



## Drive Clean Rural Webinar

*“Clean Transportation Strategies and Successes”*

September 17, 2025

Presented By:

*Drive Clean Indiana*

*“Clean Fuels, Clean Air, Clean Cities”*

- **Welcome & Introductions**
- **Overview of Drive Clean USA Project (DCRUSA)**
- **DCRUSA Replication Playbook**
- **Project Successes and Barriers**
- **Industry Solutions for Rural Communities**
- **Question & Answers**
- **Next Steps & Closing Remarks**



# Presenters



**Carl Lisek**  
*Executive Director*



**Steven Montoya**  
*Executive Director*



**Dave Dorsett**  
*EV Account Manager*



**Lynn Stafford**  
*Vice President of  
Business Development*



**Craig Anderson**  
*Sales Manager*





## Clean Cities and Communities

Building partnerships to advance affordable, domestic transportation fuels and technologies



### Clean Cities and Communities Coalitions:

- Serve as forums for local stakeholders to connect and collaborate on saving energy and using affordable alternative fuels
- Provide grassroots support and resources on new transportation technologies and infrastructure development
- Support networks to help their stakeholders identify cost-effective solutions that work locally

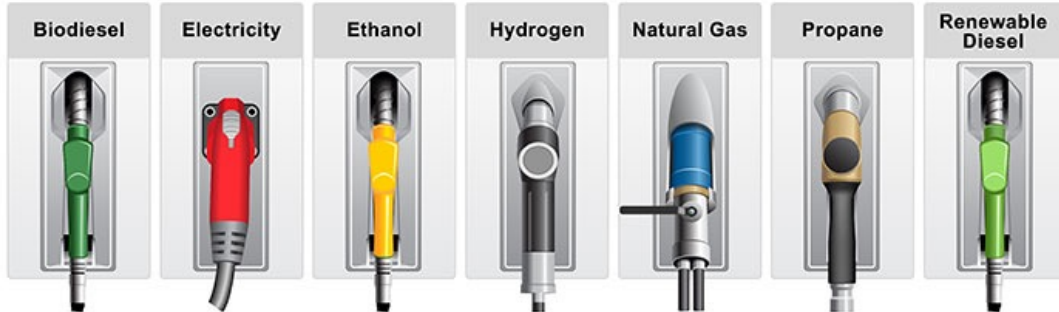
## Coalition Activities include:

**Evaluate transportation needs and energy choices** to determine the most impactful and cost-effective vehicle options, fuels, technologies, and best practices

**Shift to domestic energy sources** through the use of alternative and renewable fuels

**Improve fuel efficiency** through state of-the-art technologies and strategies.

**Reduce harmful emissions** through idle reduction and other fuel-saving technologies and practices



**Clean Cities and  
Communities**

# Indiana Drive Clean Rural USA

- Drive Clean Rural USA engaged with government leaders, business owners, fleet managers, and farmers to remove barriers and accelerate access to clean fuel solutions that deliver financial savings, clean air, and economic opportunity to rural communities.
- This multi-state DOE-funded project focused on alternative fuel options through technical assistance, clean fuel transition planning & demonstration vehicles with an emphasis on business, economic & job development.





# Driving Clean Innovation in Rural America

A Partnership Approach to Clean Transportation & Economic Growth

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**Steven Montoya**  
**Transportation Energy**  
**Partners**  
**Executive Director**

***Thank you to our DCRUSA project partners!***



# Drive Clean Rural USA (DCRUSA) Overview

The Drive Clean Rural USA project was designed to:

- Engage
- Educate
- Identify Best Practices

...on clean fuels and alternative transportation technologies within *rural* fleets and communities.





# Transportation Energy Partners (TEP)



TEP connects and convenes the nation's 75 CC&C coalitions with the clean transportation industry to advance policies that reduce American dependence on petroleum-based fuels.

# Drive Clean Rural USA (DCRUSA) Overview

## Goals of this Project

- **Economic Growth & Viability:** Demonstrated cost savings of alternative fuels to rural fleet managers
- **Empowering Rural Communities:** Bridge resource gaps to ensure rural areas benefit from sustainable and resilient forms of transportation solutions
- **Environmental Benefits:** Aimed to cut emissions and improve air quality by promoting cleaner transportation alternatives in rural regions
- **Workforce Development:** New job opportunities in rural and underserved areas



# Replication Playbook Overview

## Key Objectives

- ★ Highlight successes and areas for opportunity among participating coalitions
- ★ Detail the steps taken throughout the DCRUSA project for other interested coalitions / jurisdictions
- ★ Disseminate resources for future continuation of the project elsewhere



# Replication Playbook Overview - Intended Users

## What's Your Role?

### Rural Fleet Manager



You own, operate, or manage a fleet of vehicles that operate in a rural area.

[READ MORE](#)

### Rural Community Leader



You live in a rural area and would like to be a "change agent" for clean transportation – attending community meetings, events, championing alt fuel.

[READ MORE](#)

### Supporting Organization

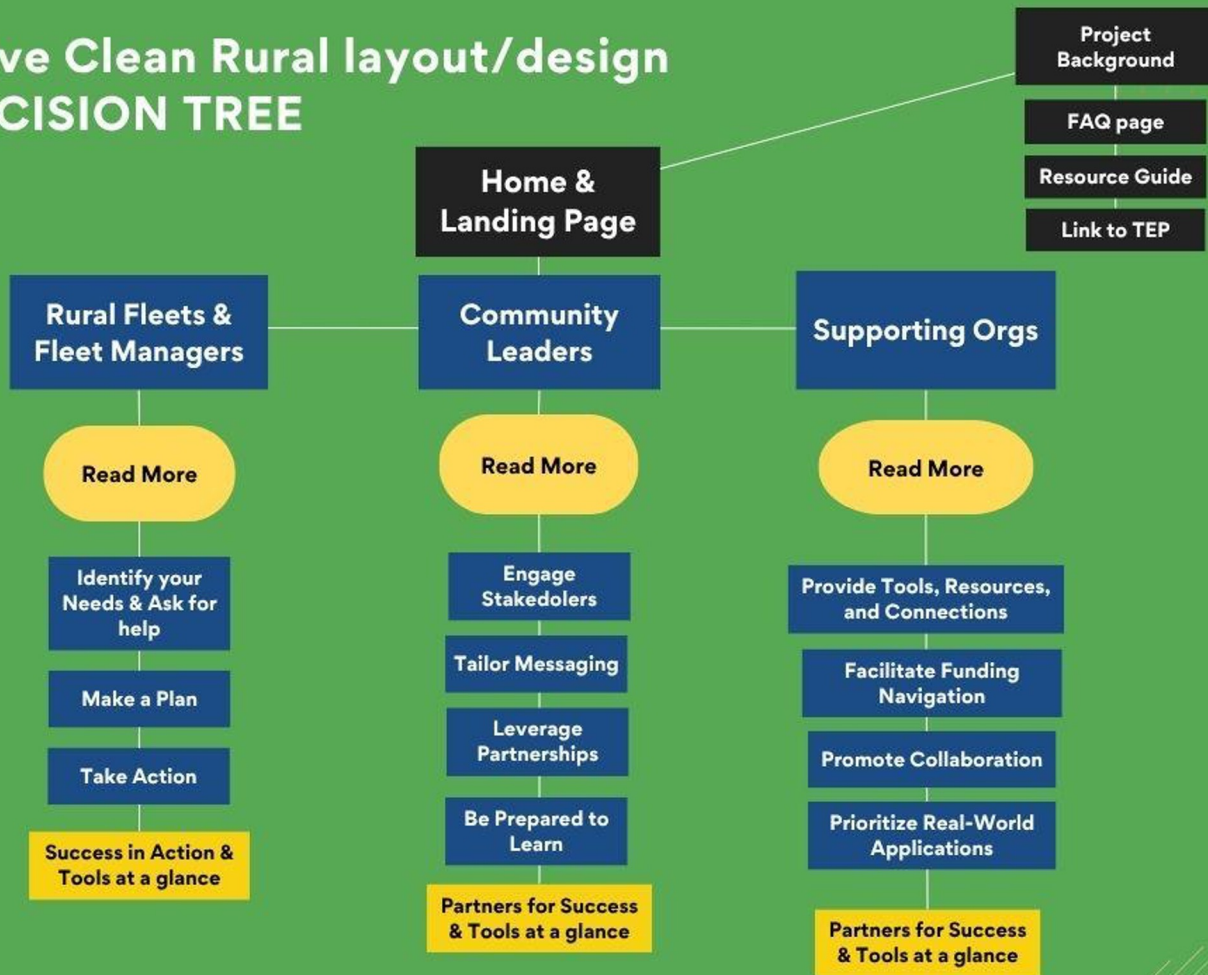


You work for a dealer, OEM, fueler or nonprofit in a rural community and want to support change.

