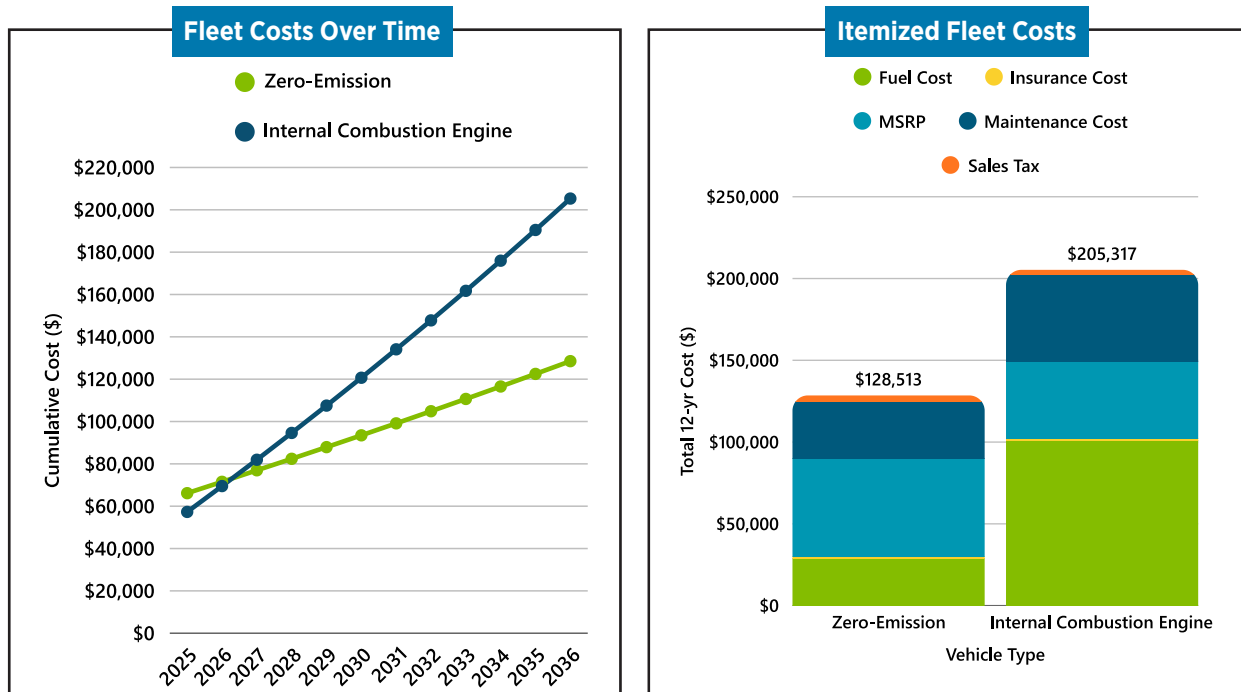


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TOTAL COST OF OWNERSHIP ANALYSIS CLASS 2B VAN

WITHOUT INCENTIVE



*Analysis provided via the [New Jersey Fleet Advisor Program](#) administered by CalStart.

This total cost of ownership (TCO) analysis compares a traditional gas-powered class 2b van priced at \$47,000 against an electric class 2b van priced at \$60,000. It uses a \$3.20/gallon price of gasoline, an average \$0.24/kWh price for public charging, and an average annual mileage of 24,000 miles. Without any included incentives, the electric van begins producing savings in the second year after purchase. The total estimated savings over a 12-year vehicle lifetime is \$79,084, and additional savings can be realized by using lower-cost overnight charging.

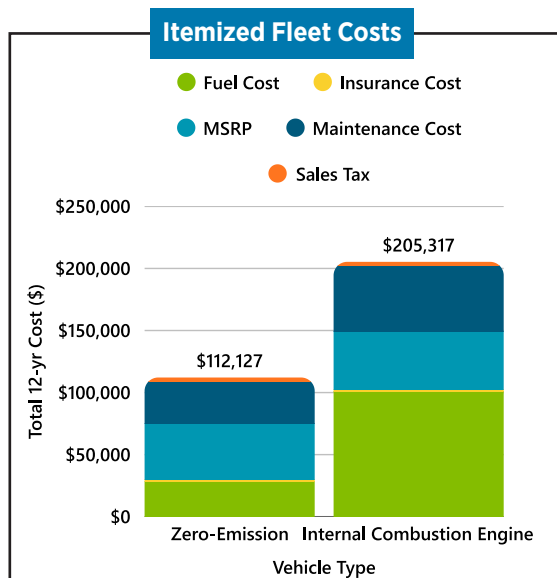
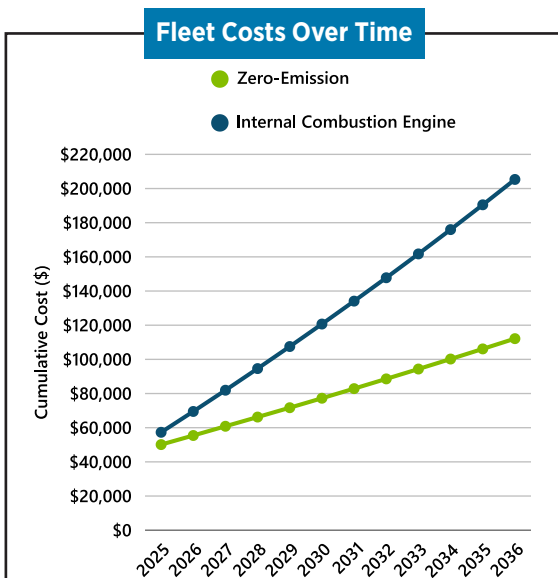
Transitioning to electric transportation can provide a return on investment and cost-savings within two years, but that can be accelerated even more with a NJZIP voucher award.



