



Post Office Box 7824

Columbia, SC 29202

# FLEET STREET NEWS



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### Greetings Everyone,

The time is almost here for our 20th annual meeting and expo. Thanks to the hard work of those working behind the scene, this should be the largest and best attended SGFMA conference to date.

If you have not had the chance yet to register, please do so right away ([www.sgfma.org](http://www.sgfma.org)) so you won't miss out on gaining the wealth of knowledge along with the opportunity to network, learn, and view the latest and best products and information available. Plus, where else would you rather be this time of year than at the beach.

We pledge to continue in working hard with all in offering members the best learning opportunities available in the government fleet industry at the lowest

possible cost.

We look forward to seeing everyone at the conference and joining us in celebrating the 20th year milestone of this great and growing organization.

As always. Please feel free to contact me or any other board member/chairperson for any question and/or assistance. As a SGFMA member, I continue to learn from other members and our exhibitors.

Thanks Again for all your help and support.

*Rick*

Rick Smith  
[rsmith1@cmpd.org](mailto:rsmith1@cmpd.org)



Visit us on the Web @  
[www.sgfma.org](http://www.sgfma.org)

## It's Time to Power Up for the Annual Meeting & Equipment Show

The Conference Committee has been working tirelessly to bring you a great Annual Meeting and Equipment Show of some great products and services as well as invaluable training. The 20th Annual Meeting and Equipment Show will be held September 23–26 at the Myrtle Beach Convention Center & Sheraton Hotel. Once again we will be partnering with the NAFA Carolina Chapter for their Annual Meeting. At this meeting, numerous fleet professionals will gather to network and expand their knowledge on this ever changing profession.

The Annual Meeting and Equipment Show theme for this year is “No Fueling Around, What Alternative Fuel Works For You and Is Funding Available”. There will be workshops to learn more about CNG, LNG, E85, B20, electric vehicles and hybrid vehicles. Other workshops include spec writing, hydraulic generator information, stress management and of course the vehicle manufacture presentations by Dodge, General Motors and Ford. There are workshops for everybody from the front-line mechanic to the Fleet Manager that will benefit you and your organization. We will also have several motivational speakers including Merikay Tillman and Rose Rock.



As we celebrate our 20th Anniversary this year, we will be recognizing our Past Presidents at the Sunday Night Vendor Reception and Anniversary Party. On Monday, you will find the latest vehicles, equipment, tools, accessories, software and fleet-related products in the Exhibit Hall. At the Business Luncheon on Tuesday, we will be recognizing award winners and awarding scholarships.

If you haven't register, it is not too late...you do not want to miss out on.....



**TRAINING**



**EXHIBITS**



**NETWORKING**

Register for the Annual Meeting and Equipment Show @ [www.sgfma.org](http://www.sgfma.org) or contact Karen Hyatt @ 803-436-2242, [khyatt@sumtercountysc.org](mailto:khyatt@sumtercountysc.org) or Marty Burr @ 803-329-5551, [mburr@cityofrockhill.com](mailto:mburr@cityofrockhill.com)

## Board Elections at the Annual Meeting

Elections will be held at our upcoming annual meeting. The positions up for election are as follows:

Vice President

Secretary

Treasurer

Region 1 Director: Calhoun, Clarendon, Fairfield, Kershaw, Lancaster, Lee, Lexington, Newberry, Richland, and Sumter

Region 3 Director: Abbeville, Aiken, Allendale, Barnwell, Edgefield, Greenwood, Laurens, McCormick, and Saluda

Director at Large 4

If you are interested in serving in one of these positions or would like to make a nomination, please contact Judy Lucas, SGFMA Nominating Committee Chairperson, at [jlucas@forestry.state.sc.us](mailto:jlucas@forestry.state.sc.us) or (803) 896-8851.

