non-toxic, clean-burning and high-efficiency product that is comparable to traditional gas in terms of

performance, but one that comes with certain economic advantages for municipal fleets. According to the Propane Education & Research Council, there are nearly 150,000 propane vehicles currently functioning on U.S. roads and a fair number of them include municipal trucks, school buses, taxis and squad cars.

"I'm not sure why anyone would not want to invest in propane," said Chief of Police Ron Tischer, with the city of La Crosse, Wis. "Budgets are tight and we must find a way to reduce costs."

LEFT: Special decals on the retrofitted La Crosse squad cars highlight the police department's efforts to be environmentally friendly and save money. The city of La Crosse as a whole has a big commitment to the environment, which guided the police department's decision to retrofit its squad cars using bi-fuel propane conversion kits. (Photo provided)

RIGHT: La Crosse, Wis., Police Department hosted a press conference in 2009 to announce it would be retrofitting its squad cars using bi-fuel propane conversion kits. It was a decision in line with the department's proactive approach to seeking out the latest innovations and technologies that can help save money. (Photo provided)

Understanding the mechanics

Propane vehicles are nothing new. In fact, they have been widely used and improved upon over the past few decades and continue to gain ground as communities seek out more eco-friendly and cost-effective fuel solutions. While there is an upfront cost—a few thousand per car—to converting the vehicles over to propane, it is an investment that can be recouped in about a year through environmental benefits, fuel savings and lower maintenance costs. The systems have low carbon and low oil contamination, which results in an extended engine life.

Tischer said his department has always taken a proactive approach when it comes to seeking out the latest innovations and technologies that can help save a few dollars here and there. The community as a whole has a big commitment to the environment, and when looking for a fuel alternative, both issues were taken into consideration. It was determined that bi-fuel propane conversion kits made the most sense while meeting the city's exacting criteria, and in 2009 the department began the process of retrofitting the cars. By May 2016 all of the cars had made the transition.

Unlike a dedicated propane vehicle, which runs exclusively on an alternative fuel, a bi-fuel propane tank is one that ignites the engine with traditional gas and then transitions to propane after the vehicle is in operation. It is a seamless transition that the operator does not notice. However, La Crosse officers who have used these patrol cars said the propane provides a smoother ride, emits



A La Crosse, Wis., police officer fuels his bi-fuel squad car with propane. The department has enjoyed many benefits since retrofitting its fleet to bi-fuel propane. (Photo provided)

less air pollution into the atmosphere and saves plenty of money in fuel costs throughout the year. Propane also performs well in cold weather climates that often experience issues with liquid fuel and cold starts during periods of inclement weather.

"The advantages (of using propane) are a savings of over \$50,000 per year in fuel costs, the seamless transition from propane to gas while the car is in operation and a consistent performance level regardless of which fuel is being used," Tischer said.

Municipal impact

Across the country, a number of communities are embracing propane-powered vehicles and tout the fuel's benefits. Since 2003, the Zeeland Public School District in Michigan, which transports 9,000 students about 750,000 miles per year, had been using biodiesel to fire up the majority of its school buses, but after learning more about propane and the advantages associated with it, school officials decided to give it a try. Dave Meeuwssen, transportation director for the ►

Zeeland Public Schools, said the district bought nine new Blue Bird Propane-Powered Vision school buses in 2010 and has shaved 30 percent off its budget.

"The buses fueled by propane autogas fit into the environmental standard we are trying to accomplish here at Zeeland," said Meeuwssen in a comment for the Propane Education & Research Council. "The continued support and positive feedback the buses have garnered from staff, students and the community also will influence the future of the school district's green fleet."

Other communities that have made successful transitions to propane include the King County Department of Transportation in Washington, the Indiana Department of Transportation and the Muscogee County Police Department in Columbus, Ga., which, like La Crosse, converted several of its police cars to propane. Cobb County, Ga., did something similar using a federal stimulus grant.

"Any vehicle can be converted to propane usage no matter if it is a pickup truck used by



Pictured is one of the propane tanks that was added to La Crosse, Wis., Police Department's squad cars. Beyond being greener, propane has also saved the department money. (Photo provided)

another city department or a fleet of vehicles," Tischer said. "The more propane used, the cheaper the costs."

As more and more communities look for ways in which to save while being environmentally conscientious, the trend suggests that more of them will continue to turn to propane to power their fleets. Tischer said as long as

there are cost savings and municipalities committed to supporting a cleaner burning fuel source, it is fiscally sound to consider propane.

"Propane or alternative fuel vehicles are here to stay and their performance and reliability are continuing to improve. If the costs work out, it only makes sense to utilize these types of vehicles," he said. **M**

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In most cases, leasing offers a debt instrument for municipalities to leverage cash to close the backlog of vehicles that require replacing. Buying, however, offers its own benefits, such as rotating the equipment from high-end users to lower-end users as it ages. (Shutterstock.com)

Buying or leasing, the answer depends on your city

by SARAH WRIGHT | The Municipal

IT'S GOING TO HAPPEN EVENTUALLY: The vehicles composing your fleet are going to cost you more than they are worth, meaning the replacement cycle begins anew. Fleet managers have long used the economic theory of vehicle replacement to determine where capital and operating costs cross, thus finding the optimum economic point for replacement. Once that point is reached, cities will need to lay out their options for financing in addition to whether or not they will buy or lease their new vehicles or pieces of equipment. Both routes offer different advantages.

Chris Mayhew, with National Cooperative Leasing, noted leasing can be a sound fleet acquisition strategy. "Of course each municipality is different and each will need to look at its current vehicle cycling timetable, but in most cases, leasing offers a debt instrument for municipalities to leverage cash to close the backlog of vehicles that require replacing."

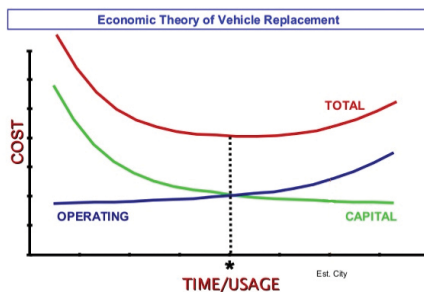
Leasing is a viable option for any fleet vehicle, Mayhew added. "Any fleet vehicle that is on the road, or for that matter, any other essential use equipment needed by the municipality is ideal for leasing or municipal lease purchase. At NCL, we help

municipalities acquire everything from equipment to servers to artificial turf. Leasing is a means to leverage cash on hand to greatly increase the purchase power for the municipality."

Perhaps one of the greatest advantages of leasing is the range of options available to municipalities, such as a terminal rent adjustment clause, fair market value leases, operating lease and more. However, with so many options, Mayhew advised, "There are many different types of leases and working with an experienced municipal leasing



Faced with a lower tax revenue base and a constrained budget, Lancaster, Pa., utilized a tax-exempt municipal lease option to increase the buying power of its current budget to purchase 10 vehicles instead of five. (Felix Lipov/Shutterstock.com)



The economic theory of vehicle replacement helps determine where capital and operating costs cross, thus finding the optimum economic point for fleet vehicle replacement. (Photo provided)

organization that has experience with state regulations is important.”

The municipal funding company handling the financing will be able to work with the agency to determine which of these leasing options work best and meet the city’s economic goals.

“The tax-exempt municipal lease is a purchase option for municipalities and is very popular for all essential-use equipment, including fleet vehicles,” Mayhew said. “A

tax-exempt lease is a debt instrument like a bond, but the interest incurred is tax exempt. This offers the agency a lower rate, and there is no voter referendum required.”

As for another benefit of tax-exempt leasing, Mayhew said, “While leasing is forbidden in some state bylaws, this municipal-only funding option can be used in every state. The key ingredient for this funding is the ‘non-appropriation clause’ that gives government jurisdiction the flexibility of canceling the contract at the end of any fiscal year if funds are not appropriated and return the vehicle.”

Tax-exempt municipal leasing came in handy for the city of Lancaster, Pa., with Mayhew noting the city was faced with a lower tax revenue base and a constrained budget, which forced it to extend the life of its passenger vehicles and trucks.

“The city was looking for a funding option that would allow it to replace a greater number of vehicles and eliminate the rising maintenance costs from older vehicles,” Mayhew said. “Through the National Joint Powers Alliance contract, Lancaster came to NCL for advice. We found that utilizing a tax-exempt municipal lease option

increased the buying power of its current budget to purchase 10 vehicles instead of the original five they were planning on. The procurement process was fast, easy and efficient with no requirement for the city to get voter approval.”

Another way to get the most bang for one’s buck — while also meeting any state requirement — is to open the way for competition. Mayhew pointed out, “Just like purchasing equipment from a cooperative contract, many agencies now are requesting that the leasing they choose also be competitively bid. This way they can rest assure that both the equipment and the financing are competitively bid and meet state requirements for procurement.”

Buying, of course, remains a tried-and-true option, with Mayhew stating, “It comes down to the analysis on the total cost of ownership. For some agencies, it makes sense to buy equipment that they want to keep for a longer period of time, and they do not want any of the possible restrictions for mileage or hourly use. They can rotate the equipment from high-end users to lower-end users as it ages. Once the vehicle has seen its full user rotation schedule, it can be sold.” M



This compressed natural gas station in Columbus, Ohio, was opened in April 2012 and is used by the city and the general public. Columbus plans to build a third CNG station this year. (Photo provided)



Pictured is the Columbus, Ohio, Fleet Maintenance Operations Facility. Columbus Fleet Manager Kelly Reagan was named the 2016 Fleet Manager of the Year for the technology and business plans put into use by the department. Reagan was the highest-scoring fleet manager in 10 criteria. (Photo provided)

Technology, cost savings continue to trend in 2017 for fleet management

By DENISE FEDOROW | The Municipal

Ways to increase efficiency — of vehicles, of drivers and of fuel — will continue to be a priority of fleet managers nationwide in 2017. Two things that are driving this continuing trend are finances and the environment.

Telematics will continue to be a priority and those who have not yet embraced this field of vehicular technology and telecommunications probably soon will, according to most fleet experts. In fact, with the reported consolidation of several telematics vendors in 2016, this may be a great year to incorporate this technology into your fleet.

The consolidation of telematic companies like Verizon acquiring Telogis and Fleetmatics this past summer is expected to bring more features, more standardization of features and personnel to analyze the data.

Some of the benefits of incorporating telematics into your fleet, according to Fleetmatics, include:

- Increased profits by real-time fleet monitoring: Always know where your vehicles are.
- A decrease of fleet expense: Reduce breakdowns by being able to better monitor vehicle maintenance.
- Improved fuel efficiency: The fuel tracking app can improve fuel efficiency by reducing vehicle speed, decreasing idling and improving routing and dispatching.
- Reduced labor costs: The “hours worked” report shows a daily actual start to finish time, hours worked and days worked.