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TOTAL COST OF OWNERSHIP ANALYSIS CLASS 2B VAN

WITH NJZIP INCENTIVE



*Analysis provided via the [New Jersey Fleet Advisor Program](#) administered by CalStart.

This total cost of ownership (TCO) analysis compares a traditional gas-powered class 2b van priced at \$47,000 against an electric class 2b van priced at \$60,000 with a \$15,000 NJZIP incentive. It uses a \$3.20/gallon price of gasoline, an average \$0.24/kWh price for public charging, and an average annual mileage of 24,000 miles. The electric van begins producing savings immediately at the point of purchase. The total estimated savings over a 12-year vehicle lifetime is \$93,190, and additional savings can be realized by using lower-cost overnight charging.

Available Charger Incentives

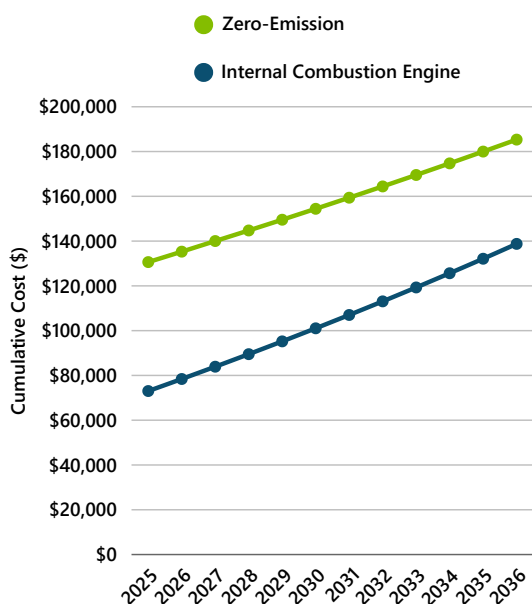
Utilities may provide up to 100% make-ready costs for publicly accessible chargers and public serving fleets and up to 50% for private fleets in, or servicing, overburdened communities or adjacent to a federal freight corridor. NJDEP may provide up to \$5,000 per Level 2 charging port & up to \$200,000 for DC fast chargers (DCFCs) with at least two ports. *Utility programs currently pending NJBPU approval.*



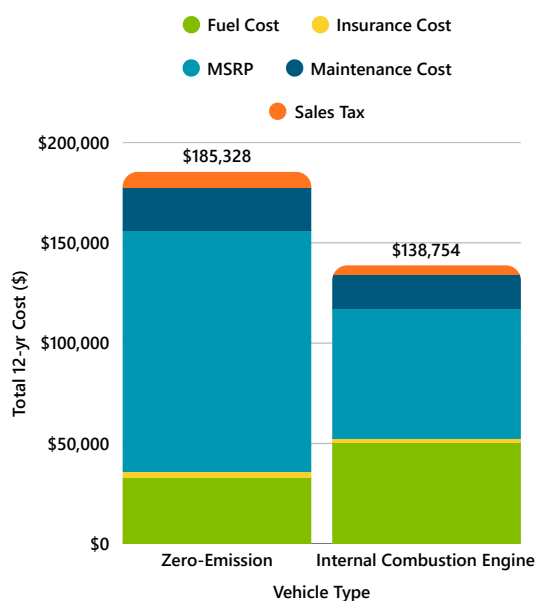
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TOTAL COST OF OWNERSHIP ANALYSIS CLASS 4 Vehicle

Fleet Costs Over Time



Itemized Fleet Costs



*Analysis provided via the [New Jersey Fleet Advisor Program](#) administered by CalStart.