As of September 1, 2012, the following nominations have been received:

Vice President: Doug Ingle, City of Hickory, NC

Secretary: Judy Lucas, SC Forestry Commission

Treasurer: Karen Hyatt, Sumter County, SC

Region 1: Jeff McCormack, SC Budget and Control Board – State Fleet Management

Region 3: Johnny Reed, SC Department of Health & Environmental Control

Director at Large 4: Sheila James, SC Department of Transportation & Scott McIver, City of Greenville, SC

*Never doubt that a small group  
of committed people can change  
the world. Indeed, it is the only  
thing that ever has.*

*--Margaret Mead*

## Safety First...Managing Off-Site Repairs

One of the most frustrating calls to get as a fleet manager or shop foreman is one letting you know that one of your units has become disabled on the roadside or remote jobsite due to a mechanical failure of some sort and cannot be driven into the shop or diagnosis and repair. In days past, the decision on how to proceed was much simpler for those who were managing basically localized/intrastate fleets. If it was a passenger vehicle or smaller unit, a call to have it towed back to the shop for diagnosis and repair was inevitable. On larger and off-road units, we just sent the technician to the location. Often a quick diagnosis could show that replacing a blown fuse or an obstructed filter would get the unit operational again or that there were much more in depth issues that would require transport to the shop. Today, with the level of constantly changing, complex electronic technology contained on all of our fleet units, the decisions involving remote repairs can become more complex as well. This has also been compounded by the financial stresses we have all been under and the pressure to always make the most financially responsible decision every time. There are also more options available to us due to the hi-tech nature of our vehicles and equipment. When dealing with remote breakdowns consider the following options:

Making yourself fully aware of what services are offered by commercial vendors and the manufacturers of your units is a key part to being able to choose the best financial solution. Too often, we over look or assume these options as being excessively expensive, without fully accounting for what we spend internally to be able to do it ourselves. Recently, a national study on repair data by an intermodal service provider showed that a commercial company has unaccounted for or "shadow" cost that is as high as \$90-\$100 per remote breakdown. So, it is very likely that in a governmental setting the number is even higher. Many vehicle and equipment manufacturers have formed partnerships with their vendors and commercial service providers that can provide multi-faceted service to address roadside or remote breakdowns. Within South Carolina, state fleets can utilize the Commercial Vendor Repair Program (CVRP) offered by State Fleet Management.

If financial and operational analysis shows that it is still the best option for your fleet to have its own dedicated remote service technicians, be sure that they have full training on and availability of the best technology to make repairs quickly and efficiently. In many cases the level of vehicle electronic technology contained in today's units can be combined with the appropriate type of sensors and connectivity, so that complete remote diagnosis can be completed on a laptop or smart phone before the technician ever leaves the shop. In some cases, even the repair or adjustment can be made to the unit remotely or it can be put into a "limp-home" mode so that the technician never leaves the shop.

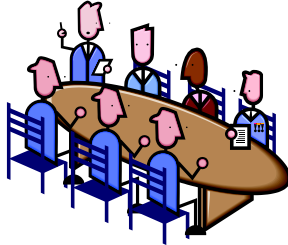
Finally, always consider safety first as it takes priority over financial decisions. When putting a technician in a situation where they are on a remote jobsite with other machines operating around the disabled unit or if it is on roadside just feet from other moving traffic, you must realize that this is inherently a less than safe situation. The way that the technician normally exits the engine compartment or underneath the chassis of a vehicle in the shop, may immediately put them in harm's way when addressing a remote breakdown. I'm sure we have all witnessed a technician, with feet and legs out of a disabled truck's engine compartment, as we drive by on the interstate at 70+ mph. If you work with technicians who have to respond to such situations, please remind them of the danger of the situation at regular safety meetings.

As fleet professionals, remote breakdowns are an inherent part of the job. As you address them, be sure to consider safety first and fully analyze the options that technology and commercial vendors can provide as a fit to your fleet's financial and operational efficiency.



## Purchasing Vehicles & Equipment Seminar

Join us for a roundtable discussion of Governmental employees involved in the purchasing or specification writing for vehicles and equipment. Dealers, manufactures and upfitters are invited to provide additional insight. The morning discussion will cover cars and light trucks. The afternoon discussion will cover heavy trucks and equipment.



**October 24 , 2012**  
**9:00 am - 3:00 pm**  
Clemson Training Center  
Sandhills Location  
900 Clemson Road, Columbia, SC

**Lunch will be provided by SGFMA.**

This is a free training class, don't miss this opportunity!