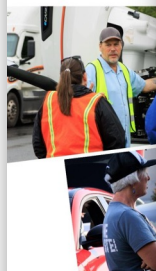
[READ MORE](#)

# Drive Clean Rural layout/design


## DECISION TREE



# Replication Playbook Overview



Building New Cle



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DRIVE Clean Rural USA: Replication Playbook  
3

**STEP 1: Identify Your Needs**

**A. Assess Current Fleet Composition**

- Inventory all vehicles, noting their types, usage patterns, fuel consumption, and maintenance schedules.

**B. Analyze Operational Needs**

- Identify routes, mileage, and payload requirements to determine compatibility with clean fuel technologies.

**C. Data Collection and Management**

- For data collection and fleet management, consider using [this source link](#) to find competitive pricing for fleet data management software. Alternatively, you can go old-school by using [this spreadsheet template](#) to track data manually, or print it out and place a copy in each vehicle.
- Example: Heavy-duty diesel engines, buses, garbage trucks could be transitioned to propane, while light-duty utility vehicles (sedans, golf carts, light-duty trucks etc.) could be replaced with electric vehicles.


**D. Evaluate Fueling/Charging Infrastructure & Review Available Clean Fuel Options**

- Evaluate the availability of clean fuel stations ([find charging locations and providers here](#)).
- After mapping out existing stations, consider [this resource](#) for more information.
- Additionally, explore opportunities for [this resource](#), or [www.fuelcellworld.com](#) – these fuel

If you've already done this, you're a step ahead!

---

**SUCCESS IN ACTION**



As part of the Drive Clean Rural USA project, Virginia Clean Cities (VCC) hosted an event in Fredericksburg to engage fleet managers on alternative-fuel vehicles in Feb of 2022. During the event, VCC connected with the Fredericksburg Police Department's fleet manager, paving the way for the department to adopt three hybrid patrol vehicles later that year, with five more planned. See the [BILLET Request for Fredericksburg VA](#), completed by Virginia Clean Cities.

These vehicles, including the 2023 Ford Police Interceptor Utility, reduce fuel use and emissions by cutting idling through hybrid-battery capabilities. This transition supports Fredericksburg's 2036 Green, Clean Environment Vision and its goal of 100% renewable energy for municipal operations by 2035.

See the [Fredericksburg Free Press](#) coverage on this initiative.

# Resources and Tools at a Glance

## Resource Guide



Resources and Tools (include links where available)	Category	Link	Fleets & Fleet Managers	Community Leaders	Supporting Organizations
AFDC Laws and Incentives	Funding/ Procurement	<a href="https://afdc.energy.gov/laws">https://afdc.energy.gov/laws</a>	X	X	X
Fleet Inventory Sheet	Fleet Analysis Tools	<a href="https://www.sustainablejersey.com/fileadmin/media/Actions_and_Certification/Actions/Energy/SJ_Fleet_Inventory_Spreadsheet_2022.xlsx">https://www.sustainablejersey.com/fileadmin/media/Actions_and_Certification/Actions/Energy/SJ_Fleet_Inventory_Spreadsheet_2022.xlsx</a>	X	X	
AFDC tools	Fleet Analysis Tools	<a href="https://afdc.energy.gov/tools">https://afdc.energy.gov/tools</a>	X	X	
AFDC Vehicle Search	Technology Selection Tool	<a href="https://afdc.energy.gov/vehicles/search/">https://afdc.energy.gov/vehicles/search/</a>	X	X	
FuelEconomy.gov	Technology Selection Tool	<a href="https://fuelconomy.gov/eq/findacar.shtml">https://fuelconomy.gov/eq/findacar.shtml</a>	X	X	
Clean Cities and Community Directory	Find a Supporting Organization	<a href="https://cleancities.energy.gov/coalitions/locations/">https://cleancities.energy.gov/coalitions/locations/</a>	X		X
Highlight of Partner Coalitions	Find a Supporting Organization	<a href="https://www.transportationenergypartners.org/dcrusa-background.html">https://www.transportationenergypartners.org/dcrusa-background.html</a>	X	X	
AFDC Fuels and Vehicles	Technology Basics	<a href="https://afdc.energy.gov/fuels/">https://afdc.energy.gov/fuels/</a>	X	X	X
AFDC Case Studies	Case Studies and Fact Sheets	<a href="https://afdc.energy.gov/case">https://afdc.energy.gov/case</a>	X	X	X
Sourcewell	Funding/ Procurement	<a href="https://www.sourcewell-mn.gov/">https://www.sourcewell-mn.gov/</a>	X	X	X
Equalis	Funding/ Procurement	<a href="https://equalisgroup.org/">https://equalisgroup.org/</a>	X	X	X



ROUTES	Other	<a href="https://www.transportation.gov/rural">https://www.transportation.gov/rural</a>		X	
Clean Cities and Communities Funding Guide	Funding/ Procurement	<a href="https://cleancities.energy.gov/funding/">https://cleancities.energy.gov/funding/</a>	X	X	
Rural EV Toolkit - ROUTES	Other	<a href="https://www.transportation.gov/rural/ev/toolkit">https://www.transportation.gov/rural/ev/toolkit</a>	X	X	
AFLEET Tool	Fleet Analysis Tools	<a href="https://afleet.es.anl.gov/home/">https://afleet.es.anl.gov/home/</a>	X	X	
Alt fuel station locator	Fleet Analysis Tools	<a href="https://afdc.energy.gov/stations/#/find/nearst">https://afdc.energy.gov/stations/#/find/nearst</a>	X		
PERC Resources	Technology Selection Tool	<a href="https://propane.com/research-development/">https://propane.com/research-development/</a>	X	X	
AFV info broken down by state	Funding/ Procurement	<a href="https://afdc.energy.gov/states">https://afdc.energy.gov/states</a>	X	X	
EVI-X Electric Vehicle Infrastructure Toolbox	Fleet Analysis Tools	<a href="https://afdc.energy.gov/ev-ix-toolbox/#/ev-pro-ports">https://afdc.energy.gov/ev-ix-toolbox/#/ev-pro-ports</a>	X	X	
EV resource guide for greater Mid Atlantic Region	Other	<a href="https://gwrccc.org/ev-resources/">https://gwrccc.org/ev-resources/</a>	X	X	X
Vehicle Cost Savings	Fleet Analysis Tools	<a href="https://afdc.energy.gov/calculator/">https://afdc.energy.gov/calculator/</a>	X	X	X
Articles about Rural EV/AltFuel Drivers	Other	<a href="https://blog.ucsusa.org/stories/evs-for-rural-drivers/">https://blog.ucsusa.org/stories/evs-for-rural-drivers/</a>		X	X
Funding Opportunity Finder	Funding/ Procurement	<a href="https://localinfrastructure.org/funding-opportunities/">https://localinfrastructure.org/funding-opportunities/</a>			

20+ direct links for convenience of any rural community

# Project Successes

## Increased Awareness and Education:



The project raised awareness of clean fuels and environmentally friendly technologies, with many participants expressing appreciation for demo vehicles and infrastructure like EVs, EVSE, and alternative fuels such as Propane, CNG, and Renewable Diesel.

