

FLASH NEWS

MID-VANGOUVER ISLAND ELECTRIC VEHICLE ASSOCIATION

2022 – June 5th, V3 – 13 – *Ideas and Responses to: Editor - MVI EVA Flash News – info@islandev.org*

SPECIAL EDITION - DUDE! WHERE'S MY EV?

One Minute Editorial - So we have finally convinced folks to take the plunge and buy an EV. Oh, the Irony!

Microchip shortages, battery shortages, chemical shortages - the supply chain is a total mess. Globalization and just-in-time manufacturing are unravelling just as EV communities are starting to celebrate success in the quest to electrify transportation.

Vehicle manufacturers worldwide are scrambling to build and ship new vehicles, and we in North America are facing the perfect storm as offshore manufacturers prioritize their home markets and timid domestic manufacturers have just been too slow out of the gate. New car lots have been emptied of EVs (and most new ICE cars as well). After years of advocating for more widespread adoption of EVs, British Columbia EV Associations and individual EV owners are being swamped by questions and requests for information - so what do we tell people now? Our Club has a number of upcoming public events, and I hope this special edition will help our members and readers to provide accurate information so **we can continue to encourage those who want to go electric.**

I started researching this a few months ago after putting down a deposit on a new EV and being told it could be as long as a year away from delivery. Since then, the news has gotten even worse and there is a lot of mis-information flying about. I discussed this with a number of new car dealer people at various levels, representing both offshore and domestic manufacturers. Many of those I talked to were clearly not party to high level corporate knowledge and could only discuss what they were told or have observed, but the stories were all similar. Do your own research. Some manufacturers are in better shape than others. Tesla for example, takes orders directly on-line and has been able to avoid many of the shortages but you can still expect to wait over six months. One thing was very discouraging when talking to some of our domestic manufacturers - they all have GREAT new models COMING OUT, when they get the factories built or redesigned, and the workers hired and trained, and the parts manufacturers lined-up.....

Delays - the causes.

In a word - Parts. For those manufacturers who have factories that are actually building and selling EVs now, the roadblocks have been piling up high. We are hearing a lot about microchip shortages in the media, but there are many other items in short supply from wiring harnesses, to batteries, to even the chemicals needed to make the foam that car seats are built from. A modern vehicle is built from many many parts, and the shortage of a single one can shut down a complete assembly line. COVID lock-downs affecting parts manufacture and deliveries have been a significant contributor, but there are other geo political events adding to the problem including the new war in Europe, raw material shortages, transportation pinch points and the increasing cost of oil, chemicals and metals. No one can accurately predict when the un-ravelled supply chain might become re-ravelled, but you can be sure that all of these car manufacturers with full order books are working overtime to try and get it sorted out.

In another word - Success. EVs have broken through into the mainstream finally. High fuel prices are a contributor, but the promotional and advocacy efforts of our EV Associations combined with Government encouragement and incentives has made the biggest difference. The arrival of exciting new EV choices with greater ranges, especially from domestic manufacturers, has triggered many fence-sitters to jump down and head to their local EV dealer (or go on line and order one directly).

What to do - what to do? Here is advice from one of our founding members who also happens to own an EV dealership.

- **Find the car you like - find a dealer you like - get in line - be patient.** If order books are closed, a dealer will put you on their waiting list. Manufacturers have to allocate the vehicles they do manage to produce - this is a worldwide problem. You should not have to put down a big (over \$1,000.00) deposit, and it should be fully refundable if your situation changes. If you can't take delivery, the dealer will have a long waiting list. Don't expect an accurate estimated delivery date at this time - the numbers I am hearing from dealers are 18 months to 2 years for some models. **Don't give up on an EV - this COULD turn-around quickly.**
- **Do not wait for inventory to arrive on the lot** - You may have a loooooong wait. The car business is going through a fundamental change right now and the days of dealers having hundreds of vehicles waiting on the lot for a buyer to show up may well be over. All cars are in short supply now and "Big 4" executives are all saying they will be cutting costs by going to a build-to-order manufacturing model to eliminate inventory. What could possibly go wrong? Tesla disrupts the industry yet again.
- **Be flexible** - Sure you want a blue one or an all wheel drive car, but give the dealer more options - maybe a whole shipment of red, rear-wheel drive cars comes in two months from now. If you let it be known you are willing to switch your wait might be over.
- **Be flexible** - Keep up-to-date other manufacturers to see if deliveries are improving. The first F-150 Lightning delivery in the U.S. went to a person who *also* had a deposit down on a Tesla Cybertruck. Ford got a vehicle to him first. Look on the bright side - there ARE amazing new EV models coming to the market, and some executives are even going on about a pending price war in EVs. Hard to believe right now - but stranger things have happened. **This too shall pass - don't give up on your EV Dream!**