To register, please contact:

Debbie Henson @ [dhenson@cityofrockhill.com](mailto:dhenson@cityofrockhill.com)

Or

Download a registration form @ <http://sgfma.org/sgfma.php?incfile=training.html>

### Mark Your Calendar

Sep. 23-26 SGFMA Annual Meeting Myrtle Beach, SC  
& Equipment Show

Oct. 24 "Purchasing Vehicles & Equipment "  
@Clemson Training Center-Sandhills Location  
Columbia, SC  
9:00am-3:00pm



## Southeast Governmental Fleet Managers Association 2012 Officers

	<u>OFFICERS</u>	<u>AGENCY</u>	<u>PHONE</u>	<u>EMAIL</u>
President	Rick Smith	Charlotte Police Dept., NC	704.336.5691	<a href="mailto:rsmith1@cmpd.org">rsmith1@cmpd.org</a>
Vice President	Doug Ingle	City of Hickory, NC	828.323.7575	<a href="mailto:dingle@ci.hickory.nc.us">dingle@ci.hickory.nc.us</a>
Secretary	Judy Lucas	SC Forestry Commission, SC	803.896.8851	<a href="mailto:jlucas@forestry.state.sc.us">jlucas@forestry.state.sc.us</a>
Treasurer	Karen Hyatt	Sumter County, SC	803.436.2241	<a href="mailto:khyatt@sumtercountysc.org">khyatt@sumtercountysc.org</a>

### REGIONAL DIRECTORS

Region 1	Jeff McCormack	State Fleet Management, SC	803.737.1502	<a href="mailto:JMcCormack@gs.sc.gov">JMcCormack@gs.sc.gov</a>
Region 2	Jerry Glass	City of N. Charleston, SC	843.740.5898	<a href="mailto:jglass@northcharleston.org">jglass@northcharleston.org</a>
Region 3	Shelia James	SC Dept. of Transportation, SC	843.740.1667	<a href="mailto:jamessd@dot.state.sc.us">jamessd@dot.state.sc.us</a>
Region 4	Charles Garren	City of West Columbia, SC	803.739.4322	<a href="mailto:cgarren@westcolumbiasc.gov">cgarren@westcolumbiasc.gov</a>
Region 5	Trixie Harrington	Coastal Carolina, SC	843.349.2172	<a href="mailto:pharring@coastal.edu">pharring@coastal.edu</a>
Region 6	Ron Nickles	City of Thomson, GA	706.595.3751	<a href="mailto:Ron.Nickles@thomson-mcduffie.net">Ron.Nickles@thomson-mcduffie.net</a>
Region 7	Juan Vega	Town of Cary, NC	919.469.4098	<a href="mailto:juan.vega@townofcary.org">juan.vega@townofcary.org</a>

### DIRECTORS AT LARGE

Don Foote	Horry County, SC	843.915.5200	<a href="mailto:footed@horrycounty.org">footed@horrycounty.org</a>
Garland Veasey	Clemson University, SC	864.656.3477	<a href="mailto:gveasey@clemson.edu">gveasey@clemson.edu</a>
Jimmy Brown	Greenwood County, SC	864.942.8598	<a href="mailto:jbrown@greenwoodsc.gov">jbrown@greenwoodsc.gov</a>
Johnny Reed	SC DHEC, SC	803.898.3495	<a href="mailto:reedjm@dhec.sc.gov">reedjm@dhec.sc.gov</a>
Ray Walden	SC DHEC-EQC, SC	803.896.8963	<a href="mailto:waldenrw@dhec.sc.gov">waldenrw@dhec.sc.gov</a>

### REGIONS INCLUDE:

- Region 1: Calhoun, Clarendon, Fairfield, Kershaw, Lancaster, Lee, Lexington, Newberry, Richland, Sumter
- Region 2: Bamberg, Beaufort, Berkeley, Charleston, Colleton, Dorchester, Hampton, Jasper, Orangeburg
- Region 3: Abbeville, Aiken, Allendale, Barnwell, Edgefield, Greenwood, Laurens, McCormick, Saluda
- Region 4: Anderson, Cherokee, Chester, Greenville, Oconee, Pickens, Spartanburg, Union, York
- Region 5: Chesterfield, Darlington, Dillon, Florence, Georgetown, Horry, Marion, Marlboro, Williamsburg
- Region 6: All counties in the states of Georgia and Florida
- Region 7: All counties in the states of North Carolina, Virginia and Tennessee