## Coordination & Connecting External Stakeholders



Collaborating with OEMs and showcasing vehicles during high-profile events helped build momentum and interest in clean fuel adoption as well as make connection with local dealer and fuel providers for rural fleets.

## Increased Interest & Understanding of Funding & Grants:



Communities gained insight into funding opportunities (state, federal, and foundation) and expressed interest in applying for future grants with the help of Clean Cities Coalitions.

## Strengthened Relationships with Decision Makers:



Building trust and relationships with key decision-makers in rural communities facilitated smoother project rollouts and increased engagement. Not only for this project but for future projects.

## Positive Feedback and Follow-up:



Participants in workshops expressed ongoing interest in adopting alternative fuels and infrastructure, with follow-up inquiries and plans for fleet conversions.

# Project Challenges

## Limited Demonstration Vehicle :



A limited availability of demonstration vehicles prevented some communities from fully understanding the potential benefits of alternative fuel vehicles.

## Financial Gaps & Limited Resource Capacity



Limited funding, overstretched staff, and gaps in infrastructure slowed clean tech adoption. Yet, some overcame this by hiring local or external support, completing projects, and seeing long-term savings over traditional fuel costs.

## Political & Social Barriers:



Resistance from leadership and community members, often due to misconceptions or political opposition, created roadblocks to clean fuel adoption. However "Soft roadblocks" based on misinformation may be the easiest to overcome with cost savings calculations (ROI).

## Turnover of Key Contacts:



High turnover rates of both elected officials and municipal staff in rural areas disrupted continuity for alt-fuel integration and growth.

## Gap of Skilled Labor & Workforce Development



Due to a shortage of skilled labor, such as electricians, engineers, and construction workers, alt fuel infrastructure development can halt or delay projects

# Q & A



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**Bus Sales & Leasing**

## Thomas Built Buses Jouley EV

- Dave Dorsett
- EV Account Manager
- Drive Clean Indiana Board of Directors
- Kerlin Bus Sales

**Thomas**  
BUILT BUSES



**DON'T JUST DRIVE THE FUTURE. POWER IT.**

INTRODUCING THE SAF-T-LINER® C2 JOULEY™ ELECTRIC BUS.



# WHY EV MAKES SENSE



Bus Sales & Leasing



# More than a bus



## Zero Emission School Bus



## Support

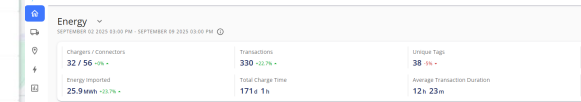
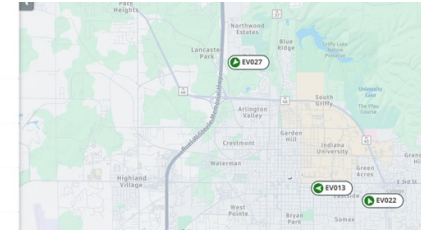
- Charger
- Charging Software
- Diagnostic Support
- Management Training
- Driver Training
- Emergency Personnel Training
- Technician Certifications Available



Asset List (38 results)

Sort by Asset (Z-A)

- EV028  
Powered Off  
5 mins ago  
100%
- EV027  
Heading SW - 9 mph  
Just now  
100%
- EV026  
Powered Off  
3 mins ago  
100%
- EV025  
Powered Off  
7 mins ago  
100%
- EV024  
Powered Off  
18 mins ago  
98.6%
- EV023  
Powered Off  
5 mins ago  
97.9%
- EV022  
Heading NW - 6 mph  
Just now  
97.9%
- EV021  
Powered Off  
4 mins ago  
85.2%



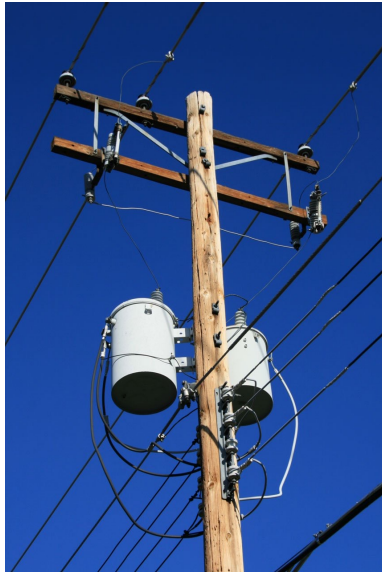
### Charger Summary



### Site Metrics Heatmap

	90%	100%	100%	100%	50%
Transactions	268	9	24	4	15
Tags	82	9	5	1	3
Energy	21.8 kWh	118.8 kWh	1.8 kWh	48.9 kWh	1.8 kWh
Charge Time	12m 11s	3m 50s	1m 10s	1m 10s	1m 10s
Avg Length	94.6%	76.2%	1m 20s	1m 20s	1m 10s
Failed	0	0	0	0	0
Missing	0	1	4	1	1

- Utility/Infrastructure Contacts



- Partnership with Drive Clean Indiana



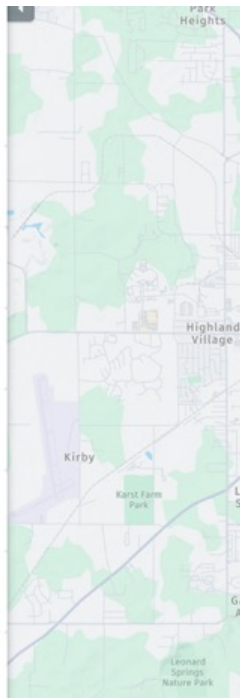
# Software Solutions



## Asset List (38 results)

Sort by Asset (Z-A)

	EV028	5 mins ago	100%
	EV027	Just now	100%
	EV026	3 mins ago	100%
	EV025	7 mins ago	100%
	EV024	18 mins ago	98.6%
	EV023	5 mins ago	97.9%
	EV022	Just now	77.9%
	EV021	4 mins ago	68.2%



## Energy

SEPTEMBER 02 2025 03:00 PM - SEPTEMBER 09 2025 03:00 PM

Chargers / Connectors

32 / 56 +0% -

Energy Imported

25.9 MWh +23.7% -

Transactions

330 +22.7% -

Total Charge Time

171 d 1 h

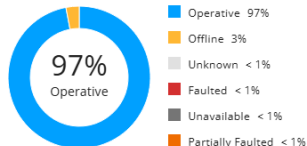
Unique Tags

38 -5% -

Average Transaction Duration

12 h 23 m

## Charger Summary



## Site Metrics Heatmap

Uptime	96%	100%	100%	100%	99%
Transactions	268	9	34	4	15
Tags	32	1	5	1	2
Energy	21.5 MWh	575.8 kWh	1.8 MWh	445 kWh	1.6 MWh
Charge Time	139d 11h	2d 20h	17d 14h	1d 2h	10d 3h
Avg Length	9d 6h	7h 31m	1d 22h	6h 23m	16h 14m
Faults	6	0	0	0	4
Warnings	320	11	1	4	1
	Monroe...nty /N	Hamil...nces	Bus Ga... - NWS	East Washington	Perry Central

# Training



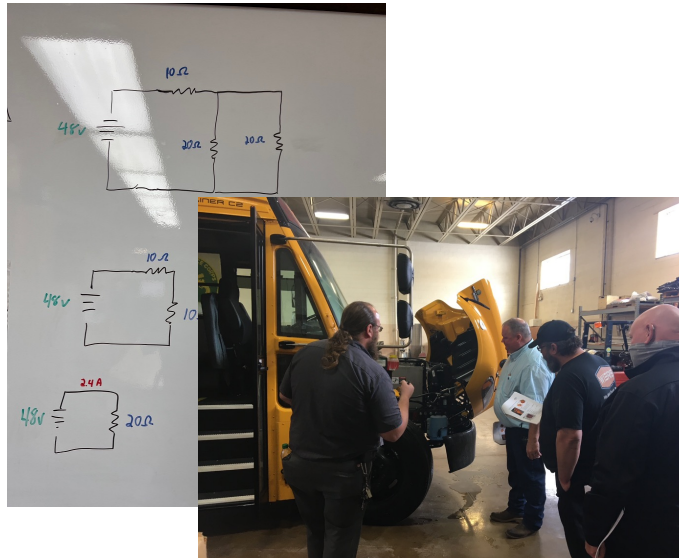
## Drivers

Training for Driver(s). Driver Trainers for vehicle operation and best practices.

