

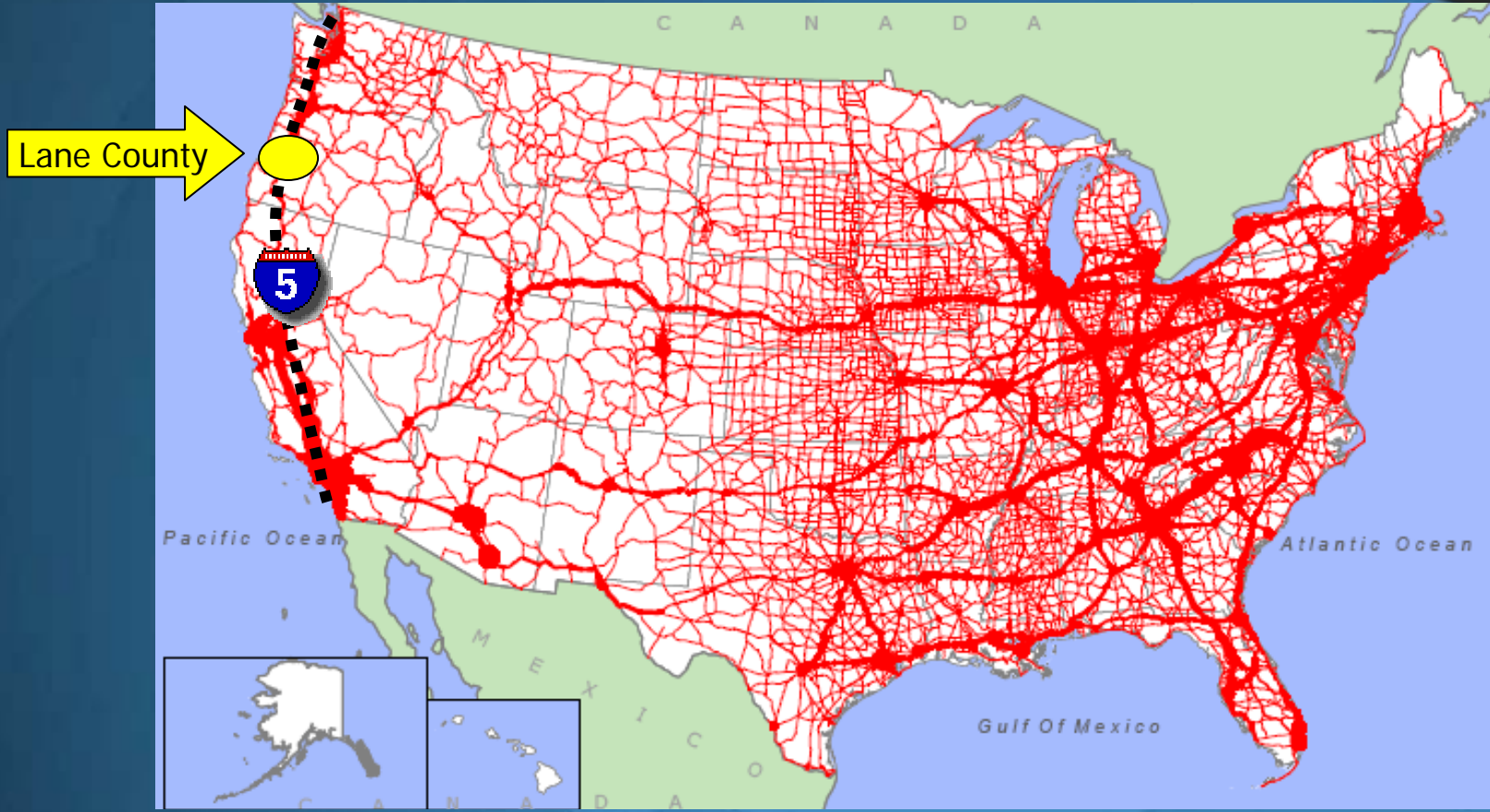
EVERYBODY WINS

An Oregon Program to Reduce
Diesel Exhaust on the I-5
Corridor



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PROJECT LOCATION



THE *EVERYBODY WINS* VISION

Reduce idling emissions by:

- Promoting on-board systems (APUs)
- Promoting idling awareness
- Developing infrastructure

Side Benefits:

- Adding jobs
- Improving health
- Saving fuel
- Reducing CO₂ emissions



THE MARKET-BASED APPROACH

Allows the truck owner to select the APU from a list of participating vendors.

