



Introducing XL

Driving Fleet Sustainability

December 2019



XLhybrid™

XLplug-in™

XLlink™

The Fleet Electrification Leader

- Founded in 2009
- Hybrid and plug-in hybrid ship-thru upfits for commercial & municipal fleets
- Installed by national upfit partners
- Approved by Ford, GM and Isuzu for installation; no impact to OEM factory warranties
- First Ford eQVM; GM ship-thru codes available



The Fast Lane to Greener Fleets

- Immediate emissions improvements
 - XLH** 25% increase in MPG* = 20% reduction in emissions
 - XLP** 50% increase in MPG* = 33% reduction in emissions
- Electrified trucks have almost 2x the impact of sedans

*Results may vary

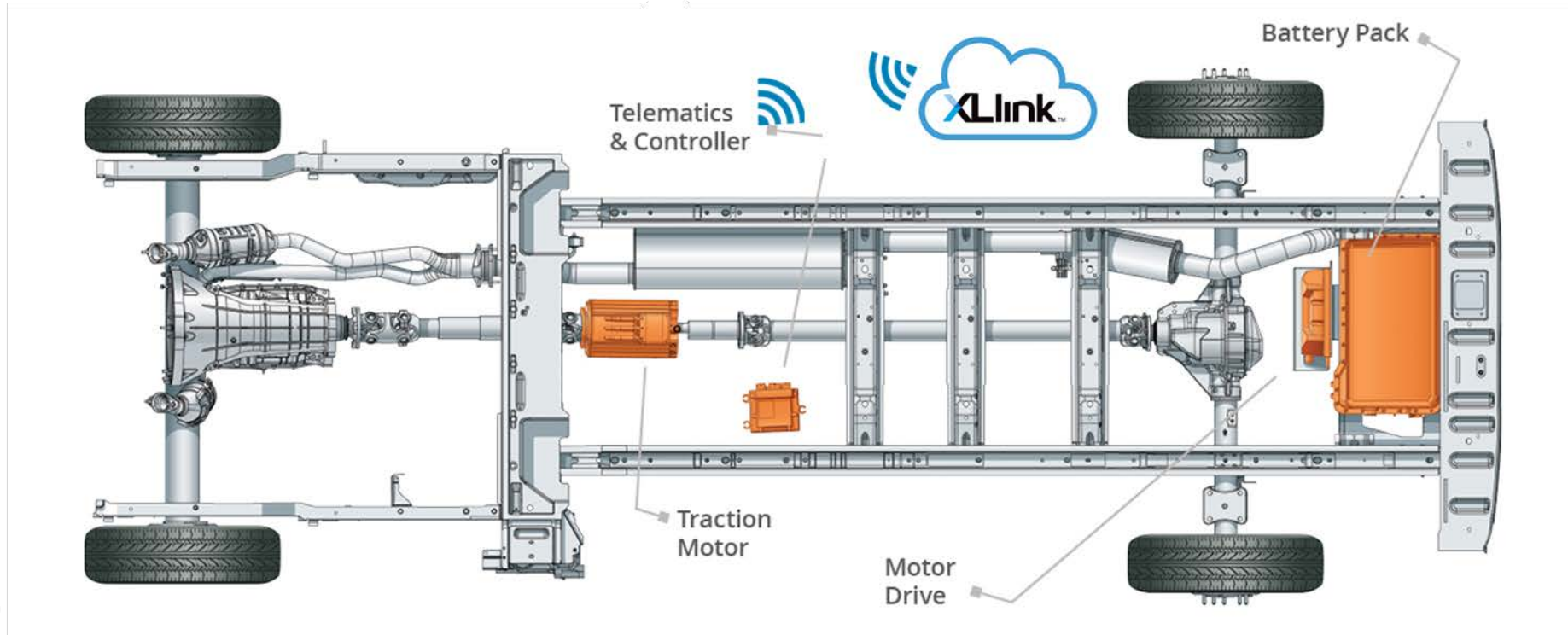
Hybrid Truck
100,000 miles 
Cuts CO2 by 15 metric tons