Additional training for office personnel who will use access to software.

## Technicians

- Technicians who choose can attend the same decommissioning training as dealer personnel.



## First Responders

Training provided for local first responders to become familiar with the vehicle. DTNA packet provided



# Commitment to Product



## In Indiana

Buses in service since  
2020

53 buses

9



## Dealership Development

- Eight EV factory certified technicians stationed throughout the state.
- Train the Trainer to certify school technicians
- Sales personnel versed in vehicle, chargers and software.

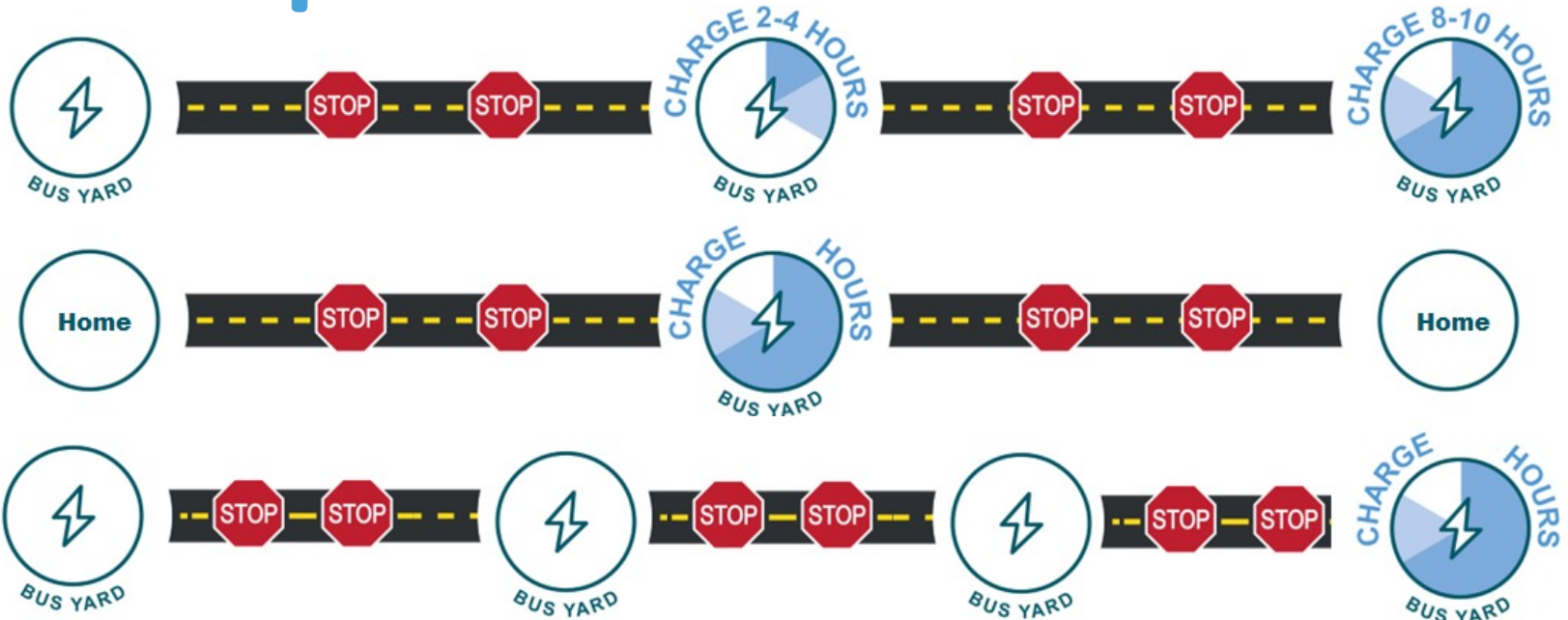


# DAY IN THE LIFE OF A Jouley BUS



# JOULEY

## Day Operation with Mid-day Re-charge or Overnight Charging



# UTILIZATION OF EV BUS WITH SOLAR PANEL ENERGY

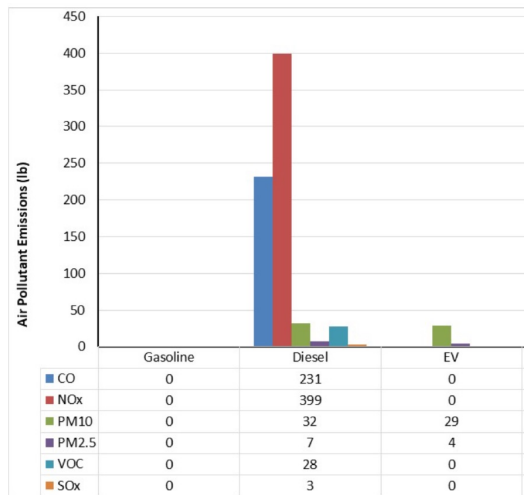


# Delphi EV Ownership / Indiana Data



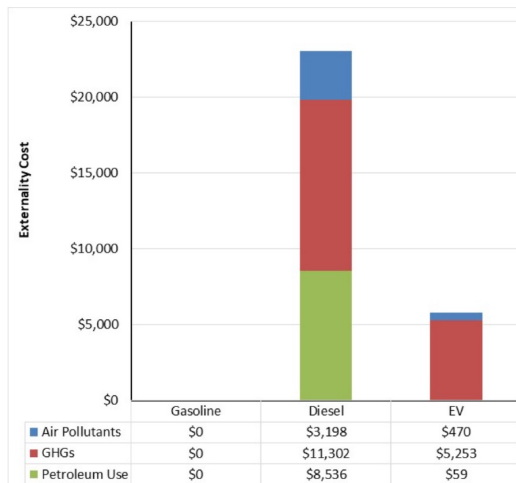
## Delphi

- In service since: Dec 2020
- Mileage: 21,934



## Indiana Totals

- In service since: Dec 2020
- Mileage: 700,000



# EV NATIONAL DEPLOYMENT



## Overall Market – July 2025

- **Total market: 14,872 units YTD** – up 17% vs. 2024 (12,700 units), though still below 2023's peak volumes.
- TBB Jouley C2 in Indiana holds 85% market share YTD deployed EV School Buses deployed in Indiana  
Total 53
- RURAL % USAGE CONTINUES TO GROW AS EV TECHNOLOGY AND COMMITMENT CONTINUES TO IMPROVE WITH MILEAGE INCREASES, ROUTE ANALYSIS DEVELOPMENT AND OVERALL COMFORTABILITY OF DEPLOYMENT IN THE SCHOOL BUS INDUSTRY

