



March 7, 2011

Hybrid Utility Truck Request For Information (RFI)

On behalf of the Hybrid Utility Truck Working Group of the Hybrid Truck Users Forum (HTUF), this letter is to inform you of our Working Group's interest in the development of **Class 4/5 hybrid work trucks**. The Working Group consists of more than **20 large fleets** in the U.S. with an annual combined purchasing volume of approximately **3,000 vehicles** in the Class 4/5. The goal of our group is to work with a committed manufacturer/manufacturing team to produce a pre-production volume of trucks for field evaluation and vehicle optimization. If the trucks meet specifications, the ultimate goal will be commitments to production volume purchases.

A list of the key performance parameters (KPPs) is attached for you to review. The KPPs have been identified by our working group members and will form the basis for the vehicle specifications.

We are notifying you because your company has been involved in or expressed interest in hybrid work truck manufacturing or systems development. The Hybrid Utility Truck Working Group would therefore like to determine your level of interest in providing hybrid trucks that can meet the parameters outlined. We would request receiving from you:

1. An expression of interest in the development of Class 4/5 vehicles;
2. Comments – particularly concerning feasibility – you have about our performance parameters

We would like to receive responses by **April 29, 2011**. We will treat all comments made in response as confidential. Please direct comments to:

Jasna Tomic, CALSTART, Working Group Facilitator
jtomic@calstart.org or (626) 744-5610 fax

We welcome your comments and are excited about your potential involvement. Please respond to this RFI and work together to bring advanced hybrid trucks to the market.



Hybrid Utility Truck Working Group 15 Top Ranked Key Performance Parameters - Class 4/5 Work Truck

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| 1. Reliability and Durability..... | Meets or Exceeds Baseline |
| 2. Fuel Economy Improvement..... | 50% Improvement over Baseline |
| 3. Payload Loss..... | Max 500 lbs |
| 4. Engine-off Power or Idling..... | 2-3 Hours of Work Site Operation |
| 5. Acceleration Rate of Loaded Unit..... | Meets or Exceeds Baseline |
| 6. Startability..... | 15% @ 20 mph |
| 7. Body and Boom..... | Interchangeable with Baseline Trucks |
| 8. Gradeability..... | 15%-30% at GVWR |
| 9. Top Speed..... | 65 to 75 mph |
| 10. Fuel Preference..... | Diesel |
| 11. Engine-off Electric Drive or “Creep Mode”... | Available up to 20 mph |
| 12. Variable Shift points and RPM Settings for Different Applications | |
| 13. Exportable Power..... | 3.5 KW Single Phase and Meets
Industry Standards |
| 14. Towing Ability..... | 1,000 lbs |
| 15. In-cab Display for Driver Feedback (e.g. fuel consumption, energy use, SOC) | |