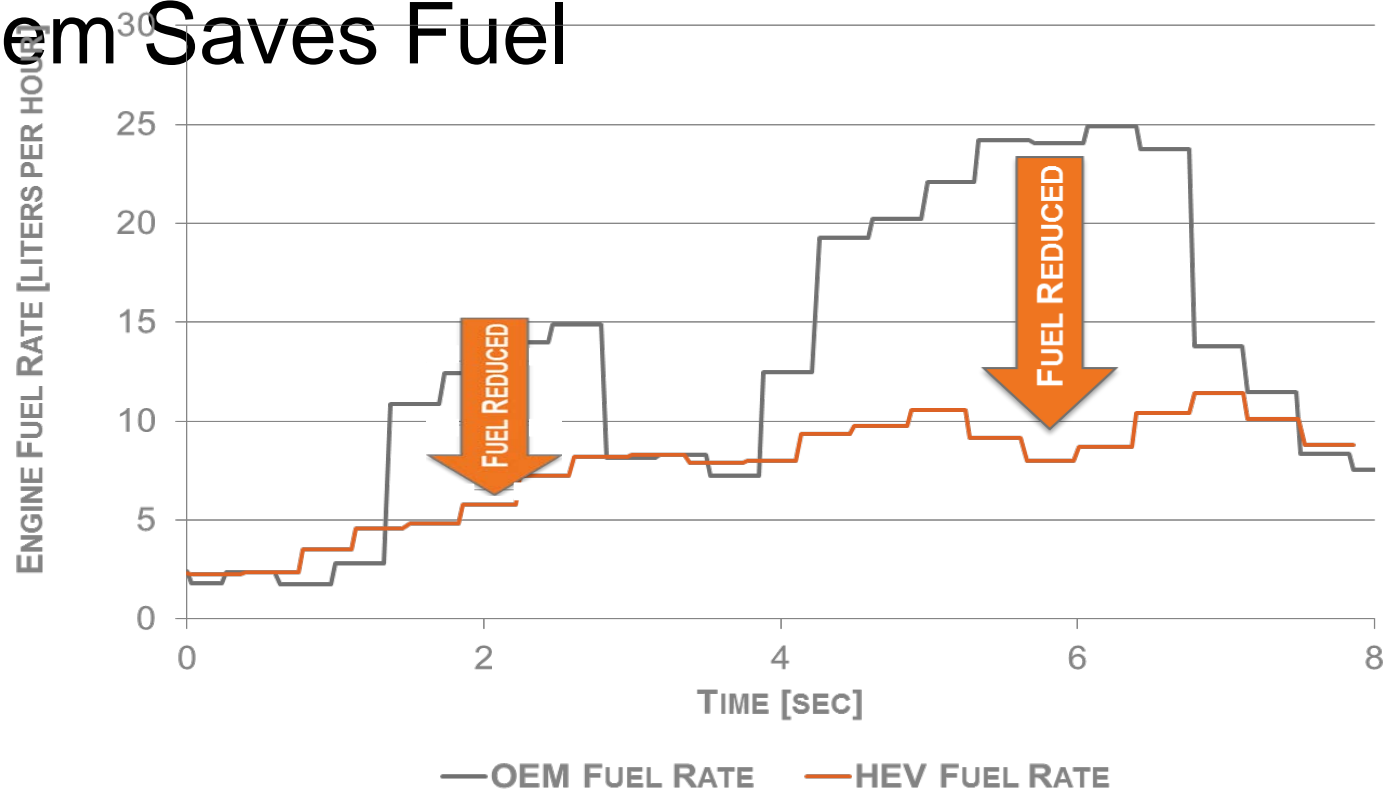
HEV Sedan
100,000 miles
Cuts CO2 by 9 metric tons



XL Hybrid Transit Van



XL System Saves Fuel

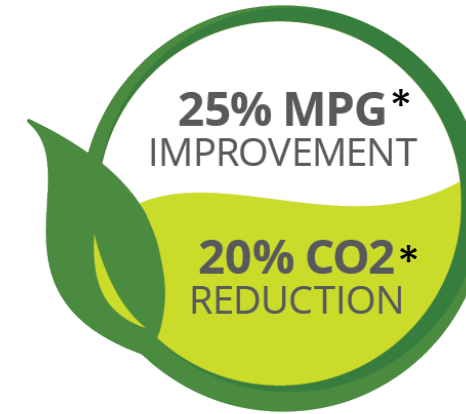


- Adds 80% more low-end torque
- Fuel rate is reduced with **system** operation for the same vehicle speed and acceleration (0-40 mph)
- Result: 25%-50% MPG increase in miles driven per-gallon