- Increased safety: Telematics also keeps fleets safe and secure by reducing unauthorized vehicle use and the ability to quickly recover vehicles that are stolen.
- Improved customer service: It allows the ability to respond quickly to customer calls and emergencies.

Also creating more demand for telematics are the federal regulations going into effect, one of which is the ELD, or electronic logging device, mandate. Advanced Driver Assistance Systems are expected to continue to double every year.

Electrical vehicles and alternative fuels

Electric vehicles may finally be gaining ground — if not for the general public at least in fleet management.

Doyle Sumrall, managing director of National Truck Equipment Association, said there are many possibilities and opportunities in technology.

“To name a few, electrification of systems, electric vehicles and renewable diesel, stop-start systems, extended-range EVs, propane and natural gas,” Sumrall said.

He added that the longer range fuel cells will likely make electric vehicles more widespread and added that driver training and electronic control to help regulate fuel usage may be at the top of priorities.

“With these advancements comes the need for careful analysis and consideration,” Sumrall said.

The city of Columbus, Ohio — which had its fleet manager Kelly Reagan named Fleet Manager of the Year for 2016 — has a Smart Cities Electrification Project, that will be a top priority for 2017.

“We are working to identify vehicle usage that has a duty cycle where a like electric vehicle could be put in its place. We also are working with our team to install electric vehicle charging infrastructure,” John King, fleet operations manager for Columbus, said.

Other alternative fuels are being more widely used, too, as municipalities are taking a proactive stance to the inevitability of fuel costs rising again. King said Columbus continues to increase its compressed natural gas infrastructure. He said the city is building its third CNG station for city and general public use.

“We continue to purchase heavy-duty vehicles that run on dedicated CNG and look to have close to 300 CNG-dedicated vehicles by the end of 2017,” King said.

Some of Columbus’ other priorities for 2017 include “vehicle right cycling” to appropriately fund and replace vehicles appropriately in addition to training and testing technicians to learn the new technologies and gain certifications such as ASE, EVT and CNG tank inspectors.

Christopher Lyon, NTEA director of fleet relations, said, “In the current climate of low conventional fuel prices, many fleets find it difficult to justify the increased costs of

Attendees to the 2016 The Work Truck Show attend an OEM chassis session where they learned about key updates. The conference also included The Green Truck Summit, where attendees learn about federal regulations, alternative fuels and more. This year’s conference will be held March 14-17 in Indianapolis, Ind. (Photo provided by NTEA)

alternative fuels. Those that haven’t already made such commitments are often reactive to the fuel market — meaning, they will take action when the market dictates substantial savings. Fleets that are using alternative fuels and those that put a value on reduced emissions continue to invest in this area.”

The Department of Energy is funding the EV Smart Fleets Initiative through the Clean Cities Program. EV Smart Fleets strives to address the need to accelerate electric vehicle adoption by public fleets. It also seeks to lower the purchase price of EVs by 15 percent through volume purchasing and creative financing and increase access to a wider range of EV models.

Environmental concerns

The Environmental Protection Agency, working with the National Highway Traffic Safety Administration and California — plus input from major automotive manufacturers — devised regulations to create a “zero emissions” policy. ►

Phase II of the policy relates to greenhouse gases and aims to reduce CO₂ emissions.

When asked if zero emission was a realistic goal, Sumrall responded that it was. "Today there are many viable options to move toward an envisioned future of zero-emission commercial vehicles. With collaboration between key stakeholders, industry and government, we can continue to identify ways to significantly reduce greenhouse gas and criteria pollutant reduction."

Sumrall said events like the NTEA's sponsored Green Truck Summit, which is held annually in conjunction with The Work Truck Show, provides an international forum on strategies to move toward achieving the clean energy objectives.

In a press release for the Green Truck Summit, Sumrall was quoted as saying, "Selecting clean technologies and fuel investments are challenging long-term commitments and many operation decisions have to align with these decisions. When you factor in the unknowns of the longevity of low fuel costs and a new U.S. administration, this year's Green Truck Summit will be more impactful, informative and fascinating than ever."

He also noted, "NO_x reduction may be the next issue the industry will need to address, as California and other states have zero-emission (or all electric) objectives. However, although electrification of systems on work trucks are gaining ground and showing great benefits in idle reduction, traction drive is not a viable plan yet for most vocational trucks."



Columbus, Ohio's, fleet operation — which also oversees the police department's fleet — has been recognized for the steps taken to be more environmentally conscious and fuel efficient. (Photo provided)

Sales of small sports utility vehicles and crossover vehicles increased by 4 percent in 2016 to 2.73 million, and they are finding their way into commercial and municipal fleets as well because of the increased fuel efficiency and greater cargo space this type of vehicles provide.

Other notable concerns

Regulations and the cost to comply with those regulations are the biggest concerns for fleet managers, according to Lyon.







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Pictured is one of the Columbus, Ohio's, street department vehicles. The city is taking part in programs to use alternative fuels and electric vehicles in order to comply with federal regulations and for the betterment of the city. (Photo provided)

"Although government and society have called for decreased emissions, fleets feel more pressure as this normally correlates with substantial cost increases. Fuel price volatility is also a key concern," Lyon said.

He said the new Federal Motor Vehicle Safety Standard 111 rear visibility field of view regulations — applicable for vehicles with a 10,000-pound gross vehicle weight or less — will phase in for vehicles starting May of this year and be required for vehicles manufactured beginning in May 2018.

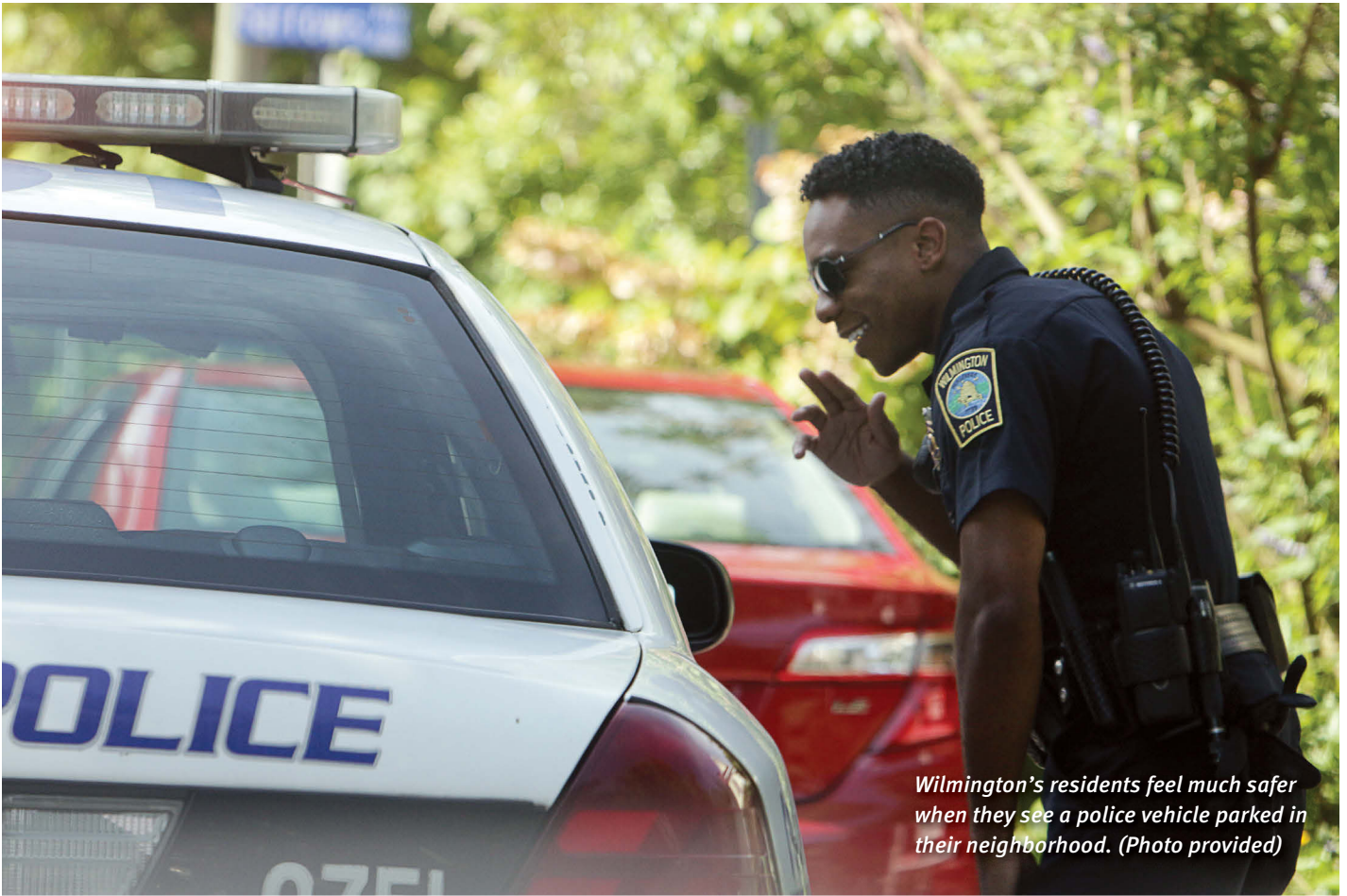
"Cost control is a top priority for fleet managers," said Lyon. "During the economic downturn, many were forced to find ways to cut costs simply because resources were not available. Moving ahead several years, this took a toll on equipment as replacements were deferred."

Lyon said for many fleet operators it caused a "cascade effect" for capital improvements and increased maintenance costs and many are still in a "catch-up phase."

When asked how fleet operators justify the rising expenses, Lyon replied that it is a challenge.

"Although fleet managers continue to streamline their operations, it comes down to services provided, especially in government settings where most fleets have become substantially leaner," Lyon said. "To continue cost cutting would require a reduction in services. Citing increased emissions regulations often helps justify cost increases. It is widely agreed that conventional fuel prices will rise in the future, so fleets that have adopted alternative fuels continue to rationalize added expense for future savings." M

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Wilmington's residents feel much safer when they see a police vehicle parked in their neighborhood. (Photo provided)

Benefits of take-home vehicles and keeping the program in its prime

by ELISA WALKER | The Municipal

The take-home vehicle program isn't a new concept to municipalities, but maintaining a good budget with clear policies is a never-ending job. Wilmington, N.C., is one of very few municipalities to have a commendable audit in 2016, which leads to the question, what are they doing right?

"The only issue I've seen with the program is the need to have a policy that is more black and white," explained Communications Manager Malissa Talbert. "We have an audit program citywide to look at our resources and to make sure we are following city procedures effectively. There's accountability on all levels. I think the main reason our audits have been good is because we do have those levels of accountability along with those policies and procedures in place. They're clear as they can be. We have very good resources, so the staff does the best they can with what they have."

