

# NATIONAL CLEAN DIESEL CAMPAIGN

*POLICY LEADERS SUMMIT*

WASHINGTON, DC DEC 7/8

# 2005



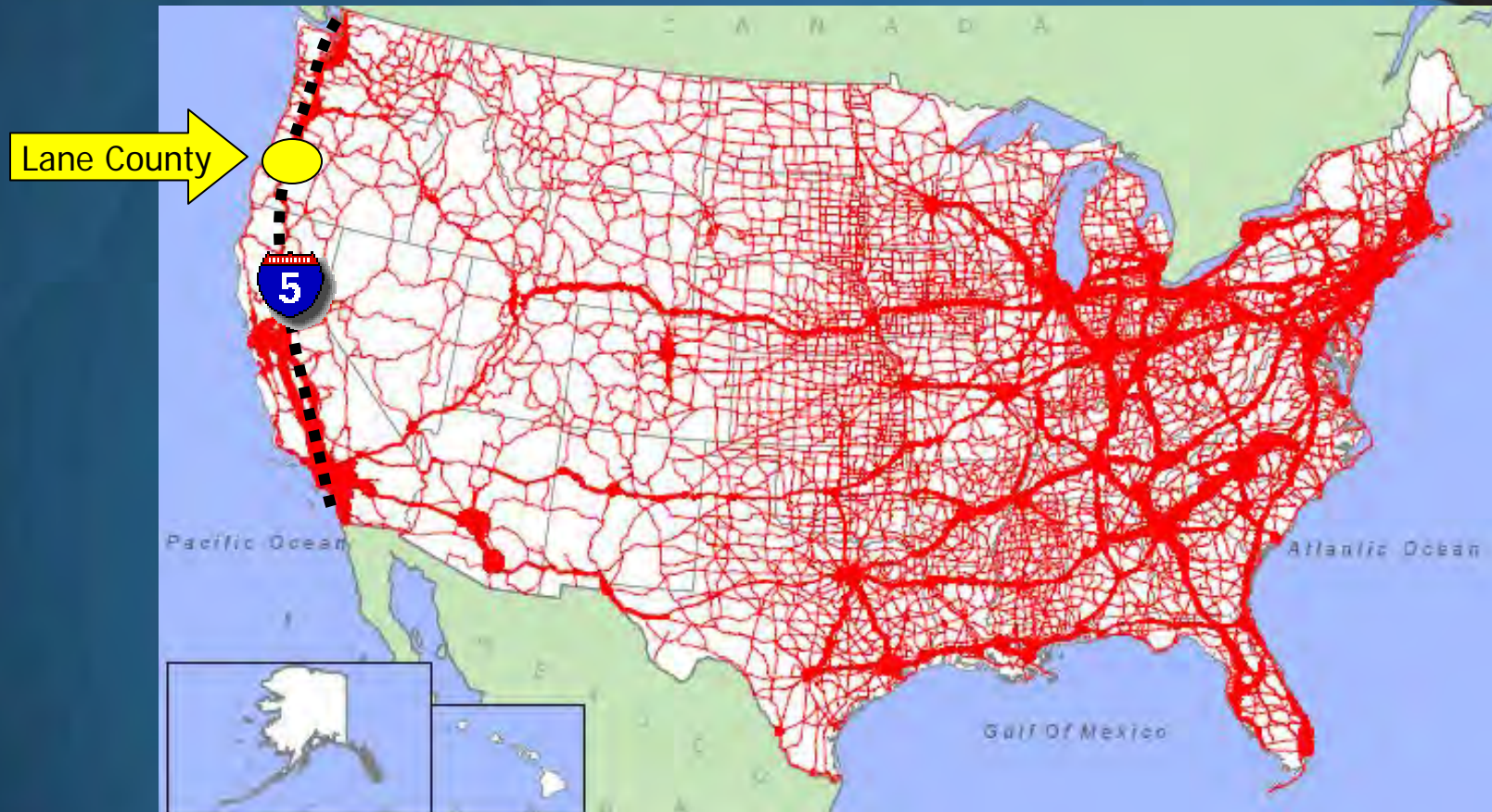
# ***EVERYBODY WINS***

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 CO<sub>2</sub> 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 \$3,710,000

TOTAL

\$5, 210, 000

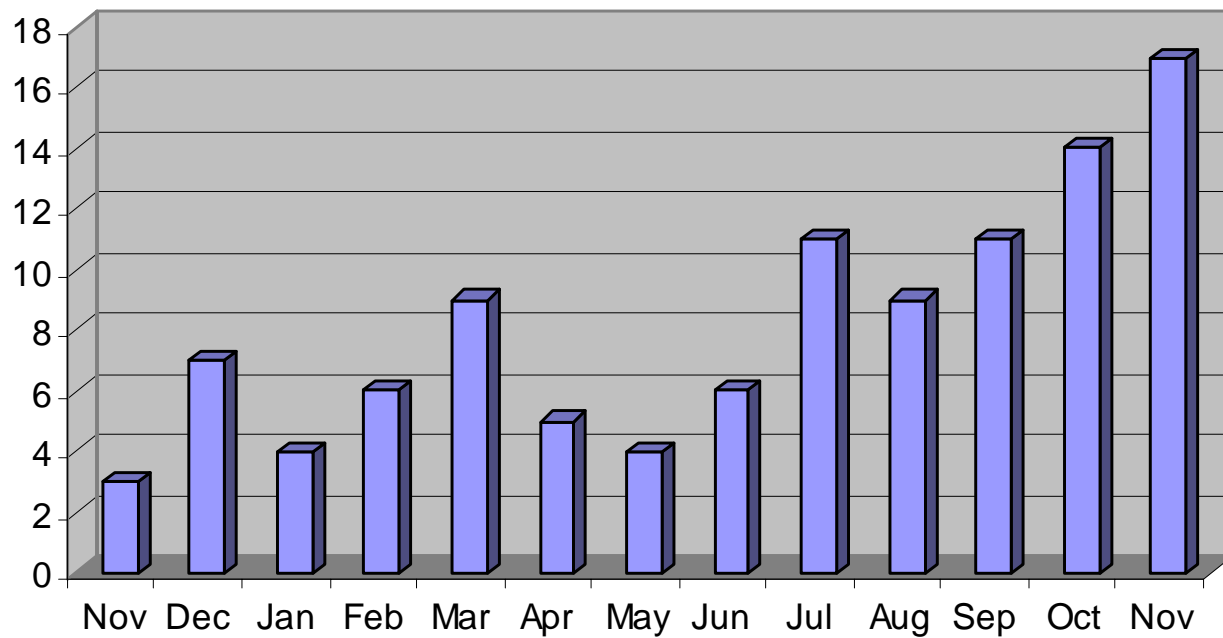


# APU Sales:

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<sub>x</sub> – 288 Tons
- CO<sub>2</sub> – 21,382 Tons
- Diesel Fuel – 2,753,100 Gallons
- Dollars – \$7,708,680
- Health Care Costs – \$6,882,750

# HOW THE STATE WINS

Net Income is increased

\$7,708,680

X 5 year life

of APU

\$38,543,400

Assume a 9% income tax rate

\$38,543,400 X .09 = \$3,468,000

Less Tax Credits

(\$2,800,000)

# 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