XL Hybrid (XLH[®]) Technology



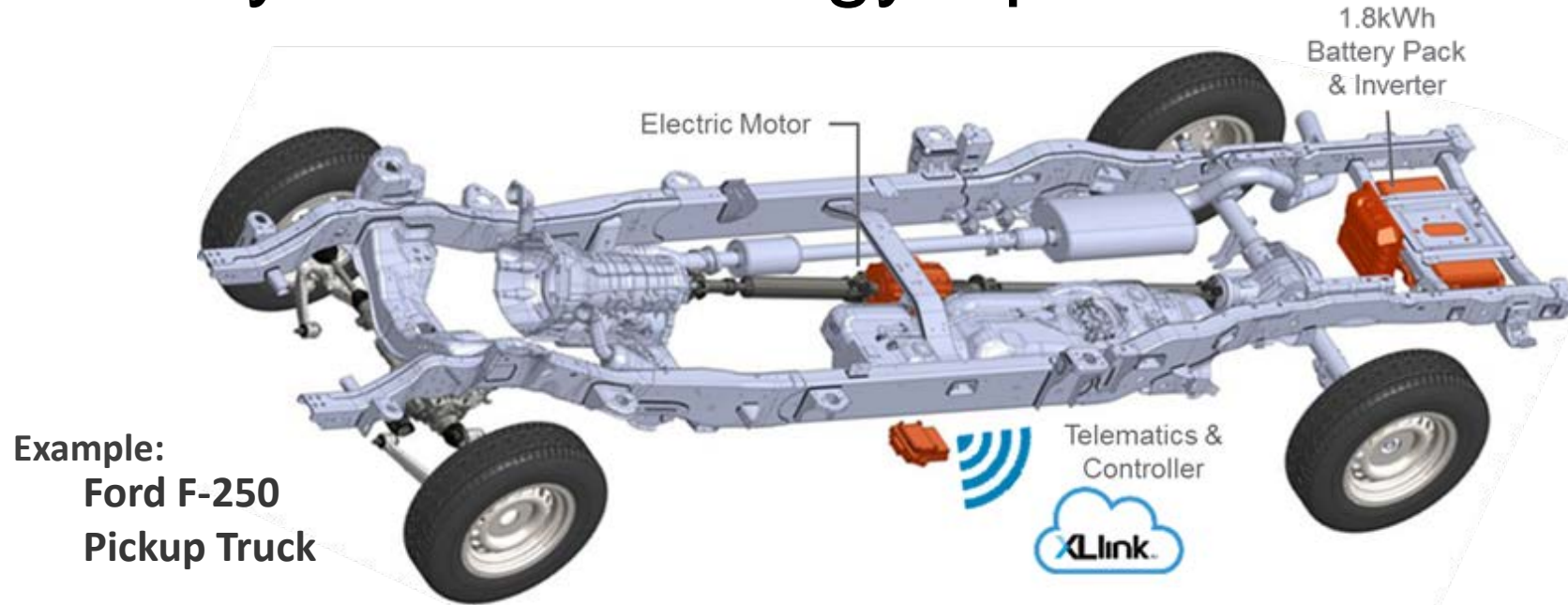
- Regenerative braking with electric assist
- OEM warranty and powertrain remain fully intact
- Available on a broad range of Class 2-6 vehicles



*Results may vary



XL Hybrid Technology Specs



XLH™ Powertrain Specifications

Lithium Ion Battery: 1.8 kWh

Charging: Regenerative braking

System Weight: 350-385 lbs. based on product

Electric Motor: 220 ft.-lbs. added

Speed Governor: 75 mph

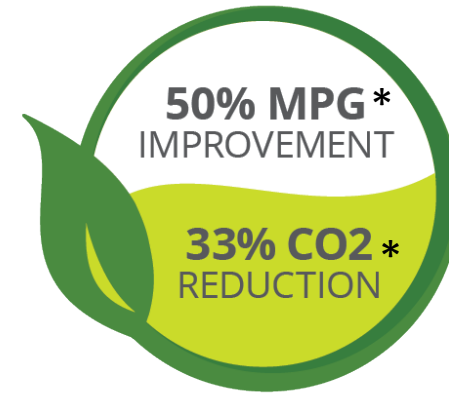
Install Time: 6 to 8 hrs.

Cargo/Towing: Same as OEM

XL Plug-in (XLP™) Hybrid Technology



- Plug-in hybrid ship-thru upfit for Ford F-150 & F-250 pickup trucks
- Electric assist with 15 kWh battery pack and regenerative braking
- OEM warranty and powertrain remain fully intact