"Even if you have to go back and change it, you have to start with a policy in place. Make it as clear as possible. Make sure all the staff knows about it. Our officers really appreciate this program for many reasons. We've had to learn, but it's been good."

The Wilmington Fire Department has been taking home vehicles for decades but policies were revisited and rewritten in 2016, for all city employees. While the police department has over 200 vehicles, the fire department has 16 for primarily fire investigators and travelers.



Wilmington's qualifications for being allowed to participate in the take-home vehicle program is that an officer must have at least two years of service. (Photo provided)

"We think we're more efficient and effective with personnel who are taking cars home," commented Public Information Officer David Hines with the fire department. "They don't need to come back if there's an emergency, they can go directly to the scene with most of the necessary equipment in their take-home vehicle."

Some day-to-day operations wouldn't always require officials to report back to their office, and with some days ending closer towards home, that creates opportunities for better fuel conservation.

"A couple of our training officers had taken our vehicles," explained Hines. "A lot of times, their days might start at the training grounds outside the county. Our inspectors may have an early morning inspection that could be right down the road from their house. It doesn't make sense to drive all the way to the station to switch cars. We think the vehicles are maintained better when we say it's their vehicle. The more you drive it, the more you know it and the better you can figure out if something's wrong with it. I would say to trust your people. Tell them what your expectations are, give them guidelines and then trust them."

While there are the possibilities of issues arising due to misuse, there are procedures in place to ensure proper admonition occurs. If an employee receives a speeding ticket while driving a city vehicle on or off the clock, they would have to pay the ticket themselves. Accident cases are also observed thoroughly and individually by a safety compliance officer, though Wilmington hasn't had very many issues with irresponsibility.

Talbert said that the city has been more efficient and the program poses as a nice recruitment tool for officers even though certain qualifications are to be met before a vehicle can be taken home by someone.

While Wilmington experienced an initial cost at the beginning, the following years have offset the cost of the cars in the city's airtight budget. Wilmington stretches every dollar as far as possible but has never considered the need to create a policy that requires a fee from city employees to take home a vehicle.

"I would definitely look at other municipalities who have this (program) and learn from them," advised Talbert. "Learn about what they are doing right and what mistakes they've made. Our officers really appreciate this program for many reasons. We've had to learn some things, but it's been good."

Several municipalities who take part in the take-home vehicle program experience better crime prevention, longer lifespan in vehicles, a decrease in overtime, quicker response times with better preparedness and savings in tax dollars.

A comprehensive study by Tacoma, Wash., and its outside consulting firm, Mercury Associates, compared a fleet of 30 take-home assigned vehicles to a pool of 34 unassigned vehicles for eight years. During this study it was discovered that:

- On average, shared vehicles lasted only 20-26 months while assigned vehicles lasted 60 months. ▶

- The study found massive reductions in accident and damage repair costs. Shared vehicles would reach up to \$8,400 a year while assigned vehicles went up to \$1,375.
- There is not only an increase for backup potential within police departments but a higher morale amongst employees.

Why the city may not be seeing benefits

Municipalities that have imposed a fee for the take-home vehicle program appear to have done so in reaction to employees misusing vehicles for personal errands. While a few errands are excusable in unforeseen circumstances, overuse stresses the budget.

Indianapolis and Evansville, Ind., found an excessive amount of officers using city vehicles for personal use, which would drive up the wear on the vehicle as well as the fuel cost that has already been worked into the city's budget. In examining the rising costs, both cities found the need for policy changes.

The policy implemented required different fees for in-county and outer-county officers who still wished to have a take-home car yet also be able to use it for personal use. The fees ranged from \$65 to \$146 a month in Indianapolis with a small amount of officers waived. A 2012, article reported that in Evansville in-county officers are charged \$260 per year and outer-county officers were charged \$494.

Misuse of city vehicles can occur when there is a lack of strong monitoring on employees. With vigilance, attention to detail, clear policies and sharp accountability on all levels, a city could face better outcomes with its take-home vehicle program. **M**



Vehicle maintenance at regular intervals is mandatory in Wilmington, N.C., to preserve the vehicular quality; additionally, employees can only drive as far as a 15-mile radius outside city limits. (Photo provided)



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Q&A with Kent State University Fleet Superintendent John Croop

By ANNE MEYER BYLER | The Municipal

Kent State University Fleet Superintendent John Croop has the unusual background of once being a police officer. Immediately before his current position he was assistant fleet manager for a sheriff's office and before that he was a police officer with the duties of fleet manager. Below he shares his experiences in fleet management, vitalness of networking and his tips for fellow fleet managers:

Q. What led to your transition to fleet management?

A: MY TRANSITION TO FLEET WAS A natural progression. I trained and worked as an automotive technician for several years after high school. Approximately six years after joining the Ravenna, Ohio, Police Department as a patrolman, I was assigned the extra duty of fleet management. Taking on the assignment, as a trained automotive technician, I saw the shortcomings with an outsourced repair system. I was able to assure that repairs were completed properly. With my personal oversight and knowledge, I was able to ensure that the police department was getting what we paid for. All too often private vendors take advantage of government entities thinking they are a bottomless pit of cash.

After serving in this capacity for a short time, I read an article that mentioned NAFA. I made contact and joined the organization and started my professional network. I actively would seek out any and all information on efficient, effective best practices in fleet management. This network is probably one of the most important benefits of my career in fleet management.

Q. Was there any particular training that you took as you went from police officer to fleet management? (Or first went into fleet management?)

A: IN PARTICULAR, MY TRAINING AND certification through NAFA. But any and all classes as they pertain to fleet management and operations.

As a side note, until March 2014 I maintained my position of sworn peace officer in the state of Ohio, completing 34 years of service. So, in effect, I have carried a trade — Master Certified Automotive Technician — and two professions — Certified Automotive Fleet Manager and sworn peace officer — for the majority of my adult life.

Q. Given the broad range of vehicles in the fleet — including agricultural tractors, dump trucks, electric carts and vehicles, weed eaters, mowers, construction equipment, police vehicles, and medium-duty trucks — how has your planned cross-training of workers gone?

A: CROSS-TRAINING IS GOING WELL. Some of the hands-on training is limited in availability. So a lot of it is technicians reading online manuals and learning as they go. I am working on securing some hands-on training for primarily the automotive side of hybrid vehicles; this would



Kent State University Fleet Superintendent John Croop (Photo provided by John Croop)

be hybrid-focused training for mechanics in the shop.

We have hybrids and electric carts and low-speed vehicles. We are examining expanding our fleet electrically. With the arrival of the Chevrolet Bolt model, we are moving more in that direction. We are purchasing some new electric vehicles, but still not as many as gas-powered ones in this coming year.

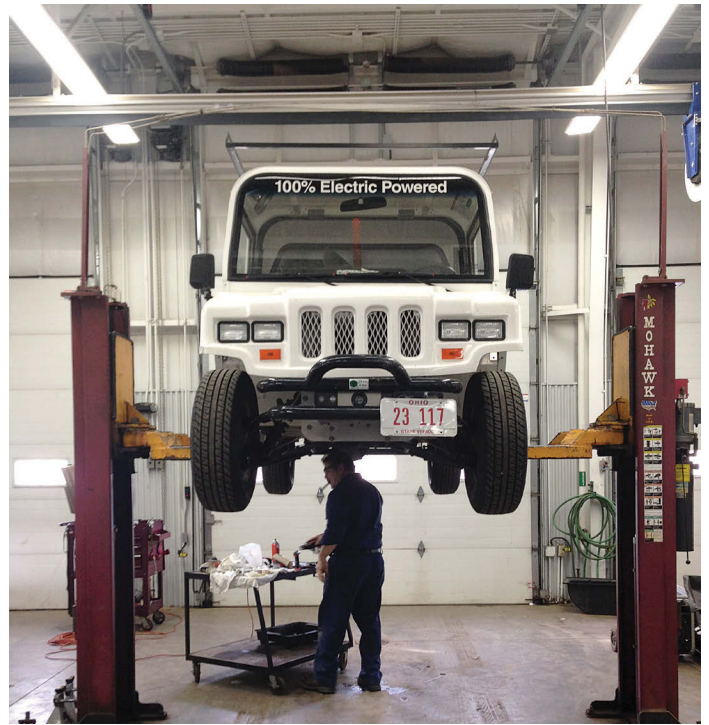
Maintenance in hybrids concerns the internal combustion engine. On the electric side of vehicles, there's not a lot of maintenance. The life cycle is about the same as gas-powered vehicles. With the current low price of gasoline, the cost of electric vehicles is not recouped as quickly as when gasoline costs were higher.

Q. How many vehicles are you in charge of?

A: THE NUMBER OF LICENSED VEHICLES in the fleet is 220. We also have 650 pieces of equipment on top of that — weed eaters, mowers, ag tractors, generators, etc.



Kent State University Fleet Superintendent John Croop received his start in fleet management first as a patrolman with the extra duty of fleet management. Now he oversees Kent State's 220 licensed vehicles. (Photo provided by John Croop)



Cross-training and securing hands-on training for the automotive side of hybrid vehicles for his technicians has been important to Croop, particularly since Kent State University has hybrids and electric carts and low-speed vehicles and plans to expand its fleet electrically. (Photo provided by John Croop)

Q. What is your greatest challenge in fleet management?

A: DATA COLLECTION AND MANAGEMENT in our fleet management system is difficult. We work with software called FAMIS, which is not fleet management software. A system more designed for fleet management would be much more functional for what we do here. On the cutting edge are AssetWorks, FASTER and Fleet Commander.

Q. What steps have you taken that you feel best about?

A: I HAVE FELT BEST ABOUT REEXAMINING maintenance intervals and adjusting them accordingly.

I also combined our fleets parts warehouse with a parts warehouse located elsewhere on the property. This saves technicians time to procure certain parts, which had been a big time waster.

We are just beginning a contracted fleet consulting service provided by Mercury and Associates. This is a fleet consulting

and review. They will provide a complete overview and forensic dissection of our fleet and where we are. This will be compared to where we should be in terms of other fleets and industry standards.

Q. What are some things you liked about municipal fleet management?

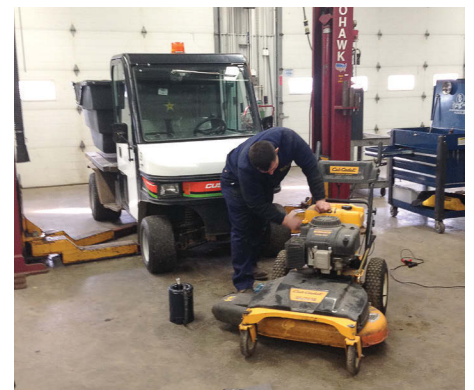
A: THE VARIETY. EVERY DAY IS DIFFERENT with multiple different pieces of equipment. Every day's demands are prioritized differently on a daily basis.