## Welcome New Members



Southeast Governmental Fleet Managers Association is rolling out the red carpet to welcome our newest members since the last newsletter. More and more organizations and vendors have come to appreciate the benefits of networking with other fleet professionals through the medium of this excellent organization. Please welcome our newest fleet members. If we miss someone, just let us know, and we include you in a future newsletter.

### Advanced Energy

Allyson Beback  
Lisa Poger  
Katie Drye  
Jeff Barghout

### Alliance Autogas

Stephen Whaley  
Derek Whaley  
Mark Denton

### Boiling Springs Fire Dept.

Chris Smith

### Carolina ProDrive

Mike Horne  
Nancy Horne

### Carolina Trailers & Equipment

Gary Greene  
Tina Melton  
Steve Brock

### City of Ashville

Mark Stevens

### Hendrickson

Kevin Miller

### Imperial Supplies

John Dettman  
Kevin Knorr

### Mercury Associates

Randy Owen

### Pro1022 Distributors, Inc

Gary Cloutier  
Linda Cloutier  
Jeremy Cloutier

### Terex Hydra Platforms

Mark Duckwall

### Sumter Transport

Jeff Hall  
Maria Haughton  
Cindy Pack

*Our members are the fuel  
that power our  
organization!*

**Southeast Governmental  
Fleet Managers Association  
P.O. Box 7824  
Columbia, SC 29202**

## 2012 Committee Chairs

COMMITTEE	CHAIR	
Executive Committee:	Rick Smith	<a href="mailto:rsmith1@cmpd.org">rsmith1@cmpd.org</a>
Program Committee:	Doug Ingle	<a href="mailto:dingle@ci.hickory.nc.us">dingle@ci.hickory.nc.us</a>
Membership Committee:	Sheila James	<a href="mailto:jamesd@dot.state.sc.us">jamesd@dot.state.sc.us</a>
Professional Development Committee:	Jimmy Brown	<a href="mailto:jimmyb@co.greenwood.sc.us">jimmyb@co.greenwood.sc.us</a>
Information & Publicity Committee:	Garland Veasey	<a href="mailto:gveasey@clemsun.edu">gveasey@clemsun.edu</a>
Awards Committee:	Jeff McCormack	<a href="mailto:JMcCormack@gs.sc.gov">JMcCormack@gs.sc.gov</a>
Vendors Relation Committee:	Marty Burr	<a href="mailto:mburr@cityofrockhill.com">mburr@cityofrockhill.com</a>
Nominating Committee:	Judy Lucas	<a href="mailto:jlucas@forestry.state.sc.us">jlucas@forestry.state.sc.us</a>
Annual Conference Committee:	Karen Hyatt	<a href="mailto:kyhatt@sumtercountysc.org">kyhatt@sumtercountysc.org</a>
Audit Committee:	Jerry Glass	<a href="mailto:jglass@northcharleston.org">jglass@northcharleston.org</a>



*Thanks to all SGFMA  
Board Members who  
worked our booth at  
the Police Expo in  
Charlotte.*

## SGFMA GOALS:

- To foster and promote the advancement of the fleet profession through membership, association, and assistance to fellow fleet managers.
- To provide an open forum for the exchange of ideas, experience, and information related to the fleet management profession.
- To develop and promote improved standards and methods for the good management of fleet operations and assets.
- To seek the improvement of laws and regulations pertaining to fleet administration.
- Provide the exchange of information on procurement, maintenance, operation, and disposition of fleet equipment.
- Promote the professional, social, and personal interaction between members of the fleet management profession.
- To promote improved intergovernmental profession.

### Contributors for this newsletter:

Rick Smith  
Garland Veasey  
Judy Lucas  
Karen Hyatt