

Submitter: Wayne Hammond

On Behalf Of:

Committee: House Committee On Climate, Energy, and Environment

Measure: HB2714

TEC Equipment has been a family-owned Oregon company since 1976, and is now the largest full service truck and trailer dealer in the western US, with 35 locations in eight states. TEC is a leader in zero-emission trucking, with the country's first EV-certified heavy duty truck dealership. We have worked hard to make zero-emission trucks a viable option for our fleet customers small and large.

We have placed over 400 fully-electric Class-8 big rigs on the road or rolling off the production line onto western highways. These trucks are helping our customers meet their sustainability goals, improve operating conditions for drivers, and prevent millions of pounds of CO2 and other pollutant emissions in highly-impacted areas.

Three years into this transition, the number of zero-emission trucks that we have deployed here in our home state of Oregon is, regrettably, zero.

The reason is funding. With reduced parts and maintenance requirements, and lower-cost, higher-efficiency electricity as fuel, an electric truck has a lower operating cost than a diesel truck. However it has a capital cost of almost three times that of a diesel truck. Even factoring for reduced operating costs, the economics of the Total Cost of Ownership do not "pencil out" for fleets. When the cost of the truck comes down from triple to roughly double that of a diesel, there can be economic parity and fleets can choose electric on the basis of its operational and environmental performance.

TEC Equipment **STRONGLY** supports a rebate program for commercial heavy duty truck purchases in Oregon. Specifically, we would advocate for a "cash on the hood" program - a voucher applied to the cost at time of purchase, rather than a rebate or tax credit that can challenge the cash flow, credit limit, or balance sheet of a fleet at the time of purchase, and complicate their accounting months after the fact.

Oregon fleets have the same economic and environmental interests as fleets in other states. When it comes to heavy duty zero-emission trucks, programs like California's HVIP point-of-sale voucher have made the difference between the deployment of hundreds or thousands of clean trucks, and the deployment of none at all.