


WELCOME TO THE CALIFORNIA FLEET SOLUTIONS WEBINAR

JUNE 22, 2011



California Fleet Solutions

CALIFORNIA'S LEADING TRUCK, BUS AND FLEET SOLUTIONS PROVIDER.

The Republic of California 

California Air Resources Board (CARB)

- On-Road
- Drayage
- TRU
- SmartWay
- PSIP
- Idling Limits
- Low Carbon Fuel Standard
- Cap & Trade
- Trash Trucks
- Municipal Fleets
- Off- Road Equipment
- LSI

The Golden State 


Limited Access to Capital

- Recession
- Credit Problems

Large Fine Settlements for Non-Compliance

\$50- \$300-\$500-\$1000 (Per Violation)

up to...\$10,000 **Per Day**

California...2011 & 2012 

April 29, 2011 (Likely)
 TB Grant Applications Due

May 1, 2011
 On-Road Trucks must have PO for Level 3 PM retrofit to be installed by September 1 for 1 to 4 Credit.

July 1, 2011
 On-Road Trucks must have installed a Level 3 PM retrofit for 1 to 1 Credit
 Class 7 Drayage trucks operating in LA/LB must be Retrofitted
 GHG reporting deadline for large fleets (21+)

October 1, 2011
 May PO retrofit must be Installed

California...2012 

December 31, 2011
 Drayage Trucks in LA/LB Ports need to meet 2007 standards.
 Statewide Drayage Trucks With 2004 Engines Must Be Retrofitted
 Class 7 Drayage trucks operating in South Coast must be Retrofitted
 2004 TRU's must meet ULETRU

January 1, 2012
 1996-1999 Diesel Engines Must Be Retrofitted
 Fleets with 21+ 53' trailers* must meet 20% aero upgrade
 Reporting Requirements begin January 31,2011

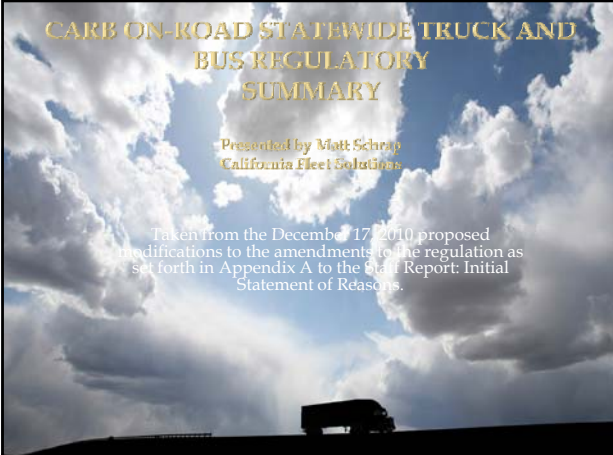
December 31, 2012
 Statewide Drayage Trucks with 2005-2006 Engines Must be Retrofitted.

*Except Exempted Trailers

CARB ON-ROAD STATEWIDE TRUCK AND BUS REGULATORY SUMMARY

**Presented by Matt Schrap
 California Fleet Solutions**

Taken from the December 17, 2010 proposed modifications to the amendments to the regulation as set forth in Appendix A to the Draft Report: Initial Statement of Reasons.



Proposed Requirements

Vehicles with a GVWR of 14,001-26,000 lbs:

- There is a four year compliance delay until Jan 1, 2015, when fleets must begin replacing vehicles or engines with 2010 engines.
- All vehicles must meet 2010 emissions by 2023.
- The retrofit requirements were eliminated. However, if fleets install an optional PM filter:
 - By 1/1/2014: makes the retrofitted truck exempt from replacement until January 1, 2020
 - By July 2011: fleet can receive credit toward compliance for heavier trucks and buses in the same fleet.

Compliance as of January 1	Existing Model Year	BACT Requirements
2015	1995 & older	2010 Model Year Emissions Equivalent
2016	1996	
2017	1997	
2018	1998	
2019	1999	
2020	2003 & older	
2021	2004-2006	
2022		
2023	2007 or newer	

Proposed Requirements

Vehicles with a GVWR of 26,001 lbs or more:

- Two options for compliance: retrofit and replacement by engine model year or retrofits and replacements by percentage-of-fleet calculations (phase-in option)
- Replacement by Model Year
 - Retrofit requirements will start in 2012 with MY 1996-1999 vehicles. Vehicles that are retrofitted must eventually be replaced with 2010 engines to comply.
 - Replacement requirements will begin in 2015 with pre-1994 vehicles.
 - All vehicles will meet 2010 emissions by 2023.

