



**North Capital Region Transportation Planning
Board – Freight Subcommittee**

November 10, 2011

SMITH ELECTRIC VEHICLES



1930- Today



NOW

World's largest provider of commercial electric vehicles today with thousands of vehicles on the road with an 90 year history of zero-emission.

SMITH MANUFACTURING FACILITIES



Smith US

Smith Europe

Kansas City, Missouri

Newcastle, England

SMITH GLOBAL PORTFOLIO



Brand	Edison™	Newton™
Class	2 – 3	4 – 7
GVW (lbs)	7,700 – 10,100	14,000 – 33,000*
Payload (lbs)	2,700 – 5,100	7,300 – 16,300
Max Range (mi)	100	150
Availability	ROW	U.S., ROW *Step Van & 33,000 GVW Available Q2 2012

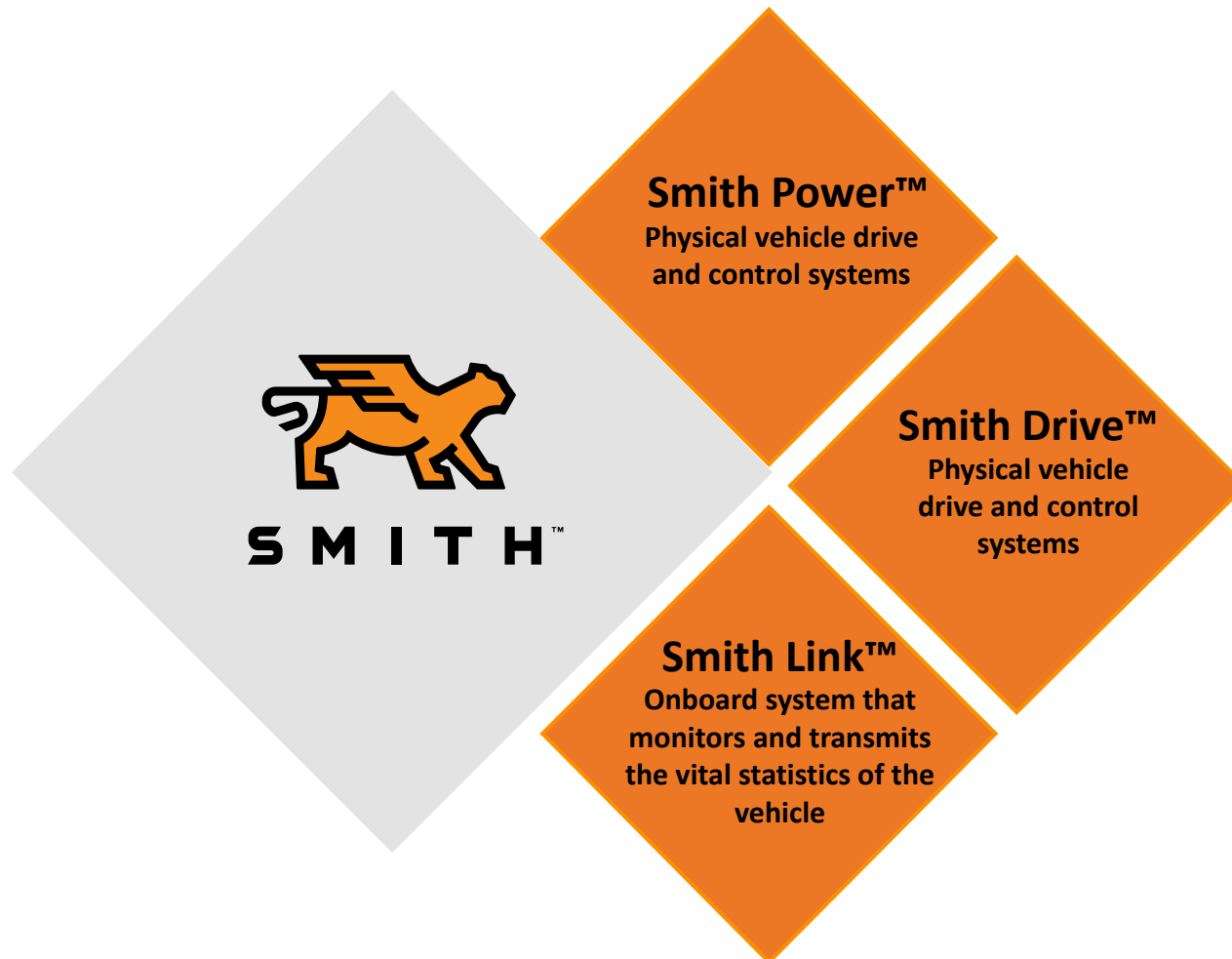
APPLICATIONS



FLEET PARTNERS



NEWTON SERIES 2000

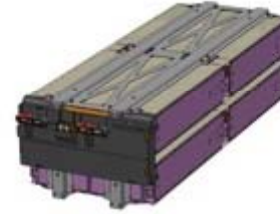


COMPACT BATTERY POD SIZE INCREASES GROUND CLEARANCE



NEWTON MODULAR BATTERY OPTIONS

MAXIMIZE VEHICLE ROI



Battery Size	40kWh	60kWh	80kWh	100kWh	120kWh
Range (Mi)	30-50	50-70	70-90	90-110	110-130
Battery Price (\$12.5K per 20kWh)	\$25K	\$37.5K	\$50K	\$62.5K	\$75K

