

2023 EDUCATION REPORT

Electric Utility Fleet Managers Conference (EUFMC)

EUFMC is an educational conference attended by representatives of fleets from across the U.S. and Canada that operate, manage and maintain utility equipment. The annual conference is held at the Williamsburg Lodge and Conference Center in Williamsburg, Virginia.

In 2023, EUFMC hosted more than 160 fleet representatives from electric utilities, contractors, co-ops and municipal operations, including over 50 new members and eight new companies. At the annual conference as well were more than 350 supplier representatives from about 100 companies that offer vehicles, equipment, products and services to fleets operating utility equipment.

Driving Safety, Sustainability & Technical Expertise

The EUFMC General Session is a two-day comprehensive educational program featuring presentations by industry experts, manufacturers and fleets. All registered EUFMC attendees have access to copies of the educational presentations.

Keynote Address

- *Brian L. Wolff, Chief Strategy Officer & Executive Vice President, Public Policy and External Affairs, Edison Electric Institute*

A strategic view of the grid, utilities, and upcoming changes and challenges was the focus of a presentation on 2023 industry priorities. Topics included Siting & Permitting, Reform, Clean Energy & ESG, Resilience & Grid Security, Storm Response & Wildfire Mitigation, Electric Transportation, and DEI & Workforce Development. Additionally, the discussion covered how the industry is leading on clean energy, and electric transportation trends.

Fleet Safety Panel

- *Thomas Guntrip, Director, Transportation Services, Southern California Edison*
- *Joe Suarez, Senior Director of Fleet Services, Florida Power & Light Company*
- *William Kokemor, Vice President Fleet Operations, H&M Shared Services, Inc.*

Fleet safety challenges and solutions discussed by panelists included leveraging safety technologies such as on-board cameras, active braking systems, and side swipe radar for improving driving performance. Issues related to US DOT safety

scores covered included driver's license and medical cards, proper use of emergency breakaway cables, lighting devices and load/cargo securement, the use of load management systems on bucket trucks, and equipment safety improvements for personnel related to vehicles, such as the use of increased lighting. Also reviewed were compliance metrics and reports, driver training initiatives, and coachable behaviors.

ZEV Design, Acquisition, Planning and Testing

- *Michael Glover, Senior Director of Transportation Services, Pacific Gas and Electric Company*
- *Ken Jack, CEO, KenetIQ*
- *FACILITATOR: Fortunato Gulino, EUFMC Director, Chief Automotive Engineer, Consolidated Edison of New York*

A review of a utility's sustainability programs and partnerships covered goals for reducing CO2 emissions and plans for the adoption of clean fleet vehicles including vans, work trucks and specialty equipment. Plans for the transition to next generation electric vehicles were also discussed. On the agenda as well were practical electrification considerations and the impact on short-, medium- and long-term fleet strategies, the importance of internal policies and pilot programs, and tactics for dealing with product availability and lead time concerns, as well as product and charging system timelines.

Regulatory Updates

- *Michael Taylor, Senior Advisor, HillStaffer*

An overview of fleet-related electrification issues at federal and state levels, other transportation policy issues and rulemaking activity at the Department of Transportation included heavy-duty vehicles and the federal Clean Trucks plan, selected issues raised in the Phase 2 rule and proposed GHG emissions standards, EPA's projected mix of technologies, and California's heavy-duty engine and vehicle regulation. On the agenda as well were federal and state developments in electrification, catalytic converter theft concerns, and vehicle data access legislative activity.

Fleet Charger Construction Updates and Mobile Fleet Charger Developments

- *Lissa Brady, Fleet Asset Manager, SDG&E*
- *Todd Carlson, Principal Manager – Fleet Asset Management, Southern California Edison*

Fleet electrification plans and forecast were detailed by presenters. The two California-based utility representatives also reviewed developments relative to the state's 2023 Advanced Clean Fleet Rule. Charger foundational assumptions included a discussion of electricity costs for fleet vehicles, infrastructure options and charging plans by vehicle type, battery capacity and charger. The panelist also covered priorities for fleet charging systems and charger construction budgetary considerations.

Legal Updates

- *John O. Radeck, Jr., Partner, The Hood Law Firm, LLC*

The primary causes of thermodynamic verdicts causes were discussed for fleet managers, along with process steps, reptile theory and deposition tactics to anticipate in the event of a lawsuit. In particular, topics focused on included sample questions and approaches such as yes-no response cycles, requests to be more specific, as well as ways to avoid absolutes. Questions regarding on-board cameras, including privacy concerns and national and state laws, and employee buy-in issues, were covered as well.

Fleet Responses to Supply Chain Disruptions

- *Brian Johnson, Fleet Services Manager, Alabama Power Company*
- *Chad Calvello, Senior Government Equipment Compliance Specialist, ComEd Fleet*
- *FACILITATOR: Julie Gomez, EUFMC Director, Executive Vice President - Fleet Operations at Tucson Electric Power*

With supply chain disruptions causing vehicle procurement issues for fleets, panelists discussed the impacts on fleet internal processes. Also covered were ways they are managing manufacturer performance as well as parts and maintenance. Fleets participating included an operation with 5,800 owned and maintained assets, 14 service centers and over 200 fleet personnel, and a utility fleet with more than 4,850 owned and rented units, and 23 service locations staffed by 137 technicians who are overseen by 11 Fleet Maintenance Supervisors.