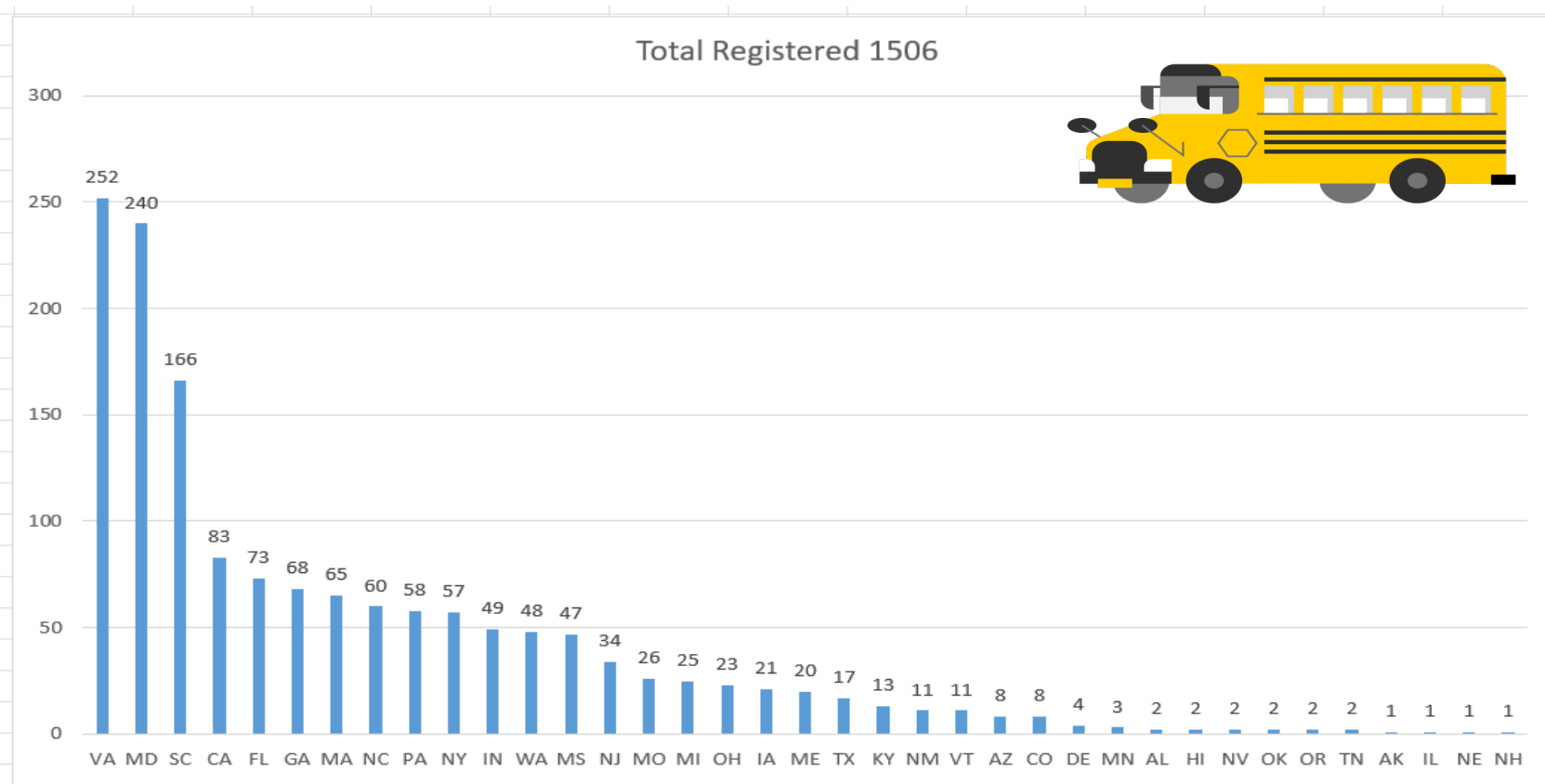
# EV SCHOOL BUS DEPLOYMENT UNITED STATES



Bus Sales & Leasing



Total Registered 1506





# Thank you

Dave Dorsett

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260-808-1140

---

**STAG**

---

Alternative Fuel Solutions **USA**



# “Propane Shines at the Clean Vehicle Rural Event”





“Fueled By Community”





**The best terminal trucks ever made. Period.**

Safer. More reliable. Lower cost.

[OrangeEV.com](http://OrangeEV.com)

# Why EV?



Four quick questions to help frame this discussion:

1

How are diesels negatively impacting your business?

2

Why are you looking into electric?

3

What doubts do you have about switching to electric?

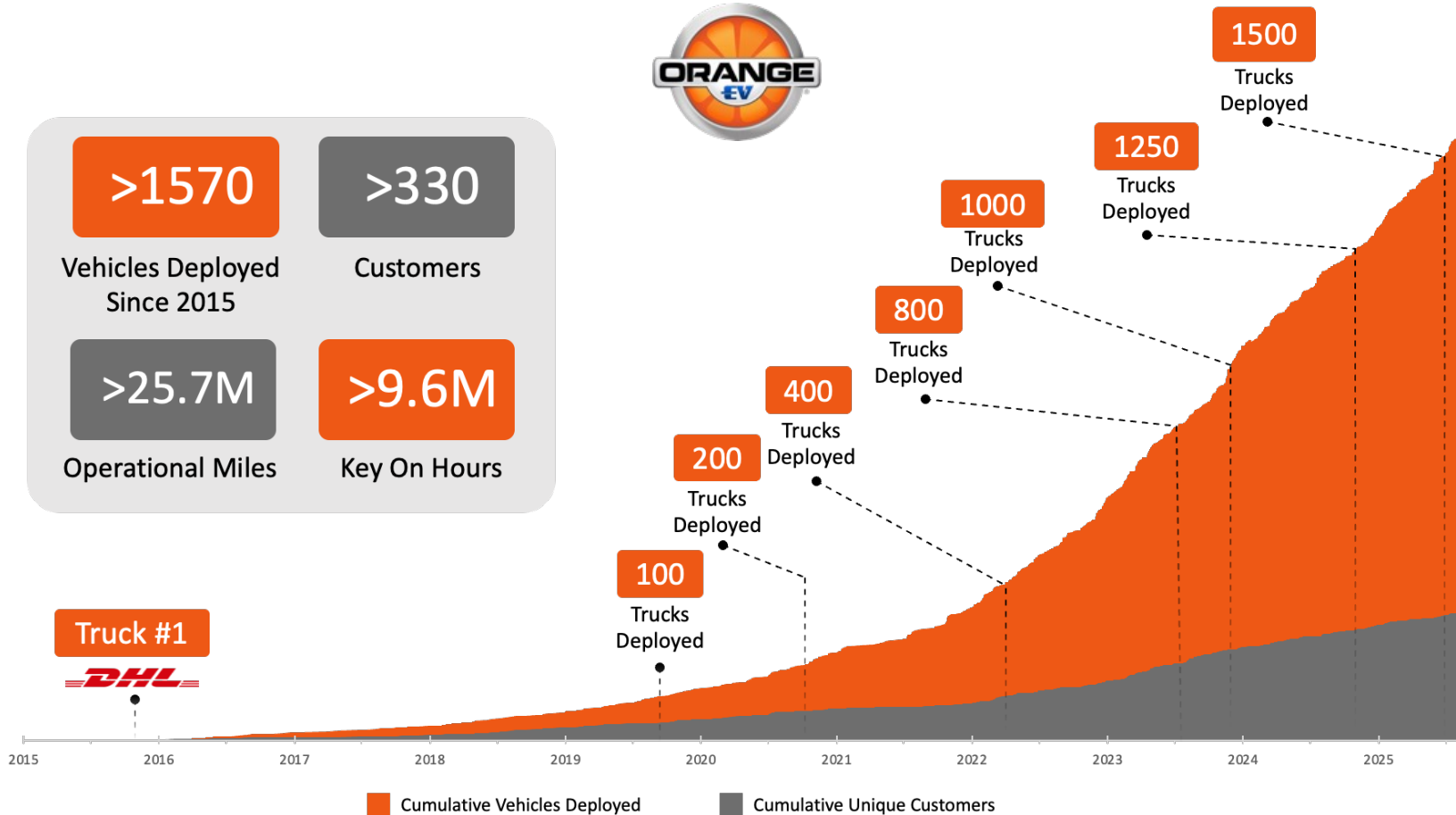
4

What does a successful EV deployment look like?