The structure of the governmental fleet environment.

That the most important thing was that I got to play a role in providing the most cost-effective service to the taxpayers.

Q. What advice would you give to fleet managers in cities?

A: DON'T BECOME BLINDED BY ANY ONE function. Step out of the box on occasion and get the 30,000-foot view of your operation.



Kent State's fleet services also maintains 650 pieces of equipment including weed eaters, mowers, ag tractors, generators and more. (Photo provided by John Croop)

Network with your peers. Become involved in fleet associations. Find out what others are doing. That network has been very valuable to me.

Don't lose touch with the people on the shop floor. Walk the shop floor daily and touch base with the technicians there. **M**

Bike sharing:

The newest alternative in public transportation

by NICHOLETTE HODGSON | The Municipal

Bike share programs are sweeping the nation as a more active and healthy way to get around without having to bring a bicycle. These programs allow both residents and visitors to rent a bike for recreation, sightseeing, errands and the like for a few hours a day for a simple fee. One simply has to open the free phone app, enter credit card information, receive a code to unlock the key and use the key to unlock the bike. The bike can then be returned to any station throughout the city when the ride is complete.

Alpharetta, Ga., model

According to Amy Rickman, the marketing and accreditation coordinator at the city of Alpharetta Recreation and Parks Department, the bike share program in Alpharetta was introduced by Mayor David Belle-Isle after seeing success with similar programs in other cities, such as the one in Smyrna, Ga. After sending out various proposal requests, Zagster was chosen to be contracted as the city's partner in the implementation of the program. The Alpharetta Parks Department is the primary contact with Zagster; however, the mayor, council and other city departments are kept updated as to major program updates, such as the new station launch dates.

The responsibilities of the program are shared between the city and Zagster. The city pays an annual service fee to Zagster to cover its responsibilities and, in turn, receives quarterly dividends from the membership and usage revenue. The city assists Zagster by finding potential new program partners who wish to add stations or bikes. It also chooses the station locations along Big Creek Greenway, the city's nature trails, and park department workers check the stations during routine inspections and report any concerns to Zagster.

Zagster is responsible for all ongoing service maintenance on the bikes, replacing them when necessary and addressing any concerns the city may have with the usage and maintenance of the bikes. The company also maintains the program's webpage, app, software and updates and then communicates with the city liaison on these topics as well as marketing and the program's status. Zagster works with other area businesses and developers, too — entities that might add and fund an additional station to the program.



Pictured are examples of the bikes available at the Stark County, Ohio, bike share program ribbon cutting in June 2015. The program is a partnership between the Canton Parks and Recreation Department, Stark County Park District and the Stark County District Library, with Zagster providing the bicycles and administering the program. (Photo provided)

At the launch of the original three stations in May 2016 Mayor Belle-Isle stated, "I think you're going to find a lot of people, spur of the moment, spontaneously will want to go from downtown to Avalon, or they'll be near the Greenway and don't have their bikes. And that's the idea, just to create that opportunity." The program has been well received by the community with 20 bikes now available at five different locations. According to Rickman, "For Mayor Belle-Isle, the long-term plan is to connect downtown Alpharetta, Avalon and the Big Creek Greenway."

Canton, Ohio, model

The BikeSmart program in Canton, Ohio, is remarkably similar to the Alpharetta, Ga., model with one primary difference: Its partnership also includes Zagster, but is between the Stark County Park District, Canton Parks and Recreation and the Stark County District Library. This difference means residents with library cards are able to rent a bike free of charge.

In 2014 middle school students attended a TomTod Ideas' Canton Dreamatory camp. During the camp, students met with community leaders to discuss challenges within the community and possible solutions. At this point the students realized the need for an alternative means of transportation that could be both affordable and accessible as well as promote healthier lifestyles. The BikeSmart ribbon cutting launch took place in June 2015.

Jean Duncan McFarren, the Stark County District Library deputy director, said, "The goal of BikeSmart was to provide an accessible bicycle sharing program to the community free of charge so both residents and visitors would have access to alternative transportation and options for a healthier lifestyle."


While the initial hope was to create a model that did not require a credit card — namely residents would only need their library cards — all parties involved were forced to modify their model when, after the first year, one-third of the bikes went missing. Now a resident can still borrow a bike for free, but billing information must be added prior to use in case the bike is not returned.

The city currently has 36 total bikes available at six different locations such as libraries and community centers. McFarren believes they will eventually begin partnerships with local universities and businesses, including the Pro Football Hall of Fame, to further expand in coming years. The city also hopes to make this alternative means of transportation accessible to underserved and low income neighborhoods.

Why is it so effective?

Zagster communications manager Jon Terbush believes the mid-sized version of the bike share program is great for smaller cities because it makes the system more versatile and convenient. The company works closely with the city since "municipal programs require collaboration across a range of municipal and non-governmental organizations." Zagster also wants to ensure that each city's program is meeting its needs and expectations.

According to research, Terbush said, "Bike sharing benefits both riders and the communities where they live. For riders, bike sharing is an efficient, healthy and convenient way to get around. Bike shares are perfect for last-mile trips when linked to public transit, they promote active lifestyles and, when compared to other public transit options, they're incredibly cost-effective.

He added, "For communities, bike sharing is a sustainable, environmentally friendly service that alleviates traffic congestion and eases parking demand; forms crucial connections between other forms of transit to create comprehensive transportation systems; addresses the global shift in transportation preferences away from car ownership, which helps to attract new residents, visitors and businesses; and drives economic growth. A study of Minneapolis' bike share found that each ride added more than \$7 to the local economy." 



Jim and Melissa Patterson from Stark County, Ohio, test out the city's bike share program, which is currently in its second year. This city's program is unique because it allows residents to use their library cards to rent a bicycle instead of a credit card. (Photo provided)



Councilman Jason Binder tests out the Alpharetta, Ga., bike share program. Binder also acts as the council liaison to the recreation commission. (Photo provided)



An aerial shot above Lancaster shows the bypass directing traffic away from the city. (Photo provided)

Surviving being bypassed

by ELISA WALKER | The Municipal

While cities have no control over whether or not they get a bypass, they can control how much research they put into predicting the impacts the city will face and prepare the community. Proper research can be done by speaking to other cities for advice and information, browsing online articles or forums and committing to a complete analysis of the business and economic benefits. Whether it's business or a sense of community, protecting the core of the city is the primary concern.

Research and predictions

City Administrator Chris Nosbisch from Mount Vernon, Iowa, stated that they have interacted with other communities within the same state and similar area to gain a better understanding of how the bypass will impact them. Mount Vernon's bypass is expected to be completed in 2020. Nosbisch commented that the best way to handle the situation is to get out in front of the project, take charge and plan for it.

"A lot of misconceptions are out there when it comes to a bypass," elaborated Nosbisch. "A lot of perceptions are that a bypass will hurt and take business away from the community. Those are some perceptions we're fighting right now."

It's important to remember that every city is different, making every outcome vary. The city council plans to have a discussion to look at all potential issues so a plan can be put in place before the construction process starts. Mount Vernon will be planning

three years ahead so that it will be well prepared in dealing with the situation.

The bypass in Lancaster, Ohio, was completed in 2006. Lancaster was a city that crunched its own numbers while completing thorough research and discussion to make relatively accurate predictions on the potential effect of the bypass. Director of Lancaster Economic Development Mike Pettit has conducted a variety of analysis reports to keep track of the community's growth and retail sales.

“Our downtown has truly flourished from this.”

Lancaster's traffic quality has greatly improved, leaving its downtown area open to local traffic rather than industrial trucks that now use the bypass to reach industrial parks more easily. The Lancaster community has taken full advantage of the bypass and has used it as an opportunity to create more investment. While there is the normal expectancy of a reduction in retail and car sales, Lancaster's survival and economic growth can be attributed to the fact that the bypass was openly welcomed.

Economic impacts

With every new community change, there will always be some reaction that is both positive and negative during the adjustment period. Some cities will also have some added maintenance work when it comes to road care, which may put some stress upon the road work budget, and a few businesses may see a decline in sales, but travel will become safe and quick.

The advantages Mount Vernon will witness and that Lancaster has seen is that much of the heavy traffic will be shifted away from the downtown areas. While Lancaster residents have found their alternate commuter routes long ago, Mount Vernon commuters, who travel to Cedar Rapids, will cut down their driving time. Mount Vernon will continue to pull in visitors since Cornell College is located there. Nobsch is more concerned with residents losing the sense of heart within their community.

“People come to shop and attend events here,” commented Nobsch. “Maybe some of the growth will be unwanted. We don't want to lose the sense of what the community is.”

Lancaster has experienced primarily positive and beneficial outcomes. The city took advantage of the bypass with the utility infrastructure, which made truck access easy and more marketable as an industrial area. Lancaster has been able to bring residents back to the streets since truck drivers found a more accessible way into the industrial parks.

“It didn't just happen,” commented Pettit. “We had to put things in place. Our industrials are at full capacity. We had a lot more offer to succeed going into the bypass versus without it. It's driven up our commerce instead of driving it down.”

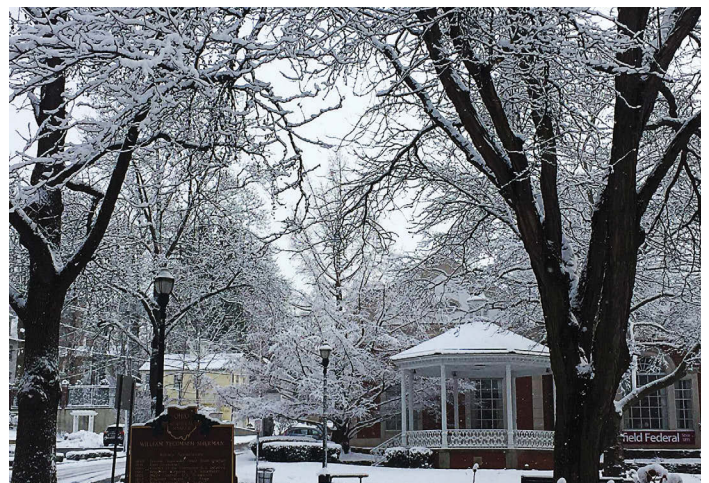
Lancaster has seen a 1 percent population growth every year since the completion of the bypass. Pettit conducts annual analysis reports to ensure Lancaster's consistent thriving. One of Pettit's analysis reports had shown that car sales have grown and more retail has been added to prevent the off-setting of increase in costs, ►



The new bypass will keep Mount Vernon's downtown area protected from unwanted traffic. (Photo provided)



Kokomo's downtown area celebrates First Fridays with a wide variety of themes, from the popular Strawberry Festival to Artsapalooza. Every event brings visitors together to have a good time. (Photo provided)



The bandstand rests in the heart of downtown Lancaster, hosting various events throughout the year. (Photo provided)

proving that there had been a vast improvement in sales.