- Promotes competition and free enterprise
- Keeps the price competitive
- Allows additional products to be added as they are developed
- Allows multiple solutions for a variety of fleet applications

THE *EVERYBODY WINS* MODEL

1. Design the project to qualify for an Oregon tax credit
2. Borrow money from Oregon DOE to purchase equipment & pay for installation
3. Set up installers that are certified by the manufacturers
4. Use the existing sales force of the installers to sign up customers

THE *EVERYBODY WINS* MODEL

5. Offer low-cost leases with zero down and a 60-month payment plan to owner-operators & small fleets OAC
6. Sell the tax credit and use the proceeds to pay for program administration
7. Use the lease payments from truckers to pay back the ODOE

FUNDING

■ “Pass thru” Tax Credit	\$1,000,000
■ EPA Grant	\$500,000
■ Trucker Payments	<u>\$3,710,000</u>

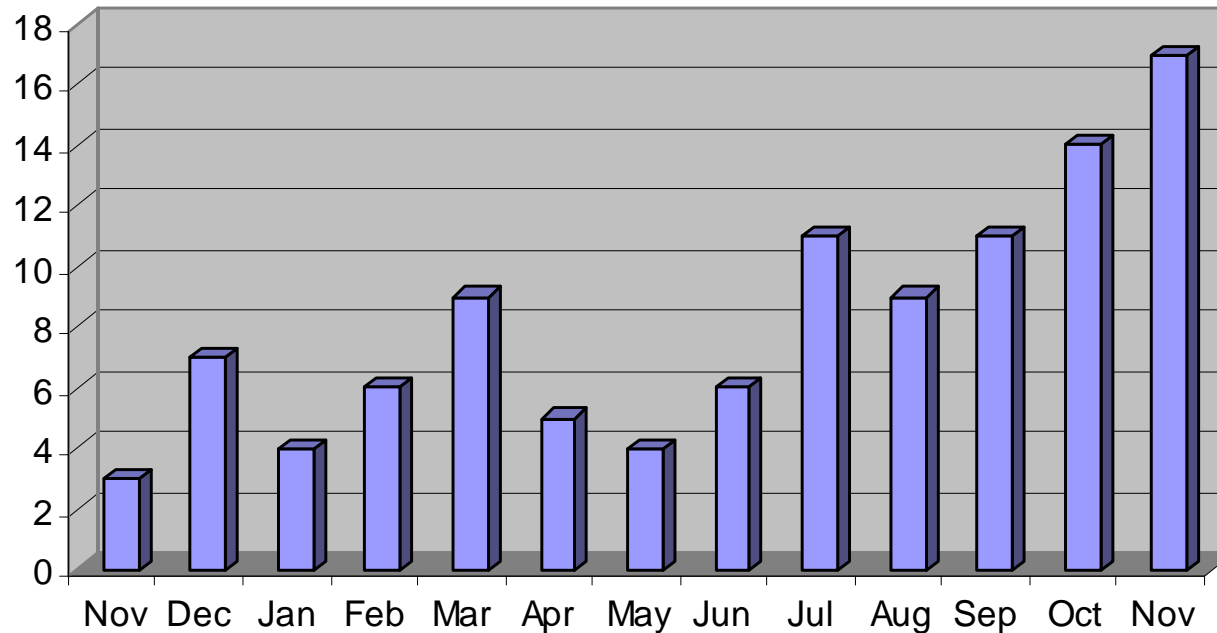
TOTAL	\$5,210,000
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APU Sales:

Direct = 106

Indirect = 688

Financing 244 more in 2006



INSTALLERS

- Coast Transit Refrigeration (5 locations)
- Cummins NW (8 locations)
- Leavitt Freight
- Thermo King NW
- Thermo Tech
- Freightliner (6 locations)

INSTALLATION LOCATIONS



MANUFACTURERS

- Teleflex Pro-heat
- Auxiliary Power Dynamics Willis APU
- Thermo King Tri-pac
- Idle Solutions
- Pony Pack
- Rigmaster
- Freightliner Alliance

THE SAVINGS – EACH YEAR

Based on 1,000 units installed:

- Diesel PM – 82 Tons
- NO_x – 288 Tons
- CO_2 – 21,382 Tons
- Diesel Fuel – 2,753,100 Gallons
- Dollars – \$7,708,680
- Health Care Costs – \$6,882,750

LESSONS LEARNED

- Owner-operators want APUs
- There are lots of truck owners with good credit
- Reasonable payments are more important to owner-operators than tax credits
- Having APUs on trucks reduces driver turnover for fleets

WHAT WE NEED

- Access to capital
 - Revolving loan funds for State and Local loan and lease programs
- Regional approaches that focus on corridors
- Federal tax credits
- Implement & communicate the weight exemption for APUs