

THE PATH FORWARD

Each fleet will need to consider a variety of factors on its path through the messy middle.

REGULATORY FACTORS

ZEV Rules
Incentives
Fleet/Warehouse Rules

FLEET SIZE

Very Small, 1-10
Small, 11-100
Medium, 100-500
Large, 500+

DUTY CYCLES

Favorable
Less Favorable
Unfavorable
Repeatability of Duty Cycle

GEOGRAPHICAL OPERATIONS (DEPOTS)

All Trucks in One Region
Depots in 2-5 Regions
Depots in 6+ Regions

ENERGY/FUEL PRICING

RNG
LCFS
Credits Electricity Pricing
Optimal Charge Time and Pricing
Green vs. Non-Green Costs

WELL-TO-WHEEL IMPACT FACTORS

BEV Green
BEV 50%
BEV 25%

Hydrogen Green
Hydrogen Blue
Hydrogen Grey

RNG
CNG
Renewable Propane
Propane
Renewable Diesel
Biodiesel
Diesel

CUSTOMER/SHIPPER GOALS

ESG
Cost
Sustainability
On-Time Delivery
Scope 3 Emissions Reduction

TRUCK LIFE AND BUYING PATTERNS

Purchase New Trucks Every 5 Years
Purchase New Trucks Every 7 Years
Keep Trucks for 10+ Years
Lease vs. Purchase

ENERGY/INFRASTRUCTURE

Availability
Complexity
Readiness
Cost

OTHER CONSIDERATIONS

Return on Investment
Total Cost of Ownership
Maintenance and Service Tools
Second Life Considerations
Capital Spend Willingness (for a good TCO)
Ability to Change Operations
Own or Lease Depot
Truck Life
Corporate Philosophy