Lancaster has pulled its people back in since getting the trucks off of the main downtown street, which has helped the side streets. While the city is literally being bypassed, Pettit claimed that it had put Lancaster even more on the grid, making it a destination region for shopping and healthcare.

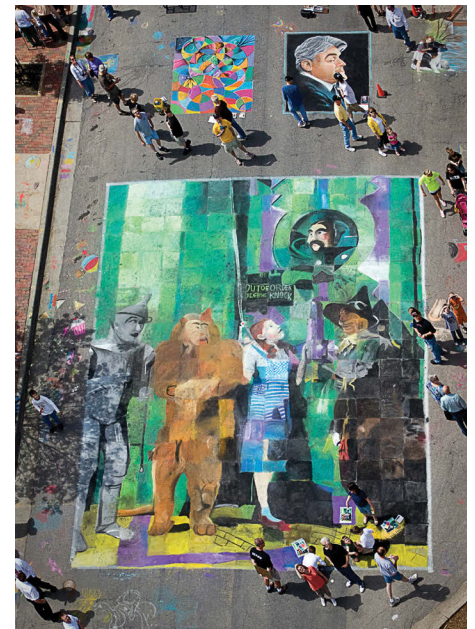
"Downtown has had a tremendous comeback with lots of new restaurants, attention on historical buildings and the ability of another historic building being refurbished," added Pettit. "Our downtown has truly flourished from this."

A bypass for the bypass

Kokomo, Ind.'s, original bypass was expanded upon by businesses. The land was soon bought and built by businesses that typically flounder such as gas stations and fast food restaurants, creating congestion and longer travel times that resulted into a need for another bypass.

"A moratorium on development was put into place along the roadway's path as the project got underway so that zoning regulations could be updated," informed Greater Kokomo Economic Development Alliance President and CEO Charlie Sparks. "Now that the moratorium was lifted, development is being controlled by zoning restrictions. This keeps retail and commercial enterprises didn't shift away from the core city. A complete analysis of the economic benefits found that the new bypass would have a positive economic impact."

Kokomo is surrounded by agricultural work, meaning that tractor traffic adds to congestion. Due to the most recent bypass, there has been an 80 percent decrease in tractor traffic. A recent business analysis performed by the Indiana University Kokomo Master of Business Administration students, commissioned by the GKEDA, found that despite the decrease in traffic, the businesses along the original bypass reported increases in sales. **M**



Chalk the Walk Festival is one of Mount Vernon's most popular festivals where closeted artists can decorate the town. (Photo provided)

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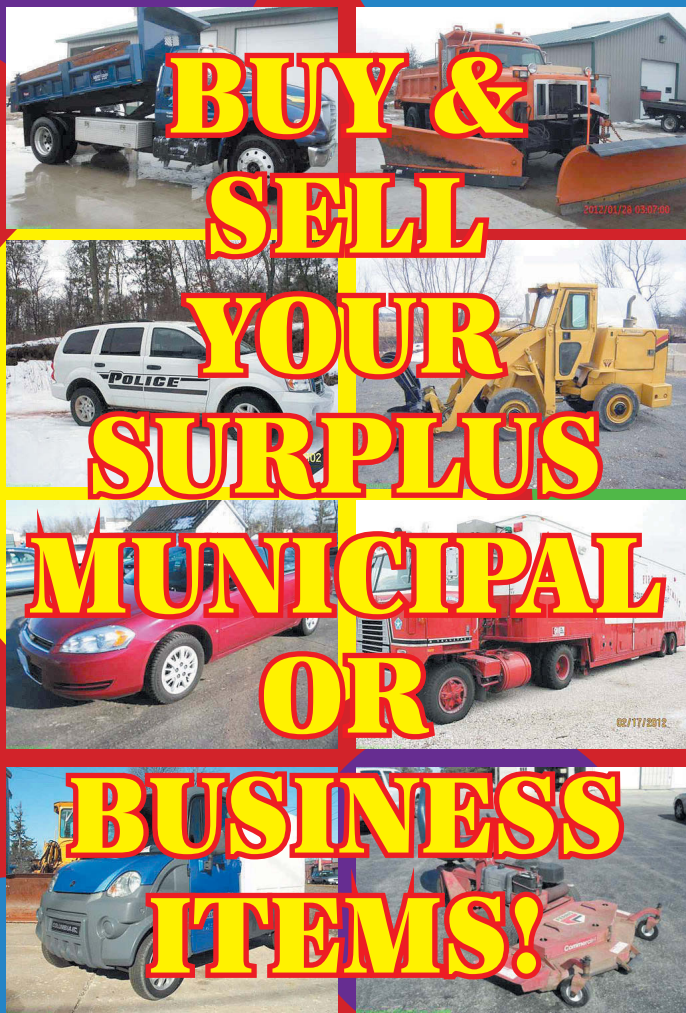
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Response to AFV accidents requires knowledge

By LAUREN CAGGIANO | The Municipal

INNOVATIONS LIKE ALTERNATIVE FUEL vehicles widely available on the market mean that first responders are best served to undergo training specific to accident response so they can handle the situation should it arise — and with AFVs' growing popularity, the odds are high it will. In fact, the National Highway Traffic Safety Administration estimates that by 2040, nearly 11 percent of all light-duty vehicle sales will be alternative-fueled vehicles, of which about 3 percent will be dual fuel methanol, ethanol, liquid propane gas, compressed natural gas or electric vehicles.

So what does this mean for first responders now? According to Bill Davis, director of the Morgantown, W. Va.-based National

Alternative Fuels Training Consortium at West Virginia University, first responders should be wary of buying into prevailing myths. It's not an issue of more dangerous conditions, but different ones. AFVs are just as safe as petroleum-powered models, he said. The risks, however, vary. For example, a few of the most common hazards include high-voltage and amperage electricity for EVs, high-pressure gas with compressed natural gas and hydrogen, potential cryogenic damage to skin with liquefied natural gas and propane autogas. There's also respiratory hazards.

"Some batteries on electric vehicles may be hazardous to breathe, if on fire," he added.

With alternative fuel vehicles sales expected to grow, first responders are aiming to become informed on how to best handle AFV accidents. AFVs are just as safe as petroleum-powered models; however, the risks vary, making knowledge of AFVs important. (Shutterstock.com)

A guest blog post on the NAFTC website, titled "Alternative Fuel Vehicles — Just as Safe as Conventional Vehicles, But Different," also drives home this post. Two veteran first responders turned trainers argue this case:

"Because AFVs are unfamiliar to many, incidents involving AFVs seem to draw excessive news coverage when compared to those involving conventional vehicles. In some cases, like a refuse truck fire in Indiana, responders on scene were trained and responded to the best of their abilities. Others have to be classified



“Having knowledge of best practices can save lives and minimize risk.”

Firefighters learn about disabling high-voltage systems through a training program at the National Alternative Fuels Training Consortium in Morgantown, W. Va. (Photo provided)

as near misses as an obvious lack of training and the implementation of a department's standard operating procedures without consideration of the specialized vehicle they were addressing made a bad situation worse.”

Having knowledge of best practices can save lives and minimize risk. That's why his group is at the forefront nationally in developing, managing and promoting programs and activities that desire to cure America's addiction to oil, lead to energy independence and encourage the greater use of cleaner transportation. The NAFTC is the only nationwide alternative fuel vehicle and advanced technology vehicle training organization in the United States.

Speaking of training, Davis said he has seen his share of incorrect procedures. The approach matters even before the first responder enters the vehicle or makes contact with the victim.

“The change has been in the identification of the vehicles and the rendering of the vehicle safe to enter,” he said. “The standard operating procedure of the department should still be followed to assess and handle the situation.”

Beyond this, Davis underlined the importance of ensuring that EVs with smart keys are completely shut off before attempting to remove personnel from vehicles. Knowing where to cut EVs is also critical, he said.


This knowledge is not necessarily intuitive. That's why the NAFTC makes educational opportunities available to emergency services professionals. The NAFTC offers hands-on training on-site in most situations. Online training is available as well, but not as recommended because “you lose the hands-on with it as well as the instructor/student interaction,” said Davis.

“The NAFTC training prepares first responders (including fire, EMS and police personnel) to identify AFVs upon arrival at the scene, feel comfortable in rendering the vehicle safe for the situation and bring the incident/accident to a safe conclusion for ►

the first responder and the occupants of the AFVs," he said.

According to the NAFTC, more than 10,000 technicians have been trained from industry, academic and governmental organizations. The U.S. Postal Service, the U.S. Air Force, U.S. DOE Clean Cities Programs and private fleets are among the groups that have used training materials from the NAFTC.

Train-the-Trainers courses include classroom time to learn fundamentals, videos, discussions, pre- and post-tests and lab/shop activities. Those who elect to undergo on-site training in Morgantown have access to a multi-bay automotive lab, which is used during training for demonstration, skills training, diagnostics, emissions testing and maintenance issues. New courses are routinely developed to address specific topics relevant to AFVs and first responders.

Training can be coordinated with other local agencies and the local Clean Cities coordinator. For information about the training, visit naftc.wvu.edu. 



The NAFTC is the only nationwide alternative fuel vehicle and advanced technology vehicle training organization in the United States. Pictured training participants get up close and personal with an alternative fuel vehicle as part of the Emergency Medical Services Alternative Fuel Vehicle Safety Training. (Photo provided)



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Water infrastructure ceases to be on the backburner

By **BARB SIEMINSKI** | The Municipal

The majority of cities may be singing the blues because their pipes won't stack up against those of Barbra Streisand or Josh Groban. No, not those pipes. The less-than-tuneful pipes we're referring to are the underground ones that carry our precious drinking water, stormwater and wastewater through a complicated network of underground tunnels. Often, the old maxim, "Out of sight, out of mind," applies here.

It's human nature to sometimes ignore our cities' crucial infrastructure and concentrate on the items above ground where we can see and correct them immediately if something's wrong, but that's a critical

mistake — do you know the size, age and type of material of your municipality's pipes? Also, where exactly are they and are they still reachable? For example, when one city went to check on its pipes, which had not been

ABOVE: *Cities need to know their pipes' size, age and the material they are made of and have this data and inventory recorded. Most importantly, cities need to keep their charts up to date, especially where repairs, replacements, treatments and changes are concerned. (Shutterstock.com)*

checked on in a few decades, it found a tree growing over the spot.

For keeping these complex underground tunnels in tiptop shape, cities need to get this data and inventory it for their records. Most importantly, cities need to keep their charts

“Keeping charts up to date could save your city hefty repair costs”

up to date, especially where repairs, replacements, treatments and changes are concerned. Familiarizing yourself with this vital information could save your city hefty repair costs and the wrath of residents when a chink in the infrastructure delays water use or worse, pollutes it—or provokes an entirely preventable flooding. It can be a daunting task, especially if the system size is substantial.