Engine Model Year	Compliance Date Install PM Filter by	Compliance Date 2010 Engine by
1993 & older	N/A	January 1, 2015
1994-1995	N/A	January 1, 2016
1996-1999	January 1, 2012	January 1, 2020
2000-2004	January 1, 2013	January 1, 2021
2005-2006	January 1, 2014	January 1, 2022
2007 or newer	January 1, 2014 if not OEM	January 1, 2023

Proposed Requirements

Phase-In Option for Heavier Trucks

- Retrofits from 2012-2016 and full 2010-emissions compliance by 2020.
- Expanded credits for completing early retrofits, and buying hybrid or alternatively fueled vehicles. Expanded credits for some truck retirements and early purchases of cleaner-than-required vehicles.

Compliance Date as of January 1	Percent of Total Fleet Complying with BACT	BACT requirements
2012	30%	PM BACT
2013	60%	
2014	90%	
2015	90%	
2016	All Vehicles Must comply with Section 2025 (g)	

Proposed Requirements

Expanded Exemptions

- Construction Related Vehicles Delayed until 2014
- Retirement/Downsizing Provision to 2016
- 2007 Purchase Provision for Newer Fleets
- Early Retrofit Credits (1 for 1)*
- NOx Exempt Areas consideration
- Expanded Hybrid definitions

* Cannot be Utilized for equipment funded by Public Grant Monies

Summary

- 15-Day Change Language Released
- No Additional Changes
- Incentives for Early Privately Funded Retrofits
- Expanded Exemptions will Expire
- Updated Fleet Calculator
- Workshops & "One-Stop" Truck Events
- Stay Tuned to CFS for Updates and Opportunities!!!

VIP

- On-Road Voucher Incentive Program provides funding opportunities for small fleets (10 or less vehicles) to quickly replace or retrofit their older heavy-duty diesel vehicles.
- Small fleet owners that operate vehicles with 2002 or older model year diesel engines may be eligible for funding towards the purchase of a vehicle that has a 2007 or newer engine.
- Small fleet owners that operate vehicles with 2004-2006 model year diesel engines may be eligible for funding towards the purchase of an exhaust retrofit.
- Funding is available now. Truck replacement grants range from \$10,000 to \$45,000. Exhaust retrofit grants range from \$5,000 to \$10,000

VIP

- This is a "Scrap and Replace" program for early action on the Truck & Bus Rule
- Owners of one to three trucks are eligible, but no port trucks
- Minimum Participation Criteria:
 - Owned and operated in California 75% of the time for the previous 2 years
 - The old diesel must have a Gross Vehicle Weight Rating greater than 19,501 lbs.
 - The old diesel truck must have operated a minimum of 15,000 miles per year or consumed 4,700 gallons of diesel fuel per year during the previous two years
- A Voucher redeemed in 2010 for replacing a 2002 and older vehicle can receive a max of \$45,000 for a replacement truck and \$10,000 for a diesel retrofit
- CFS works with approved dealerships and personnel trained to do applications and to find the right engine and truck for the applicant
- Once CFS submits the application to AQMD there is a reply within 5 days

CalCAP

CalCAP is the California Capital Access Program.

- The program is administered by State Treasurer's Office using funds from CARB
- Not a Scrap and Replace Program
- Loan guarantee of 14% on the Net Amount Financed
- CFS works with Crossroads, which is the fastest growing qualified lender in this Program
- Requirements:
 - 20 or fewer trucks in the fleet
 - 100 or fewer employees
 - Must obtain a 2007 Compliant or newer truck
 - Revenue over the last (3) years can not exceed on average - \$10 million
 - Must operate in California 51% of the time

Upcoming Events

In Person Compliance Seminar
 July 30, 2011
 9 am - 11 am
 SelecTrucks
 Fontana, California

Call 1-877-465-0181 to register

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CFS Is your one-stop-shop for all CARB emissions compliance needs...

Top industry experts are standing ready to assist fleets in avoiding costly CARB fines because of non compliance...

Together, We Can Keep You Rolling in California...



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QUESTIONS????



Thank You!!!

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