# 330 Customers Have Already Adopted



<b>&gt;1570</b> Vehicles Deployed Since 2015	<b>&gt;330</b> Customers
<b>&gt;25.7M</b> Operational Miles	<b>&gt;9.6M</b> Key On Hours





# #1 Electric Terminal Truck Manufacturer

**Founded in  
2012**

Deployed nationally since 2015 initial production, across weather and duty cycles

- *In-market longevity and experience*
- *Company based in USA*
- *Trucks built in USA*
- *100% EV focus*

**> 1,570  
deployed**

Growing exponentially since first deployment

- *"We come to you" service and support model*
- *75% greater uptime*
- *Real-time telematics*

**> 330 fleets**

Chosen by more than 330 fleets across 40 states, Canada, and the Caribbean

- *References and referrals available from other sophisticated, industry-leading customers*

**> 25.7 million  
miles**

Commercially deployed fleet has surpassed 25.7 million miles and 9.6 million hours

- *Designed for driver comfort and safety*
- *Smoother and quieter truck handling*
- *50% shorter stopping distance*

# Proven across Goods Movement Operations

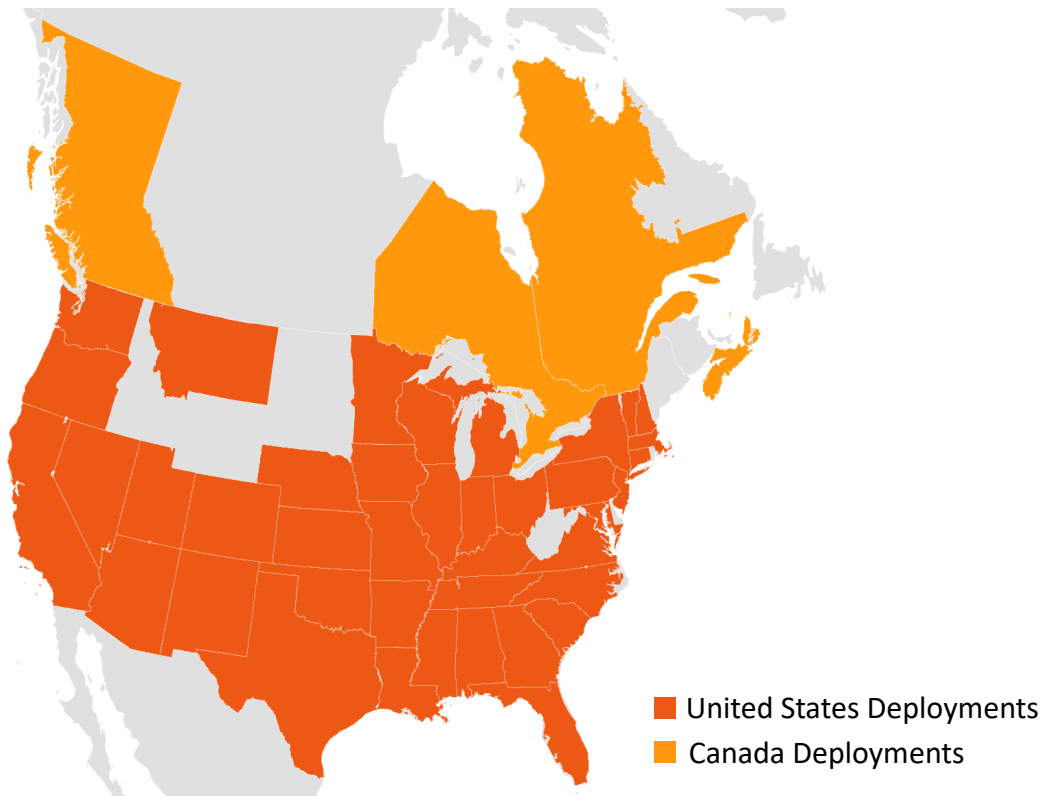


Orange EV trucks are working daily in all sectors of container handling, supporting 24x7 operations



- Warehouse/DC
- Manufacturing
- Rail Intermodal
- Parcel
- Agriculture
- Seaport
- Waste Management
- 3PL firms
- Cross-docking
- Spotting

# Proven across the United States and in Canada



- ✓ Deployed in **40 states** across the U.S. and in **British Columbia, Ontario, Quebec, and Nova Scotia Canada**
- ✓ Working coast to coast in mission critical roles
- ✓ Proven to work in extreme temperatures, from frigid, snowy northern climates, to hot, dusty, desert environments in the south and west
- ✓ Multiple sites are 100% electric in their yard truck fleet with Orange EV trucks (i.e., no diesel yard trucks in use)

# Terminal Trucks



a.k.a. hostlers, spotters, yard trucks, yard dogs, shunt trucks, tractors, etc.



- Class 8
- Supporting 24x7 operations
- Used in container/trailer facilities: Distribution, manufacturing, rail, port, agriculture, etc.
- On-road (DOT-compliant) and non-road (in-yard)
- Managed by hours, not miles

# Orange EV Pure Electric Terminal Trucks



- Safer, cooler, smoother, quieter, cleaner, longer lasting, more reliable, lower cost!
  - Zero emission
  - No diesel engine, transmission, or emission control
  - All brushless electric motors
  - Regenerative braking
  - 50% shorter stopping distance
- Operate up to 24+ hours on a single charge
- Lower total cost of ownership
- Telematics provide real time operating data



# Orange EV e-TRIEVER® and HUSK-e®



Purpose built for your site's needs



## e-TRIEVER

- GCWR 81,000 lbs.
- Up to 25 mph
- Battery: 100 kWh/180 kWh
- Charging:
  - Standard (15kW)
  - Enhanced (22kW)
  - Fast (70kW)
  - CCS1 (specific chargers at 24kW)



## HUSK-e

- GCWR: 90,000 lbs.
- Up to 32 MPH
- Battery: 243 kWh
- Charging:
  - CCS1, up to 105kW



## HUSK-e Tandem

- GCWR: 130,000 lbs.
- Up to 32 MPH
- Battery: 243 kWh
- Charging:
  - CCS1, up to 105kW



## HUSK-e XP

- GCWR: 180,000 lbs.
- Up to 32 MPH
- Battery: 243 kWh
- Charging:
  - CCS1, up to 105kW

# e-TRIEVER® Charging Solutions to Meet the Duty Cycle



*Orange EV  
Fast Offboard  
Charging Cabinet:  
Up to 70 kW*

- Like a “gas tank” - plug in at any time, at any level.
- Charge time depends on charge speed and battery SOC (state of charge)
- OEV provides the charger sized to your needs.
- OEV provides “cut sheets” for your electrician to install the charger



*Orange EV  
Standard  
Offboard  
Charging Cabinet:  
Up to 22 kW*

- Standard & Enhanced Charging
  - Input voltage 480 VAC
  - Up to 22 kW charging capacity
- Fast Charging
  - Input voltage 480 VAC
  - 70 kW charging capacity



## Orange EV HUSK-e®

Built for the most demanding duty cycles, including rail and ports.



### HUSK-e:

- GCWR: 90,000 lbs
- Boom lift capacity: 60,000 lbs



### HUSK-e Tandem:

- GCWR: 130,000 lbs
- Boom lift capacity: 60,000 lbs



### HUSK-e XP:

- GCWR: 180,000 lbs
- Boom lift capacity: 70,000 lbs

## All HUSK-e trucks:

- 243 kWh battery pack
- 32 MPH top speed
- Charge in ~2 hrs with 105 kW CCS1 rate of charge
- FOPS compliant; optional ROPS compliant container guard
- Continuous, full-length C-channel frame rails with full welds
- Customer-accessible telematics with real-time data
- Liquid cooled motor

# Lower Total Cost of Ownership



Full TCO model available to help quantify the cost benefits of shifting to Orange EV trucks

Customers report ~\$2.50/hr of OEV operation vs. their diesel trucks at \$5-9/hr, saving up to \$50-\$90k annually on fuel, maintenance, and repair. Savings include:

## Hard Dollars:

- Diesel vs. electricity cost
- Downtime improvement
- DEF avoidance
- Haz Mat cleanup
- No more powertrain refurbis

## Soft Dollars:

- Safety benefits
- Improved driver satisfaction

**Total Cost of Ownership: Orange EV vs Diesel** Produced for: Your Company Here

**Purpose & Goal**

This model is used by Orange EV team members and logistics administrators to compare and contrast our solution to an owner/operator's existing diesel solution from a financial perspective. The goal is to present how Orange EV's solution is truly superior to diesel solutions in cost savings (ROI), demonstrating this using detailed information gathered directly from you (the owner/operator), and then leveraging those details against nearly a decade of reliable and trustworthy data collected from our deployed fleet of EVs.