Philadelphia, Pa.’s, water department, as an example, encompasses 3,000 miles of sewers; 79,000 stormwater inlets; three drinking water treatment plants; three wastewater treatment plants; more than 25 pump stations; 175 combined sewer overflow regulating chambers; 164 CSO outfalls; more than 3,000 miles of water mains; 18 reservoirs; five water storage tanks; and more than 450 stormwater outfalls.

Medium-sized municipalities will experience much of the same challenges when keeping track of their own underground complexities—only on a smaller scale. Still, they will be making an endless stream of decisions. Such as when the time comes to replace old pipes: Do you use the same material or do you replace them with more advanced ones? A lot depends on the soil conditions, uses and previous failures and drawbacks. Pipes today come in many more choices than the old ones they’re replacing, including PVC, HDPE, concrete, vitrified clay pipe, steel and ductile iron. Each one has advantages and limitations. Pipe spans can last between 100-150 years.

Rami Naber, product manager for Trimble’s water division, underscored the importance of keeping up to date on the underground connections.

“Almost every aspect of utility operations and asset management depend on accurate data on utility network assets, including their location, age, material, condition and operating characteristics,” said Naber who was instrumental in developing Trimble Unity, a smart water management tool for water and wastewater utilities.

“Utilities and their engineering contractors and service providers use this data to conduct planning studies, integrate hydraulic models and perform engineering designs. The accuracy of the data has a direct impact

on the quality of the analysis and designs that impact large capital improvement investments over many years,” Naber said.

“Utilities capture and maintain asset repository in their geographic information systems; they use highly accurate GPS equipment and specialized software to map their network assets, keeping their GIS up to date and accurate. Highly accurate GIS and network data is also used to support field maintenance operations and real-time asset performance monitoring and regulatory compliance.”

Naber added, “Having accurate GIS coupled with the analysis, design and real-time monitoring technologies, enables utilities to leverage advanced workflow and analytics solutions to measure and improve performance of their assets and improve field operations and customer service.”

Another of Trimble’s products is the R1, which is an external Global Navigation Satellite System used for mapping and hard-to-find assets.

“We have two receivers we offer for the water industry, the R1 and the R2, and the R2 is more accurate than the R1,” Naber said.

Chad Coon, general manager of the Oskaloosa, Iowa, Water and Wastewater Department, shared information on his city’s mapping project.

“The city has recently hired an engineering firm to map the sanitary and storm sewer systems,” said Coon, “and the water system is being mapped as time and resources allow with internal staff.”

Coon admitted there had been some trials along the way. “As far as challenges go, I’m thinking we had around 1,200 sanitary manholes, and the company actually identified 1,300-plus; (it’s a challenge) not having access to all of the manholes as they are buried under asphalt or out in the middle of a field, or not being maintained for years next to a creek and having a tree grow up around the lid.”

He added, “The city’s system has not had the maintenance it has needed for years, the theory being that they were going to keep rates low for the citizens and delay capital spending.”

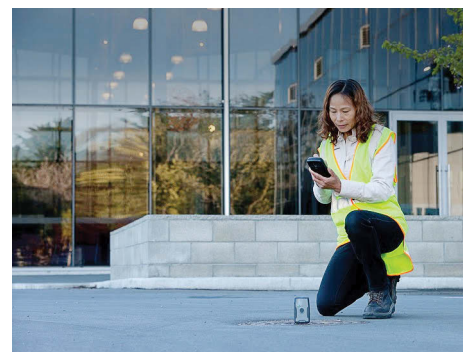
It’s a prevalent theory across the country, Coon pointed out. “Let’s face it, we aren’t alone in this predicament; the entire ►



A worker installs the new section of water main and new fire hydrant. (Photo provided by Oskaloosa Water and Wastewater Department)



Pictured is the interior of a sanitary sewer main as it is checked for a pipe failure (Photo provided by Oskaloosa Water and Wastewater Department)

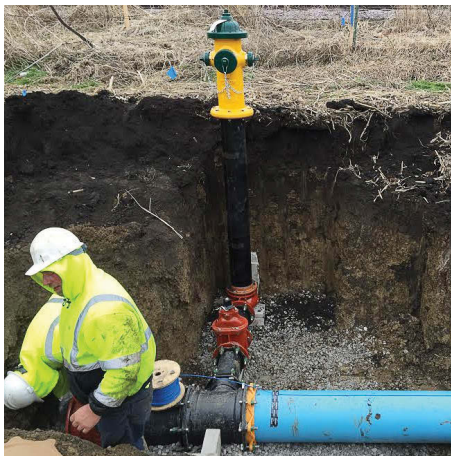


An employee uses a Trimble R1, an external GNSS receiver that is used for mapping. (Photo provided by Trimble Water)

country is facing the same issue as any number of articles and reports will tell you, but now, it's time to pay the piper. Over the last couple years, there has been a concerted effort to ramp up the spending on our infrastructure: water, sewer and infrastructure. Our crews have been spending quite a bit of time televising the sanitary and storm infrastructure the last year-and-a-half, and there is a lot of pipe in the ground that is long past its useful lifespan, hence the need for increased infrastructure spending."

Asked how long infrastructure would last before needing to be checked again, Coon said decades, but also that it depended on the particular infrastructure.

"Oskaloosa is in the process of setting up a program to jet and televise the sanitary sewer collection system once every four to five years," said Coon, "and the same with the stormwater system. As far as water mains, we have our distribution system checked annually by a leak-detection contractor. They cannot find everything because we have a fair amount of C900 PVC in our system, but it helps provide a roadmap of sorts for staff in




Staff GPSing the system after a water main break. (Photo provided by Oskaloosa Water and Wastewater Department)

terms of areas that (it) may need to pay more attention to.

"The issue we, along with just about everyone else, will face is, understanding the fact that we cannot continue to ignore our infrastructure. Realizing that 'out of sight, out of mind' can no longer be what happens in our industry. Rates

were kept low for years to ensure that water and sewer were affordable, heck, even downright cheap, but by keeping those rates artificially low, we have created a problem that needs to be tackled—one that all of us will continue to pay for, for years to come."

A few other cities will begin mapping very soon or are currently doing so, including Davis, Okla., which now has its water infrastructure map on the web so its employees can find water meters and fire hydrants using an iPad, according to an October 2016 article in The Washington Times.

Funding is always a challenge, but the American Public Works Association website offers some hope with the news that the EPA recently launched a new \$1 billion Water Infrastructure Projects Loan Program for financing large infrastructure projects. This aid is made possible through the Water Infrastructure Finance and Innovation Act program, which will provide "long-term, low-cost credit assistance in direct loans and loan guarantees to credit-worthy water infrastructure projects." For information on the program, visit the APWA website, www.apwa.net. 



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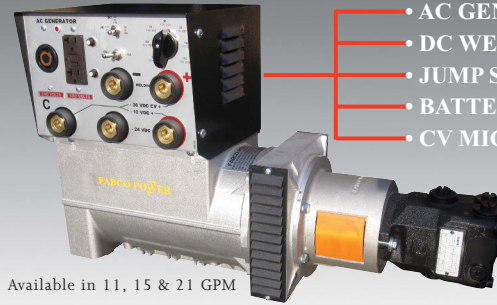
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Princeville, N.C., was also impacted by Hurricane Floyd in 1999, pictured, with the resultant flooding of the Tar River forcing the evacuation of residents.

(By Dave Saville/FEMA Photo Library via Wikimedia Commons)

Princeville, N.C.,

refuses to be swept away

by CATEY TRAYLOR | The Municipal

When the floodwaters of Hurricane Matthew came ripping through Princeville, N.C., residents knew it would be bad, but they weren't expecting what happened.

What was once a small but thriving town full of rich history situated along North Carolina's Tar River is now a mere shell of what it used to be. Established by freed slaves and incorporated following the Civil War in 1885, Princeville has seen its fair share of natural disasters.

In 1999, Hurricane Floyd displaced 2.5 million residents in five coastal states—including North Carolina. Princeville residents were assured this would be a once-in-a-lifetime

event, but that all changed in October 2016 when Hurricane Matthew swept through.

"The devastation is widespread," Princeville Volunteer Fire Department Chief James Powell said. "Aside from the displacement of homes and families, the hurricane did a significant amount of infrastructure damage. Roads and drainage systems are wrecked. It completely wiped out the fire department. We don't have the capability of sustaining our operations without outside help."

Powell, who has been a resident since 1998 and has served as fire chief since 2013, cited this as the worst he has ever seen the city. Homes have been abandoned or totally swept away, businesses are empty and daily life is a struggle.

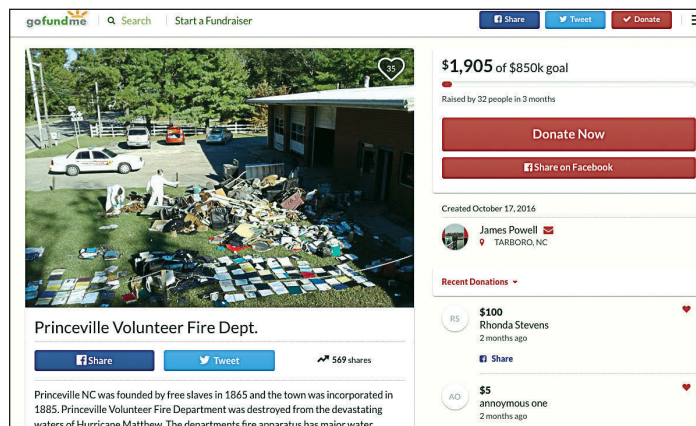
During an interview with local news station WOSC-TV, Town Manager Daniel Gerald said 241 homes sustained major damage, while 229 others had less severe damage. In total, Princeville has about 750 homes housing about 2,200 people.

Princeville residents, many of whom are still displaced, are now faced with three options from the Federal Emergency



ABOVE: Hurricane Matthew left its mark in parts of U.S. — including Florida, Georgia, South Carolina and North Carolina — displacing residents and damaging infrastructure. Like Raeford, N.C., shown, Princeville, N.C., found its roads damaged. (Shutterstock.com)

RIGHT: Hurricane Matthew completely wiped out Princeville Volunteer Fire Department, and now the department has launched a GoFundMe page in order to get back on its feet. The town requires a functioning fire department to really get recovery efforts underway. (GoFundMe.com)



Management Agency: raise their current homes above the floodplain, if possible; rebuild their homes with raised structures; or accept a buyout deal that would deed the land to the local government with the agreement that no new structures would be built on the flood-prone terrain.