This TCO analysis compares a traditional gas-powered class 4 truck priced at \$65,000 against an electric class 4 truck priced at \$120,000. It uses a \$3.20/gallon price of gasoline, a \$0.24/kWh price of charging, and an average annual mileage of 12,000 miles. The electric truck is not projected to produce savings with these prices and mileage. The total estimated cost difference over a 12-year vehicle lifetime is \$46,575.

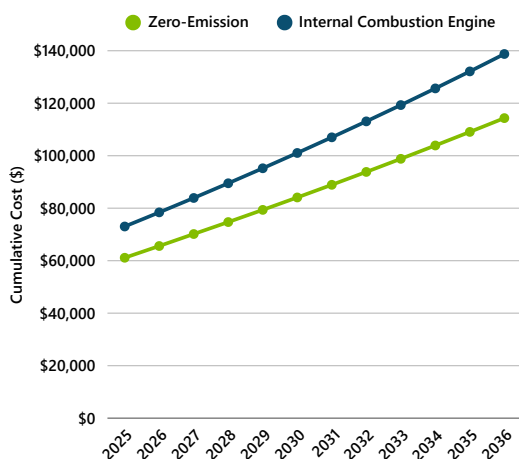
Transitioning to electric transportation in this instance doesn't provide a return on investment but that changes with a NJZIP voucher award.



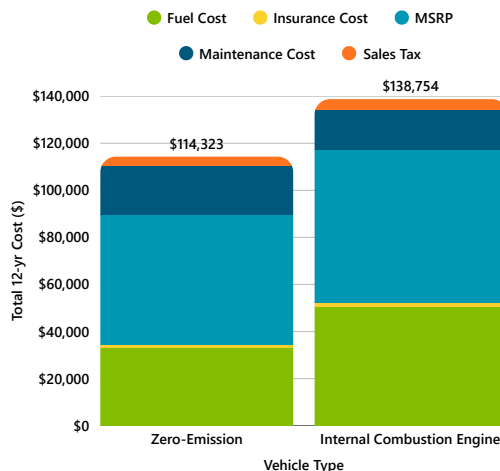
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TOTAL COST OF OWNERSHIP ANALYSIS CLASS 4 Vehicle

Fleet Costs Over Time



Itemized Fleet Costs



WITH NJZIP INCENTIVE

*Analysis provided via the [New Jersey Fleet Advisor Program](#) administered by CalStart.

This TCO analysis compares a traditional gas-powered class 4 truck priced at \$65,000 against an electric class 4 truck priced at \$120,000 with a \$65,000 NJZIP incentive. It uses a \$3.20/gallon price of gasoline, a \$0.24/kWh price of charging, and an average annual mileage of 12,000 miles. The electric truck begins producing savings immediately at the point of purchase. The total estimated savings over a 12-year vehicle lifetime is \$24,431.

Available Charger Incentives

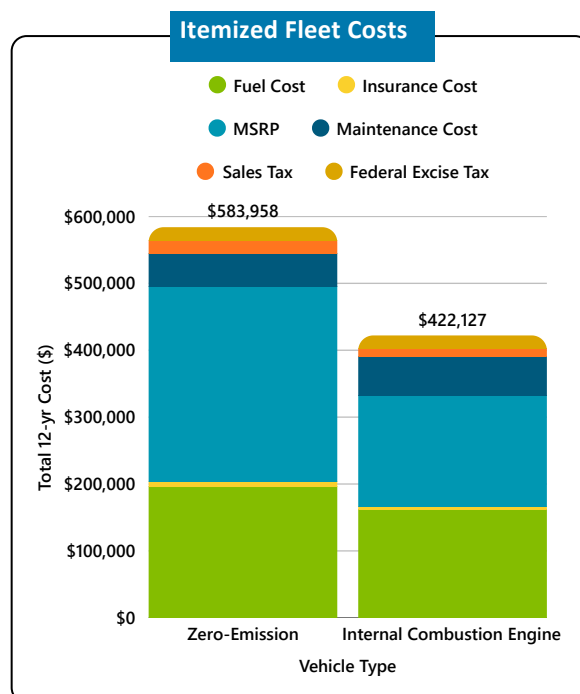
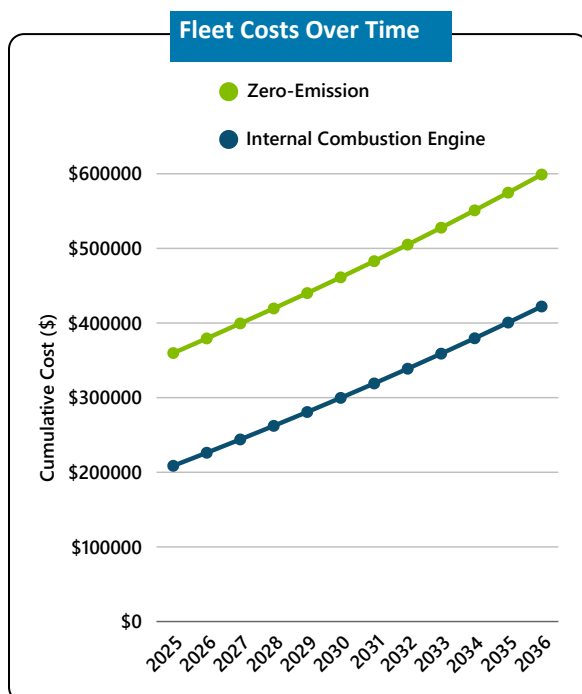
Utilities may provide up to 100% make-ready costs for publicly accessible chargers and public serving fleets and up to 50% for private fleets in, or servicing, overburdened communities or adjacent to a federal freight corridor. NJDEP may provide up to \$5,000 per Level 2 charging port & up to \$200,000 for DC fast chargers (DCFCs) with at least two ports. Utility programs currently pending NJBPU approval.



