



Brattain International Trucks, Inc.

61 N.E. Columbia Blvd.
www.brattain.com

P.O. Box 11287
Portland, OR 97211

(503) 285-9300
Fax (503) 289-4775

2/8/2018

Oregon State Capital
900 Court St. NE
Salem, OR 97301

Salem

1150 Hawthorne Ave NE.
P.O. Box 7355
Salem, OR 97301
(503) 581-1446
fax (503) 581-9174

Albany

1720 Fescue St. SE
P.O. Box 687
Albany, OR 97321
(541) 928-3324
fax (541) 967-8609

Eugene / Springfield

110. S. Bertelsen Rd.
Eugene, OR 97402
(541) 747-2112
fax (541) 747-7444

Bend

63120 Nels Anderson Rd.
Bend, OR 97701
(541) 389-3850
fax (541) 382-3205

ALLISON

CAT

CUMMINS

TRAILMAX

IC SCHOOL BUSES

TRANS TECH BUSES



RE: SB1507 and HB4001

Good Afternoon,

On behalf of ourselves and the Oregon Trucking Association members we are opposed to both of these bills for the following reasons:

1. Our state is already a very expensive place to operate trucks and by adding another \$.16 per gallon to diesel prices will make it more difficult for trucking companies to remain profitable. Other than wages fuel is the next highest expense a company operating trucks experiences. There are gains being made on fuel economy for trucks but nowhere near enough to offset this increase would pose to these companies.

2. The transportation package approved in 2017 will further shift a burden of higher weight mile taxes onto truckers in this year with increases over 50% in the next few years. This is another example of excessive taxation on an industry that is thriving in the US but lagging behind in Oregon on purchasing newer more efficient vehicles. The truck manufacturers are seeing a higher volume of truck orders but our state is not sharing in that rosier picture-possibly as a result of the cost of doing business here.

3. I also don't want our state to become another California where they enact their own laws on emissions that may/do differ from the federal requirements and prefer a national program.

4. And lastly although as a truck dealer employee I don't totally agree with what the future holds for alternative fueled vehicles such as electrified, hybrid, and other forms. From my perspective these are great for initial sales but I find it hard to fathom what to do with these units as they age and the owners look to replace. I have seen several hybrid units that have been taken out of service by customer and although the initial price was 50% more at time of sale-the trade-in value is at least 50% "less" at trade-in. The issue is the batteries are extremely expensive to replace and the assumption is that the chassis is worth much less than the battery itself at that point. Even more of an issue will be seen on fully electric vehicles where the batteries can cost \$100,000+ to replace. The other factor is the available driving distance capabilities of these types of units. For example a fully electric vehicle can't even drive from Salem to Portland and back without a re-charge.

Best Regards,
Barney Newman
Sales Manager
503-595-4606

new & used truck sales – parts – service – body shop – rental – leasing