

# COLUMBIA COUNTY EXPECTS TO SAVE OVER \$320,000 WITH ENTERPRISE'S PROGRAM.

## BACKGROUND

**Location:** Hudson, NY

**Industry:** Government

**Total vehicles:** 124 vehicles

**URL:** <http://www.columbiacountyny.com/>

## THE PROBLEM

Columbia County's budget was being negatively impacted by an aging fleet. Almost half of the county's fleet was 10 years or older. The county would only purchase new vehicles when broken-down vehicles were inoperable, creating unpredictable capital expenses.

## THE SOLUTION

Columbia County partnered with Enterprise Fleet Management to reduce the average age of the fleet. Enterprise proposed a plan that would allow the county to replace vehicles every five years. In addition, the county would be able to gain over \$200,000 in capital from the resale of the existing vehicles over a five-year span.

## THE RESULTS

The county's new vehicles have driven down fuel expenses with increased fuel efficiency – reducing overall maintenance expenses and decreasing vehicle downtime. All of this, coupled with an annual fleet evaluation to continually assess the county's costs has simplified operations and improved the county image.

**ESTIMATED  
\$320,000  
SAVINGS OVER  
THE NEXT 10 YEARS**



**SAFER VEHICLES  
WITH IMPROVED IMAGE**



**INCREASED FUEL  
EFFICIENCY BY  
20-25%**

**“THE BIGGEST BENEFIT FOR COLUMBIA COUNTY IS THAT OUR RELATIONSHIP WITH ENTERPRISE HAS GIVEN US THE ABILITY TO PROVIDE MORE EFFICIENT, SAFER VEHICLES TO OUR DEPARTMENTS AND THE CITIZENS THAT THEY SERVE, WHILE KEEPING CAPITAL SPENDING TO A MINIMUM.”**

**MATT MURELL, CHAIRMAN**