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TOTAL COST OF OWNERSHIP ANALYSIS CLASS 7 Vehicle

WITHOUT INCENTIVE



*Analysis provided via the [New Jersey Fleet Advisor Program](#) administered by CalStart.

This TCO analysis compares a traditional diesel-powered class 7 truck priced at \$166,000 against an electric class 7 truck priced at \$291,000. It uses a \$3.60/gallon price of diesel, a \$0.24/kWh price of charging, and an average annual mileage of 30,000 miles. The electric truck is not projected to produce savings with these prices and mileage. The total estimated cost difference over a 12-year vehicle lifetime is \$176,831.

Transitioning to electric transportation in this instance doesn't provide a return on investment but that can change with a NJZIP voucher award.

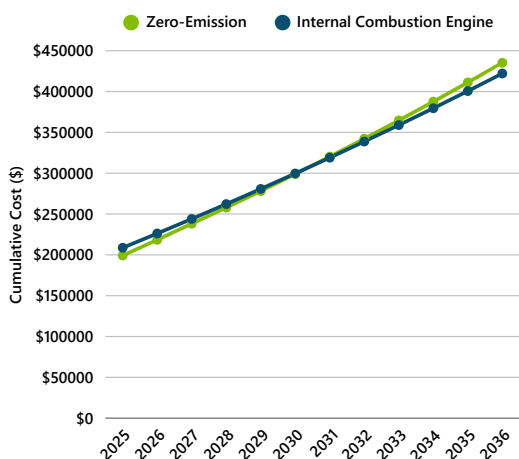


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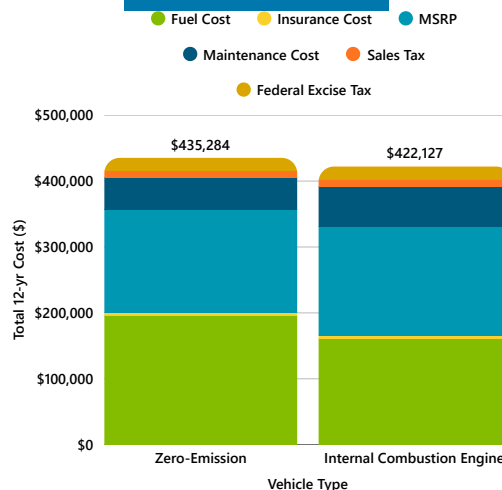
TOTAL COST OF OWNERSHIP ANALYSIS CLASS 7 Vehicle

WITH NJZIP INCENTIVE

Fleet Costs Over Time



Itemized Fleet Costs



*Analysis provided via the [New Jersey Fleet Advisor Program](#) administered by CalStart.

This TCO analysis compares a traditional diesel-powered class 7 truck priced at \$166,000 against an electric class 7 truck priced at \$291,000 with a \$135,000 NJZIP incentive. It uses a \$3.60/gallon price of diesel, a \$0.24/kWh price of charging, and an average annual mileage of 30,000 miles. The electric truck produces savings at the point of purchase but is slightly higher in cost by the end of the estimated vehicle life. The total estimated cost difference over a 12-year vehicle lifetime is \$13,157.

Available Charger Incentives

Utilities may provide up to 100% make-ready costs for publicly accessible chargers and public serving fleets and up to 50% for private fleets in, or servicing, overburdened communities or adjacent to a federal freight corridor. NJDEP may provide up to \$5,000 per Level 2 charging port & up to \$200,000 for DC fast chargers (DCFCs) with at least two ports. Utility programs currently pending NJBPU approval.