PHEV Medium-Duty Vehicles

- *Dave Stenson, Founder and CEO, Inventev*

Following an overview of plug-in hybrid vehicle (PHEV) technology, practical field considerations were discussed, including utility use case complexity with the need for storm recovery capability, urban/rural flexibility, and interstate

dispatch to support other utilities. Opportunities for PHEVs such as power export solutions were also covered. Regulatory issues that create tension between utility needs and OEM plans were on the agenda as well, along with a review of PHEV attributes compared to diesel or battery electric vehicles.

Technician Training and Best Practices

- *James Kuha, Operations Supervisor of Transportation, Central Hudson Gas and Electric*
- *Robert Ruiz, Principal Manager — TSD Fleet Operations & Maintenance, Southern California Edison*
- *FACILITATOR: Dan Remmert, EUFMC Director, Sr Manager Fleet Services, Ameren Illinois*

Fleets reviewed basic, intermediate, and advanced skill level technician training topics. Included were Compliance (new employee and annual); Air Brakes; Preventative Maintenance; MIG and TIG Welding; Fuel, Transmission, Brake, Suspension & Steering; Electronic Component Systems; Diesel and Gas Engine Diagnostics; Booms, Aerials and Derrick/Diggers; Mobile Hydraulic Certification, and New Equipment. Discussed as well were Leadership Training programs for foremen and managers, and sessions on CPR, AEDs, and First Aid. Recruiting initiatives covered included new employee tool reimbursement, annual shoe purchases, ASE and Mobile Hydraulic Mechanic certification incentives, and apprentice programs.

Comparing and Contrasting Telematics Hardware Strategies

- *Brendan King, Manager of Fleet Engineering Operations, Salt River Project*
- *Travis Grindstaff, Director of Procurement, Quanta Services*
- *FACILITATOR: Peter Michaud, EUFMC Director, Fleet Manager, New Brunswick Power*

A review of OEM and third-party telematics use for a range of assets and installation practices employed led to a discussion of operational, safety and sustainability driven uses and benefits. Other topics covered included the value of leveraging telematics provider applications for data access, integrity and consolidation, reports, cybersecurity, compliance use cases, cost analyses, and tampering concerns. Future uses covered included off-road reporting, the need to establish utilization thresholds and work with operations teams to understand what information they need, and ways to leverage existing data into business processes.

Tire Considerations and Benchmarking - What a Fleet Manager Should Know

- *Joe Hughes, Urban Product Category Manager, Michelin North America*

A discussion about tire design, a task of balancing performance for different applications, began with a review of several factors including wear life, comfort, traction/handling, tread durability, and rolling resistance. Tire considerations for fleets include application needs such as vehicles, road, speed, loads, and weather. A review of tire maintenance fundamentals, such as air pressure, valve caps, mismatched duals, alignment and mounting were covered as well. Also on the agenda were retreading applications and tips for successful programs, environmental and cost benefits, and reviews of tire services and programs, and the results of a tire performance needs survey.

Roundtables

- *MODERATOR: Dan Remmert, EUFMC Director*

EUFMC Roundtables provide fleet representatives and suppliers the opportunity to exchange information and discuss mutual challenges, find solutions, and develop best practices. Fleet representatives are surveyed in advance about Roundtable discussion topics suggested by industry experts. Questions covered in 2023 included:

- Have your EV goals changed this year?
- If so, what is the biggest contributor (supply chain, lack of charging infrastructure, management decision)?
- Are you planning to purchase EV powered off-road equipment this year (pulling or stringing equipment, yellow iron/trenchers, backhoes, etc.)?
- For those with EEI published EV goals, do E-PTO units count toward your goal?
- Do you have plans to purchase Class 7 EV aerial buckets in the future? (on order, in the next 2-3 years)?
- Does your company have carbon reduction goals for fleet specifically?
- Is your company installing home chargers in employee homes?
- Does your company reimburse for at home charging and if so, how (metered, stipend, self-reporting)?
- Do you utilize fleet fuel cards for charging?
- Do you utilize vehicle telematics (third-party provided, in-house developed)?
- Have you ever been requested to supply telematics data through subpoena or formal request?
- Do you currently monitor seat belt usage with telematics?
- Does your company utilize camera technology in your vehicles? (forward facing, driver facing)?

- How do you manage event data for cameras (third party AI, internal, post event)?
- Have current supply chain restraints affected your average lifecycle age?
- Do you measure vehicle/equipment to operator ratio?
- Do you measure technician to vehicle/equipment ratio?
- Are you measuring kWh usage and cost for your EVs? If so, by what method (vehicle telematics, internal metering, generic formula)?
- What is your biggest concern in your fleet today (increasing cost, supply chain, staffing, electrification)?
- Is your company utilizing bucket load technology on aerial devices?

SPECIAL PRESENTATION

- *The Iron Cowboy, James Lawrence*

An ultra-endurance athlete. Lawrence brought his story of mental toughness and physical endurance, and his inspiring message about redefining your goals and achieving great success, to the conference. Fleet representatives at EUFMC were also provided with a copy of Lawrence's book - *Iron Cowboy Redefine Impossible*.

Equipment Events

EUFMC includes a drive-through utility equipment demonstration and an equipment show with more than 60 displays where suppliers showcase their latest products and new technologies.

ABOUT EUFMC

The objective of the EUFMC, a non-profit association, is to provide educational and technical information pertaining to the design, procurement, application, operation, management and maintenance of utility equipment used by fleets. The conference provides a forum where fleet professionals can exchange information and discuss mutual challenges, find solutions and develop best practices through close cooperation with manufacturers and suppliers of vehicles, equipment, products and services for utility fleet operations.

For more information, visit www.eufmc.com