**How to Use This File**

There are 12 additional tabs included. It is suggested that you complete the assumptions to the right, and then work through these tabs in order:

- 1 Maintenance Costs Worksheet
- 2 Repair Costs Worksheet
- 3 Purchase Comparison
- 4 Emissions Benefits Summary
- 5 LCA Credit Calculator

**Enter your main assumptions below:**

Costs by Month by Mile	
Only Operating Hours	\$2.8
Operating Hours per Day	\$0.0
at 8 Hours/Day	
Operating Days/Week	
at 5 Days/Week	
Operating Weeks/Year	
at 50 Weeks/Year	
Total Operating	\$0.00
Avg Cost of Electricity (\$/kWh)	\$0.07
This model is used to compare the total cost of ownership (TCO) of an Orange EV truck to a diesel truck over a 5-year period. The model is based on a 2018 Orange EV truck and a 2018 diesel truck. The model is based on a 2018 Orange EV truck and a 2018 diesel truck. The model is based on a 2018 Orange EV truck and a 2018 diesel truck.	

**Maintenance Costs Worksheet**

This tab allows you to work through the recurring preventative maintenance (PM) costs associated with your diesel and electric, and then compare those against the far less expensive PM costs associated with Orange EV's electric haulers.

- Blue linked cells can be updated to reflect the customer's unique maintenance details.
- Defaults have been entered into these cells and can be left as is if the customer is comfortable with the values. (The default values include actual customer examples and input.)
- The values on the right for Orange EV Planned Maintenance costs are directly gathered from our suggested maintenance schedule.

**Repair Costs Worksheet**

This tab allows you set your annual unplanned repair costs and compare them against similar repair cost modeling used for OEV vehicles.

- Blue linked cells can be updated to reflect the customer's annual cost details.
- Defaults have been entered into these cells and can be left as is if the customer is comfortable with the values. (The default values include actual customer examples and input.)
- The values for Orange EV repair costs are modeled after aggregate average data.

**Purchase & Lease Cost Comparison**

These tabs allow you to compare diesel vs OEV in full purchase scenarios and in leasing scenarios.

- Blue linked cells can be updated to reflect your unique operations details.
- Defaults have been entered into these cells and can be left as is if you are comfortable with the values. (The default values are Just Board, and sourced from internal data and customer feedback and input.)
- The hourly cost of maintenance calculated on the Maintenance Costs Worksheet are used in both of these tabs automatically.
- You only need to update the solution (purchase or lease) relevant to you. You do not need to update both sheets.

The Orange EV TCO model includes: Maintenance Costs Worksheet, Repair Costs Worksheet, Purchase & Lease Cost Comparison, Emissions Benefits Summary, and Low Carbon Fuel Standard credit sales income.

Calculations use customized inputs for hours of operation, fuel costs, labor costs, and more.

# Safer, Healthier Trucks



The preferred choice for drivers, site personnel, and the surrounding community

## Superior Truck Control

Regenerative braking provides finer, single-foot vehicle control, smooth no-shift deceleration, shorter stopping distance and stopping time.

## Stable Battery Chemistry

OEV trucks use Lithium Iron Phosphate (LFP) batteries which do NOT require complex cooling systems for safety and battery longevity. In > 8.9 million operating hours, no OEV truck has experienced thermal runaway.

## Better for Drivers

The electric powertrain eliminates the hazards of inhaled diesel emissions. Much lower truck vibration, heat, and noise reduce driver fatigue, health costs, safety incidents, and driver turnover.

## Safer than Diesel

EVs generate less heat than diesels, have fewer hot surfaces, and don't carry a tank of fuel that can ignite in an accident. And with no diesel fuel, motor oil, or glycol, the common causes of slips & injury are eliminated.

# “We come to you” mobile service



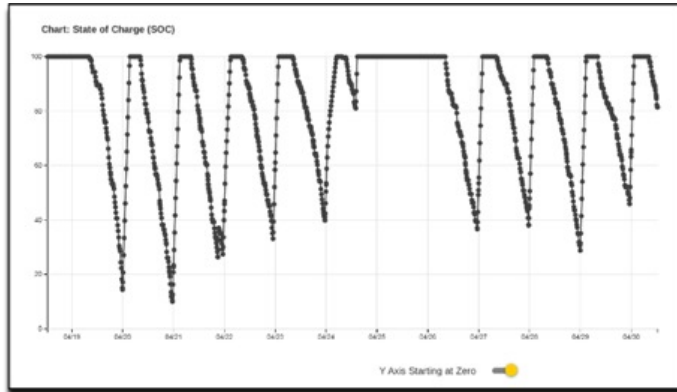
## Service

- ✓ Mobile service techs conduct most services on-site
- ✓ Rapid response speeds repair and minimizes downtime
- ✓ Telematics enables remote visibility, diagnostics, and issue resolution
- ✓ Common repair parts stocked in local inventory; other parts generally ship same day from Kansas City
- ✓ Prompt, responsive support for maintenance & warranty work via phone, email, and personnel on-site

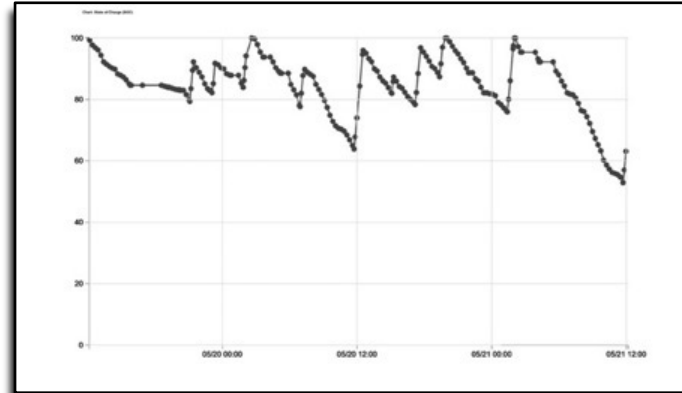
# Telematics



Access to real-time telematics including truck status and alerts, battery state of charge (SOC) data and history, truck usage (key-on hours, speed, distance, etc.), customizable reports, PM reminders, and more.



