

# WELCOME TO THE LOS ANGELES CLEAN CITIES COALITION DRAYAGE and CLEANER TRUCK WORKSHOP

February 22, 2011



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

Etc....etc....etc...

# The Golden State



## Limited Access to Capital

Recession – Getting Better...but

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)

1B Grant Applications Due

## December 31, 2011

Drayage Trucks in LA/LB Ports need to meet 2007 standards.

Statewide Drayage Trucks With 2004 Engines 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

\*Excluding Exempted Trailers

# California...2012



## May 1, 2012

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

## July 1, 2012

On-Road Trucks must have installed a Level 3 PM retrofit for 1 to 1 Credit

## September 1, 2012

May PO retrofit must be Installed

## December 31, 2012

Statewide Drayage Trucks with 2005-2006 Engines Must be Retrofitted.



# What We Do...



## What CFS Can Offer

### Education

- Existing CARB Requirements
- Proposed Changes and New Standards
- Free Seminars
- Monthly Webinars

### Guidance on New and Used Equipment Purchases

- Trucks
- Retrofits

# What We Do...



## What CFS Can Offer (cont...)

### Direction on Available Financing Options

- Appropriate for the borrower
- Affordable for the business
- Always cost effective

### Consulting Services

- Compliance Plans
- Reporting
- Exemptions

# What We Do...



## What CFS Can Offer (cont...)

### Grant Assistance

- \$112 Million Currently Available for 1B
- Future Allocations Uncertain – ACT NOW
- VIP and HVIP Grants Available
- CFS will fill out and manage applications for Free!!!
- NO COST, NO COMMITMENT, NO JOKE!!!
- 1B, VIP, DERA, Clean Cities, 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 20% 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

# Solutions...Not Confusion...

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...

A black silhouette of the state of California is centered in the upper half of the image. A white, winding road with two parallel lines runs from the top left corner of the state, curving downwards and to the right, exiting the bottom right corner of the state's outline. The background is a light gray with a subtle radial gradient.

# California Fleet Solutions

QUESTIONS????



# Thank You!!!

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