

# EPA West Coast Collaborative Partners Meeting

Sept. 4, 2014



# Survey Results

- CTA Surveyed 91 fleets in 2013 on Natural Gas
- Fleets of all sizes surveyed

1-3	5.56%
4-10	10.00%
11-20	15.56%
21-100	42.22%
101-1000	24.44%
1000+	2.22%

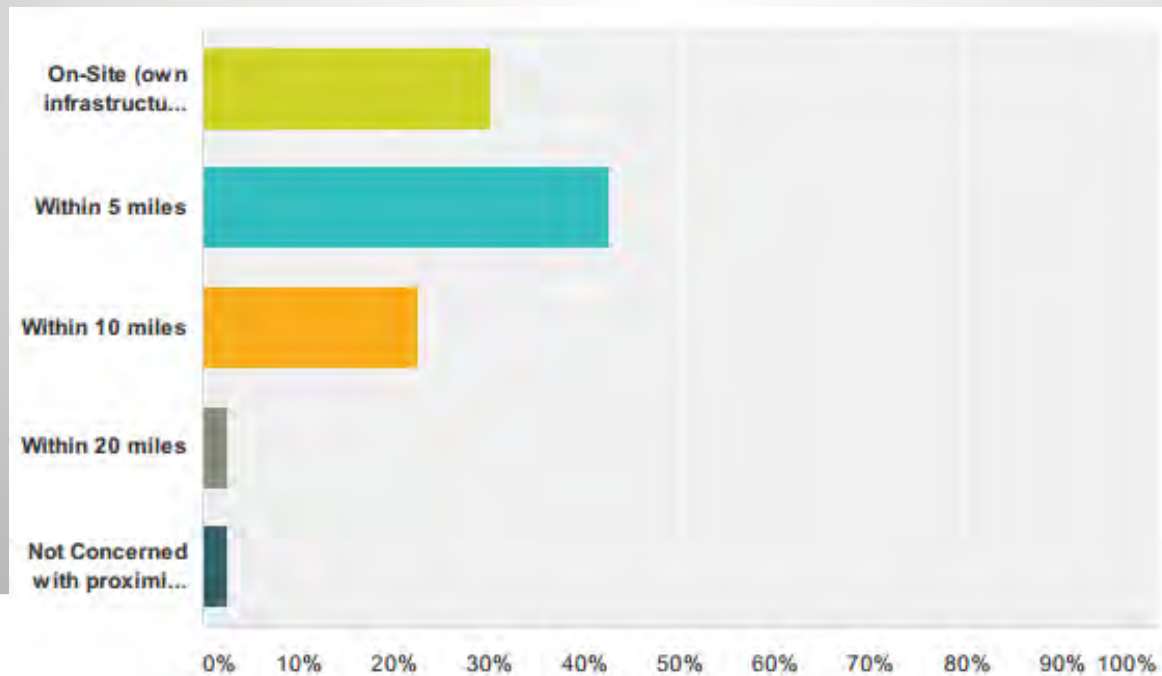
# Survey Results (cont.)

- Helps Adoption of Nat Gas
  1. Price Differential of Natural Gas vs. Diesel
  2. Public Perception of Natural Gas Tailpipe Emission Benefits
  3. Availability of Grants, Incentives
- Hurts Adoption of Nat Gas
  1. Availability of Fueling Infrastructure Near Home Terminal/Freight Lanes
  2. Insufficient Horsepower/Torque
  3. Associated costs (training, maintenance bay retrofit, etc.)

# Survey Results (cont.)

- Fueling Proximity Matters

On-Site	35.90%
Retail	41.03%
Mobile Fueling Service	15.38%
Muni/Private Facility Open to Public	38.46%



# Survey Results (cont.)

- Incentives Will Play Key Role

We plan to purchase natural gas trucks in the future with or without public incentives.	17.50%
We plan to purchase natural gas trucks and public incentives will allow us to deploy more of these trucks than we would otherwise do so.	27.50%
We will not purchase natural gas trucks without public incentives.	55.00%

- More than half of fleets surveyed will not purchase nat gas without public incentives

# Key Needs

- Incentives
  - Incremental cost of vehicles still major hurdle; incentives can accelerate deployment
  - Current purchase incentives are limited
  - No state tax incentives
    - 4% higher tax burden for nat gas trucks
- Certainty
  - Mixed signals from California regulators on natural gas trucks

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**Questions?**