The city commission voted in December to allow residents to consider all three options, which Mayor Bobbie Jones worries will greatly impact the town.

The town has an annual budget of less than \$1 million, and green space is untaxable, which means not only would the city be losing money on the open terrain, it would also have to man responsibility of the upkeep.

“Anytime you take away homes from a town the size of Princeville, it’s going to have a negative impact,” Jones said in a WOSC-TV interview.

While the concept of residents taking the buyout worries Mayor Jones, Powell is less concerned that will happen.

“Most of us are very hopeful and committed to restoring our homes,” he said. “We’re going to be positive. We’re not going to leave Princeville. This is our home. This is where we live, and we’re not leaving.”

Rather, Powell said, his concern lies in how he is going to maintain a functioning fire department.

“I’m hopeful that the town will respond and come back, but there haven’t been any steps taken to get the fire department up and running,” he said. “Without fire protection in place, no crews can come in to restore power, work on homes, do anything, really. A fire department has to be in place. In order for the city to recover, we have to maintain fire protection.” ▶

Princeville has never had its own fire department. The Princeville Volunteer Fire Department is a nonprofit corporation that simply contracts with the town, which provided the department with a building, but the fire department handled maintenance of equipment and personnel on its own.


"We're in a unique situation," Powell said. "FEMA will not build us a building because we didn't own one, yet we spent all the capital operating budget on maintaining and fixing the old building. We're out of money."

In efforts to relocate the fire department to less flood-prone land, Powell has started a GoFundMe account, which considering the exposure it's gotten, he said has done relatively well.

"Considering we don't have a national stage, our fundraising is going well. We need to expand our story and get it out there so people know about it and can help, but our achilles heel is not having the national reach," he said.

Rebuilding the fire department, dealing with hundreds of ruined homes, fixing infrastructure, breathing life back into the city ... it seems like a tall order. But Mayor Jones said he won't give up.

"I'm fighting so hard to make sure that Princeville is not one of the casualties," he said in a December New York Times article. "It would be a devastating tragedy, not only for me, but for the world."

For information on Princeville, visit townofprinceville.com. To donate to the rebuilding of the fire department, visit its GoFundMe page here: <http://bit.ly/ziTNqQo>. 



Army Sgt. 1st Class Timothy White surveys flood damage in Princeville, N.C., while on patrol with the North Carolina National Guard's 514th Military Police Company on duty as part of the NCNG's Reaction Force deployed to eastern North Carolina, Oct. 14, 2016. Princeville is still struggling to recover from Hurricane Matthew; however, many citizens have committed to rebuilding. (U.S. Army National Guard photo by Sgt. 1st Class Robert Jordan, North Carolina National Guard Public Affairs/Released)



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March 13–15 Mid-South Transportation & Parking Association Annual Spring Conference & Trade Show

Crowne Plaza, Knoxville, Tenn.
www.mstpa.org/annual-conference.html

March 14–17 Green Truck Summit & NTEA Work Truck Show

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March 21–23 Wildland Urban Interface 2017

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APRIL

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Seaport Hotel, Boston, Mass.
newenglandparkingcouncil.org/events

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Washington, D.C.
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www.fdic.com/index.html

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May 8–11 WasteExpo

Ernest N. Morial Convention Center, New Orleans, La.
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May 19–21 Lancaster County Fire Association Annual Fire Expo

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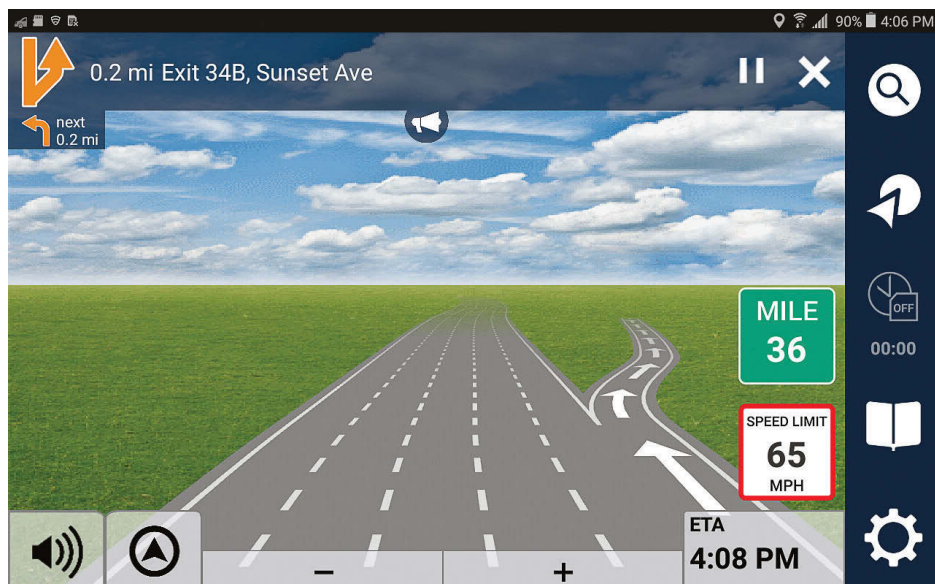
Magellan, pioneer of consumer GPS, aims to revolutionize fleet navigation

Article supplied by Magellan

For 30 years, Magellan has been a proven and trusted GPS navigation provider. Widely regarded as the pioneer of consumer GPS navigation, the company is now putting its years of experience to work developing commercial solutions for the fleet market, helping solve logistical, compliance and operational challenges.

The company understands the need for flexible solutions that address very specific requirements by fleet type and industry. From route execution and management needs to new federal compliance regulations, Magellan has the knowledge and the expertise to develop essential solutions that integrate seamlessly with partner telematics programs.

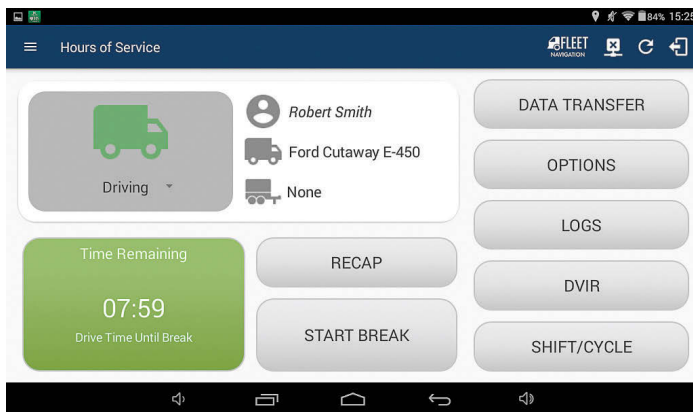
Just in the last few years alone, the company has introduced several key fleet solutions set to modernize current day fleet challenges. Solutions like electronic logging



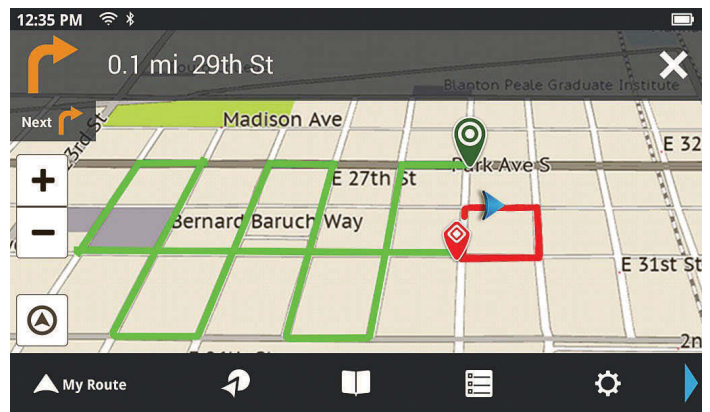
Magellan Fleet Navigation software and truck maps deliver accurate and time-saving routing with turn-by-turn directions featuring enhanced GPS accuracy, solving some of the worst urban canyon challenges. (Photo provided)

devices/hours of service compliance; Return-to-Route, an intelligent execution and routing engine; and android-based truck navigation software are making fleets more efficient, better organized and creating cost savings.

The company has been so instrumental in the fleet and automotive space it was awarded a "Best of CES 2017" TWICE Picks award from TWICE Magazine for its Return-to-Route intelligent routing and execution software,



Make electronic logging devices/hours of service compliance a breeze. Magellan's HOS service also comes standard with driver-vehicle inspection report functionality and optional International Fuel Tax Agreement fuel tax reporting service. (Photo provided)



Magellan's Return-to-Route is a route execution and management solution that keeps drivers of municipal fleet vehicles on track, never missing a single stop. (Photo provided)

the only car technology company to win the honor at this year's show.

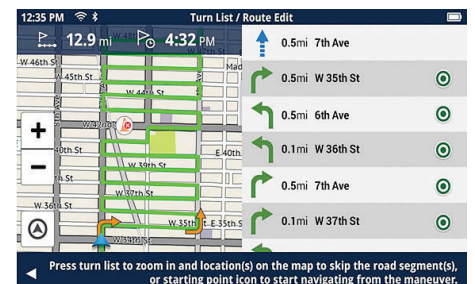
"Magellan's fleet application suite provides fleet managers everything they need to manage and organize driver routes efficiently—from ensuring drivers are compliant with the federally mandated electronic logging rules to making sure entities like cities and their waste/refuse collection fleets don't miss a stop," said Mark Perini, vice president of automotive and fleet solutions. "Magellan's new product portfolio offers a modular suite of essential ingredients that best meet the needs of growing fleets, whether in the private or public sector."

Below are a few of the instrumental solutions Magellan provides commercial fleets:

- **Fleet and truck routing navigators:** Make the most of long-haul or around-town trips with Magellan's award-winning navigation solutions. Magellan's RC9668 is a 7-inch, IP67 ruggedized android tablet that serves the needs of many different entities, such as long-haul and metro trucks, sanitation and recycling collection vehicles and even snowplows. Purpose-built for high-performance fleet navigation, the device is completely dust-proof, highly water resistant and both shake and drop resistant, offering robust and highly accurate GPS data when combined with Magellan Fleet Navigation software. Magellan Fleet Navigation software and truck maps deliver accurate and time-saving routing with turn-by-turn directions featuring enhanced GPS accuracy solving some of the worst urban canyon challenges. Audible and visual warnings for truck speed limits, weigh stations, toll booths and red light

cameras ensure the safety of drivers. Magellan offers dedicated fleet customer support and software integration services to fleet service providers and fleet operators.