ECONOMIC IMPACT: *FAVORABLE TOTAL LIFE COST VS. DIESEL*

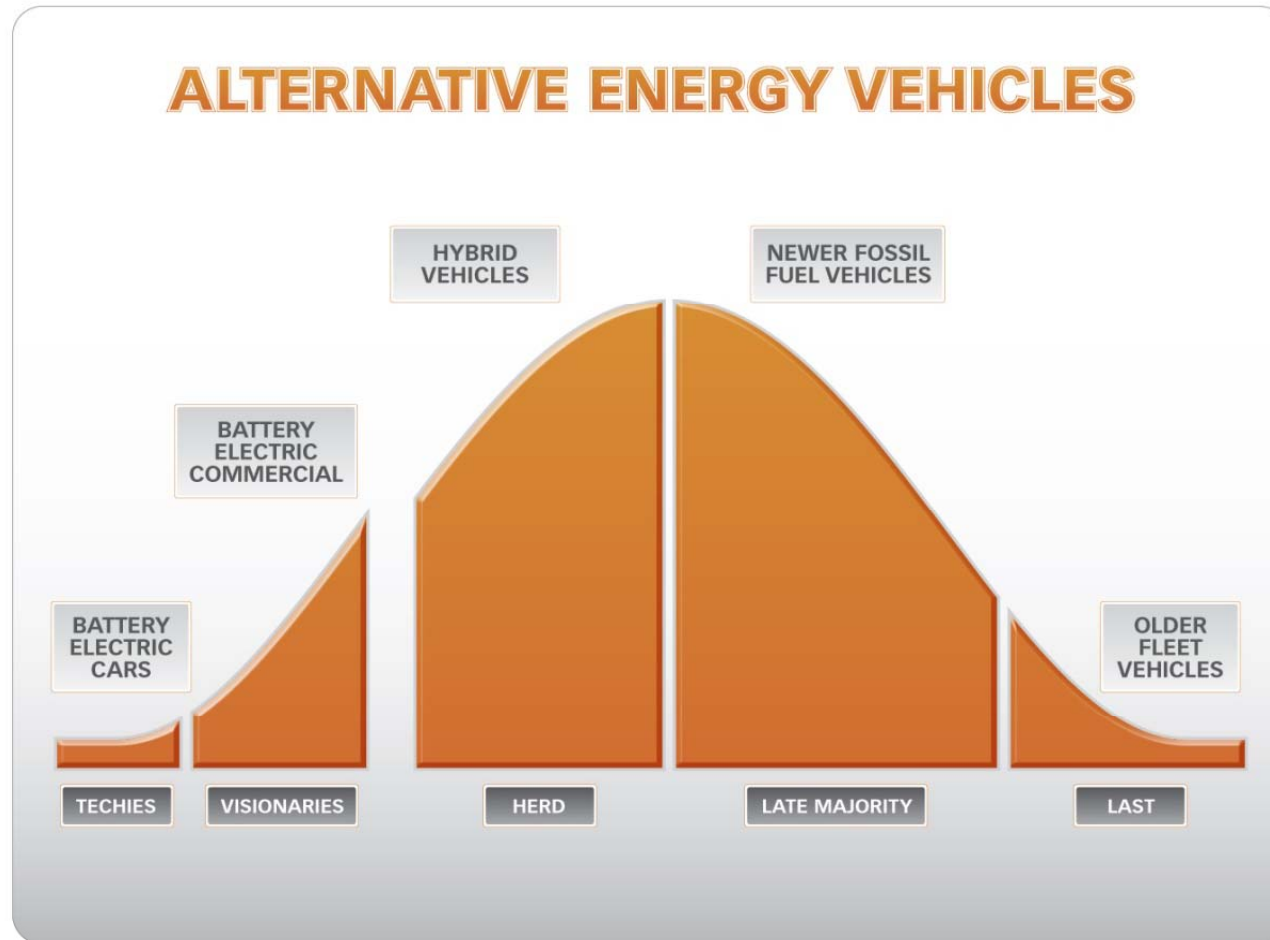
Economic Impact	Savings vs. Diesel Equivalent
Maintenance & Fuel Savings	+\$87,417 over five years
Five Year Total Cost of Ownership	+\$42,418
Ten Year Total Cost of Ownership	+\$159,963

Note: Based on 70 miles per day, \$4.12/gallon diesel fuel, \$0.107 cost of electricity, \$0.22/mile cost for diesel maintenance and \$0.07/mile cost for EV maintenance. Assumes \$20K state incentive per vehicle.

SUSTAINABILITY IMPACT: *1/10TH CARBON FOOTPRINT VS. DIESEL*

Sustainability Impact	Savings Vs. Diesel Equivalent
Total Greenhouse Gas Offsets	321.10 tons Yr. 5
Gallons of Fuel Eliminated	6,423 gallons Yr. 5
Hours of Driver Diesel Fume Inhalation Spared	>36K hours Yr. 5

COMMERCIAL FLEETS ARE THE BRIDGE TO WIDESPREAD ADOPTION



FINANCIAL REALITY OF ZERO EMISSION

IF INCENTED PROPERTY NOW, THESE
ALL-ELECTRIC VEHICLES WILL OPERATE IN AN
INCENTIVE-FREE WORLD WITHIN FIVE YEARS.