Example SOC without opportunity charging



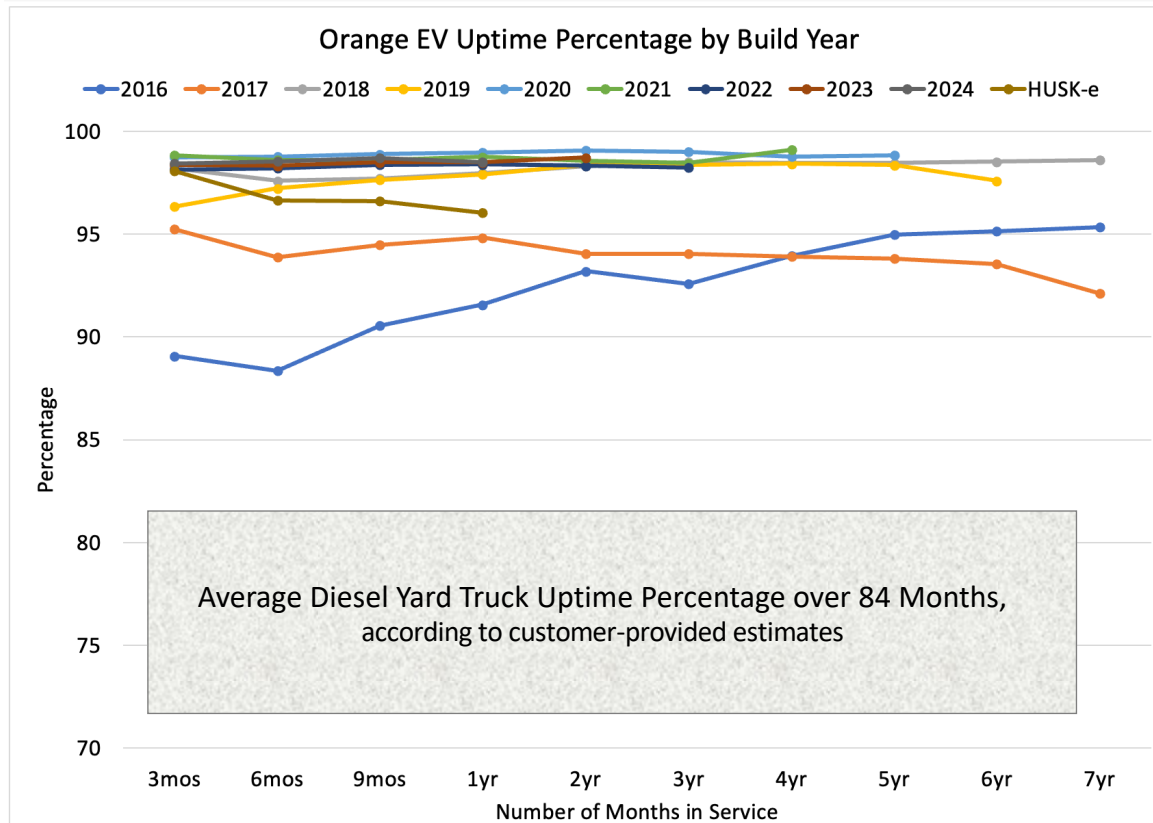
Example SOC with opportunity charging

## Capabilities

- GPS location on 15 min timestamp or active events of key on / key off
- Battery State of Charge data and history via graph or export
- Truck usage: Distance Driven in miles, Key On hours via graph or export
- PM reminders: Set up to email-notify every 500 hours or show in portal
- Alarms for: TPMS/Temperatures on multiple systems/12V system

# Overall OEV Fleet Uptime Performance: Leading KPI

Improvements every year, with 2018 to 2024 e-TRIEVER builds averaging > 97% uptime



Providing fleets more than 10X less downtime vs. diesel

Percent uptime represents the average percentage of in-service days for trucks in their respective build year. Out-of-service events are counted as at least 1 day of out-of-service even if, for example, the truck is only out of service for 1 hour. Note that uptime percentages are calculated using only repair orders handled by Orange EV service. Repairs done externally by customer or third party without notifying Orange EV are not incorporated.



“

We have a long, successful relationship with Orange EV, having purchased both their 200<sup>th</sup> truck and now their 1,000<sup>th</sup>. The partnership exemplifies our shared resolve to provide high quality yard trucks, reducing costs and increasing operational efficiencies.

*Lazer press release*

# Driver Testimonials



“ *Super quiet and makes me crazy to get back in the regular hostler.*

“ *I feel ALIVE at the end of my shift.*

“ *The Orange EV has been great. We still have a diesel yard horse here but I prefer the electric, and so do other drivers.*

“ *The regenerative brakes make braking simpler. I can go hours without using the regular brakes.*

“ *Will take less of a toll on your body in the long run. Less heat, noise and shaking.*

“ *Summer will be great since we won't be sitting on top of the engine cooking. Plus, we operate on a dirt lot and the diesel kicks up the dust and sucks it into the cab. With the electric, there's no dust.*

“ *Very short learning curve.*

“ *Instant heat - no waiting for engine to warm up.*

“ *Temperature was much, much cooler by at least 30 degrees.*

# Top 10 Reasons Orange EV is the Clear Choice



- **Lower cost:** Big savings on fuel, maintenance, repair, and more
- **Proven technology:** 1,500+ trucks deployed over 9+ million hours with hundreds of customers
- **Increased uptime:** Due to unparalleled reliability coupled with efficient, we-come-to-you, mobile service
- **Simplified charging:** Solutions requiring as little as 22 kW are available
- **Driver friendly:** Smoother, cooler, quieter, cleaner, and safer
- **Right-sized power:** Designed for low-speed, high-torque operations (avoiding oversized batteries) then further configured for your site & duty cycle
- **No range anxiety:** Predictable, confined duty cycles with trucks and chargers always on site
- **Fast, scalable adoption:** Quicker and easier to deploy with streamlined, turnkey solution
- **Post-delivery support:** Your trusted partner throughout the life of the truck
- **Industry-leading warranties:** With nearly 10 years of proven operation, we stand behind our equipment



*NACFE considers terminal tractors one of the best, **if not THE best**, paths for a heavy-duty tractor fleet to... implement BEVs in a fleet operation.*



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**DID YOU KNOW?**

**THE U.S. NEEDS OVER 2 MILLION CHARGERS BY 2030**

A study cited in the report estimates that to support EV growth through 2030, the U.S. will need to add more than 2 million public and workplace chargers between 2020 and 2030. This underscores the critical need for infrastructure scaling and grid connection streamlining.



A Grid Connection Roadmap for Utilities to Support Small Electric Vehicle (EV) Customers

**DID YOU KNOW?**

**SMALL FLEETS, BIG POTENTIAL**

More than 90% of U.S. trucking companies operate with 10 or fewer vehicles. Electrifying these fleets could cut emissions and overall fuel costs.

The DOE found that slow utility service connections are holding them back. We need faster, simpler, and more small-business-friendly connection processes to help these fleets transition and thrive.

Simplifying Utility Service Connections for Small Fleet and Multi-Family Residing EV Charging

Charging Infrastructure Connection Simplification Resource (CIISR) is a project sponsored by the U.S. Department of Energy. The purpose of CIISR is to develop best practices regarding the service connection procedures utilities use when providing (or upgrading) service for their customers' EV charging equipment, as well as develop support resources for small fleet and MFH customers.

# Upcoming DCI Events

- Sept. 18, 2025 – [National Drive Electric Month: GOEVIN Ride & Drive at NIRPC](#)
- Sept. 18, 2025 – [Unlocking Access: Streamlining EV Charging Connections in Multi-Family Housing](#)
- Sept. 20, 2025 – [Indianapolis Office of Sustainability EV Showcase](#)
- Oct. 1, 2025 – [National Drive Electric Month Celebration with AES Indiana](#)
- Oct. 4, 2025 – [National Drive Electric Month: EVs 4 Everyone in Evansville](#)
- Oct. 22, 2025 – [Indiana Clean School Bus Consortium Webinar](#)



The flyer features a green and light green color scheme. At the top left is the 'NATIONAL Drive Electric MONTH' logo with a lightning bolt icon. The main title 'GOEVIN Ride & Drive' is in a large, bold, white font. Below it, the date, time, and location are listed. A photograph of a man in a yellow safety vest driving a car is on the right. At the bottom, there are logos for 'GO EVIN' and 'NIRPC' (Northwestern Indiana Regional Planning Commission).

**NATIONAL Drive Electric MONTH**

## GOEVIN Ride & Drive

**Date:** Thursday, Sept. 18, 2025

**Time:** 10 a.m. - 1 p.m. CT

**Location:** NIRPC - 6100 Southport Rd.  
Portage, IN 46368

Ever wanted to test drive an EV? Join GOEVIN at NIRPC to test drive an array of electric vehicle models from local EV drivers and dealerships.

Already an EV driver and want to show off your ride? Volunteer to display your vehicle or offer test drives at our event.

GO EVIN

NORTHWESTERN INDIANA REGIONAL PLANNING COMMISSION **nirpc**

# Energy Independence Summit 2026

FEBRUARY 9-12, 2026

SAVE THE DATE!



THE NATION'S PREMIER CLEAN TRANSPORTATION POLICY SUMMIT



Date: Wednesday, March 11, 2026

Location: JW Marriott Indianapolis - Griffin Hall; 10 S. West St., Indianapolis, IN

Time: 7:30 – 10:00 a.m. EST

[Register Here!](#)



*Thank you!*

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