- **Return-to-Route:** Magellan's Return-to-Route is a route execution and management solution that keeps drivers of municipal fleet vehicles on track, never missing a single stop. The most accurate multi-stop route planning solution available, RTR supports a broad range of telematics supplier protocols and was designed for the toughest urban canyon GPS issues. The premise of the RTR solution is to ensure a driver follows a pre-defined route and stop sequence. If for some reason the driver waivers from the planned route, RTR brings the driver back to the point of deviation, enabling them to complete the route as required and ensuring they never miss a planned stop or route. By achieving this level of route execution and compliance, fleets reduce the need to send vehicles back into the field to complete missed stops or pickups, resulting in significant cost savings.
- **ELD/HOS compliance:** Magellan's HOS software is a Federal Motor Carrier Safety Administration-compliant solution that can be integrated with Magellan Fleet Navigation services. Regardless of fleet size, Magellan will keep your drivers compliant. The HOS service comes standard with driver-vehicle inspection report functionality and optional International Fuel Tax Agreement fuel tax reporting service. Fleet managers using the Magellan solution are able to automate their HOS and fuel logs, staying compliant with regulations and eliminating unexpected fines and expenses. When paired



If for some reason the driver waivers from the planned route, Magellan's Return-to-Route brings the driver back to the point of deviation, enabling them to complete the route as required and ensuring they never miss a planned stop or route. (Photo provided)

with Magellan's Fleet Navigation software, drivers get a premium experience that lets them toggle back and forth between HOS and navigation seamlessly within the same application. This feature increases safety with eyes on the road and not the tablet. Fleet managers also enjoy customizable truck routes and routing options for multiple drivers, along with route avoidance recommendations, plus speed limit indicators and warnings. All of these resources work together to bring fleets and drivers alike the most effective HOS and navigation solution available today.

The Magellan solutions portfolio represents an effective solution for today's demanding commercial fleet requirements.

Problems are complex, solutions should be simple. Welcome to Magellan. [M](#)



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\$62,500



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Institute for Sustainable Infrastructure appoints John M. Stanton as president

WASHINGTON, D.C. — The Institute for Sustainable Infrastructure chair of the board, Greg DiLoreto, PE, PLS, FASCE, announced the appointment of John M. Stanton, Esq. as president and CEO of the organization, effective Jan. 3. Bill Bertera, the previous ISI president and CEO, is retiring effective Feb. 1 and will stay on until then for the transition.



Formerly, Stanton served as the executive vice president and regulatory counsel for Solarcity in San Mateo, Calif., the nation's largest solar energy company, and has also served at the Solar Energy Industries Association, the National Environmental Trust, the U.S. Environmental Protection Agency, the National Council of State Legislatures and as a deputy attorney general in the Office of the New Jersey Attorney General.

A noted leader in environmental law, Stanton is also an experienced executive in both public and private sector organizations. His environmental experience has extended to clean air and water issues, hazardous wastes, solar and other clean energy sources, sanitary landfills and wetland protection.

Stanton holds a Bachelor of Arts from Tulane University and a Juris Doctor degree from the Georgetown University Law Center in Washington, D.C. He has been admitted to the bar in both New Jersey and the District of Columbia.

Leadership expert Doug Keeley named as keynote speaker for NAFA's 2017 Institute & Expo

PRINCETON, N.J. — For 60 years, NAFA has understood that leadership is integral to every organization's success and is a necessary skill for all professionals to master. With this necessity in mind, NAFA announces that Doug Keeley, CEO and chief storyteller of "The Mark of a Leader," will be the keynote speaker for the association's annual conference, the 2017 Institute & Expo, April 25-28 in Tampa, Fla.



Recognized as one of North America's most successful communicators, Keeley will bring his insight and the principles of "Five Level Leadership," a core principle of the "Mark of a Leader" program to attendees in an engaging presentation.

"Doug Keeley will inspire and educate I&E attendees, and he is the perfect speaker to kick off the 2017 conference during

NAFA's diamond anniversary," said NAFA CEO Phillip E. Russo, CAE. "We are excited to announce that Doug will be the master of ceremonies at our annual Fleet Excellence Awards, introducing the fleet professionals who stood out for their exceptional leadership in 2016."

NAFA's Institute & Expo attracts thousands of fleet professionals from throughout the world for four days of cutting-edge education, effective networking and motivation to bring back to the office. For information on the conference's powerful lineup of education and networking potential, visit www.nafainstitute.org.

NAFA regular member Douglas Weichman, CAFM, named fleet management director for city of Gainesville, Fla.

PRINCETON, N.J. — On Feb. 27, NAFA regular member Douglas Weichman, CAFM, will assume the role of fleet management director for the city of Gainesville, Fla. The naming of his replacement as director of the fleet management division for Palm Beach County, Fla., is forthcoming. Weichman has been with Palm Beach County for over 26 years.



Weichman, who is currently NAFA's immediate past president, follows in the footsteps of another NAFA past president and alumnus in Gainesville, Milton R. Reid, who retired in 2013.

Weichman credits NAFA's position as a powerhouse for networking with his ability to secure the new position.

Weichman is one of NAFA's most passionate spokespeople and a dedicated volunteer. He served as NAFA's president from 2011 to 2013 and has served as immediate past president from 2013 to the present. He is the 2013 recipient of NAFA's Fleet Excellence Award — Member of the Year.

"(Palm Beach County) was absolutely a great place to work and I am proud of the many accomplishments we were able to complete," Weichman said. "(It was a) great working environment that remains very supportive of their staff and of the fleet profession. I have made many lifetime friends and business associates through them. I am sad to leave, but I'm also looking forward to this new challenge with the city of Gainesville upon which to end my career in fleet."

News releases regarding personnel changes, other non-product-related company changes, association news and awards are printed as space allows. Priority will be given to advertisers and affiliates. Releases not printed in the magazine can be found online at www.themunicipal.com. Call (800) 733-4111, ext. 2307, or email swright@the-papers.com.

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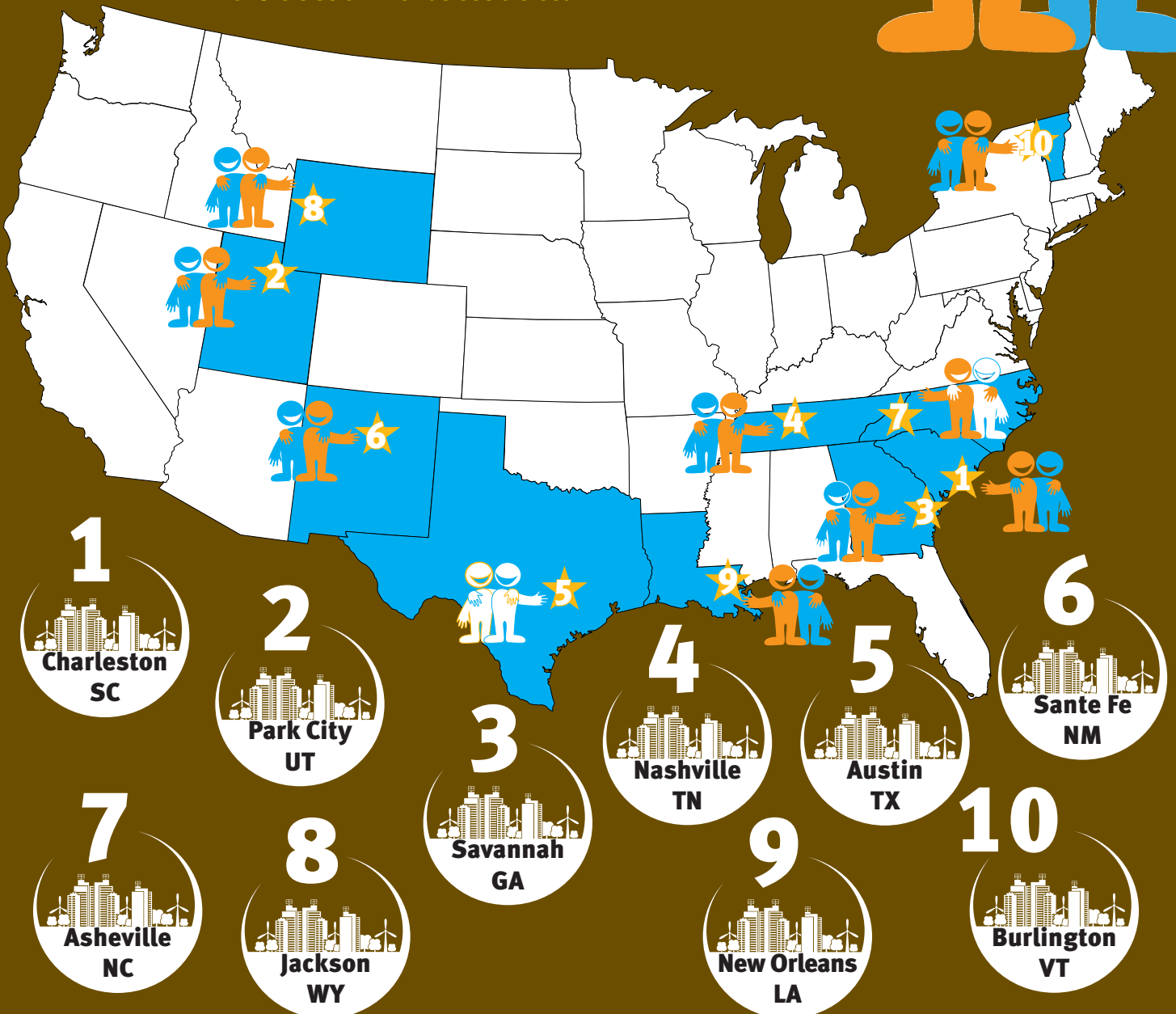
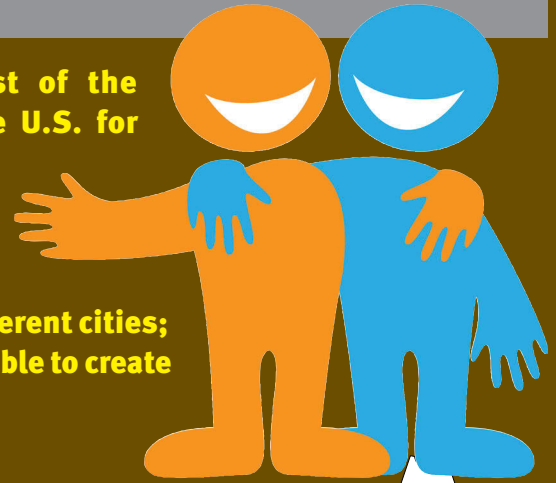
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Friendliest Cities in the U.S.

Conde Nast Traveler has composed its list of the friendliest—and unfriendliest—cities in the U.S. for the last four years. Cities are ranked on their “friendliness” by the publication’s readers who rate them in the Reader’s Choice Awards survey. Approximately 128,000 people took the survey in 2015, sharing their experiences in different cities; with those responses, Conde Nast Traveler was able to create 2016’s list of friendliest cities.



Source: <http://www.cntraveler.com/galleries/2015-08-11/the-2015-friendliest-and-unfriendliest-cities-in-the-us/1>

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