*Results may vary



Ford F-150 | 2.7L and 3.3L

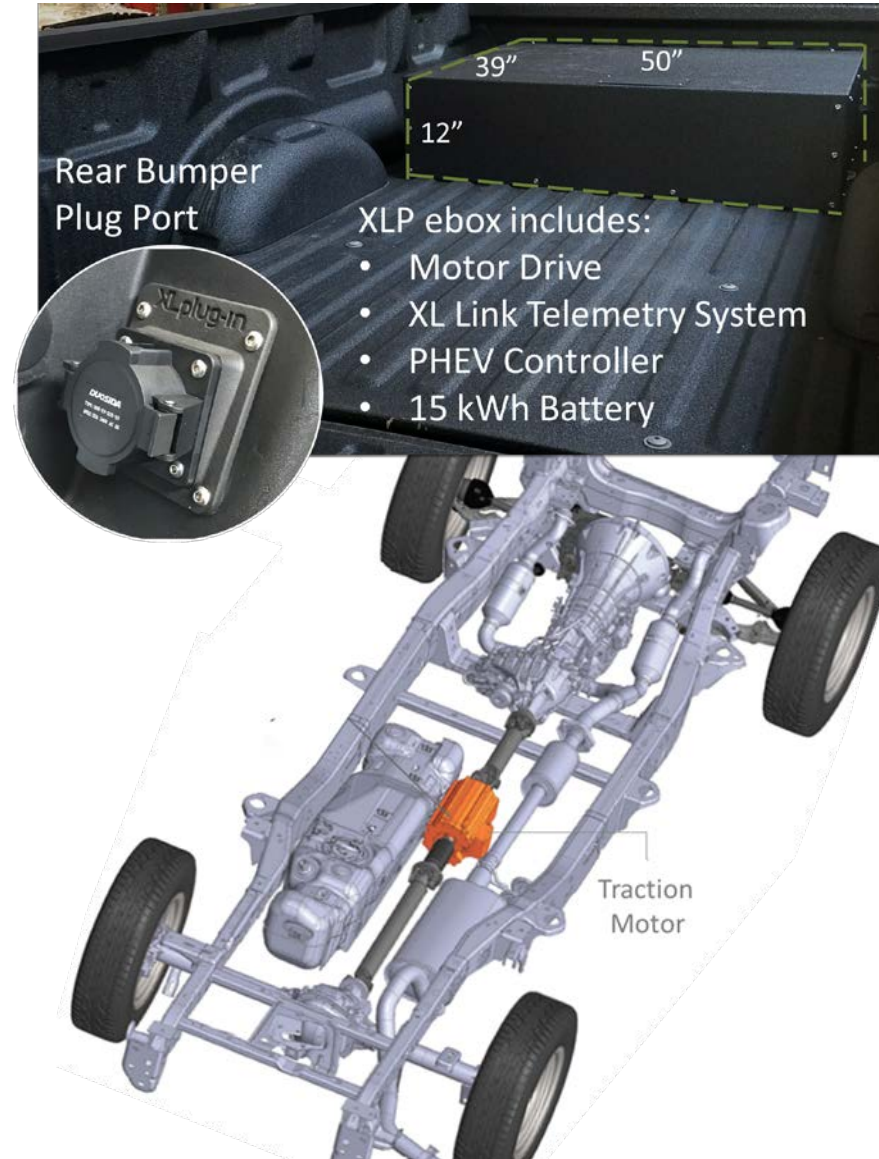


Ford F-250 | 6.2L

XL Plug-in Technology Specs

XLP™ Powertrain Specifications

Lithium Ion Battery	15 kWh
Charging 2 (5 hrs) plus	Level 1 (8 hrs), Level regenerative braking
Plug	J1772 (industry standard); Level 1 adapter cord included
System Weight	750 lbs.
Electric Motor:	220 ft.-lbs. added
Speed Governor:	Up to 80 mph
Install Time:	8 to 9 hrs.



“Peace of Mind” Warranty and Service

- OEM powertrain & base warranties remain intact
- XL system warranty = 3yr/75k miles
- Network of trained XL service technicians and qualified servicing upfitters
- 24/7 XL service line: 866-414-3212
- Guaranteed response within 24 hrs.
- Proactive service alerts from XL
- XL Link on-board diagnostics





City of Boston

“The ability to retrofit 13 vehicles in our existing fleet has allowed us to see immediate sustainability benefits and operating cost savings. The technology has performed well in our heavy urban driving environment, and been reliable for our Senior Shuttle and Traffic Enforcement divisions. We are now re-ordering 8 more vehicles with XL systems.”

William Coughlin

Director of Central Fleet Management City of Boston

Hybrid Fleet Electrification Numbers

28%

Improvement in Miles Driven per Gallon

120,000

Cumulative Road Miles

99.9+%

Hybrid Vehicle Uptime

22%

Reduction in CO2 Emissions

Vehicle Type: Ford and GM Vans and Shuttles



Yale University

"The hybrid shuttles are exceeding our expectations for CO2 emissions reduction and fuel savings. Plus, the "green" branding on our buses shows students and faculty that the university is committed to sustainable practices."

Ron Gitelman
Yale Fleet Administrator

Hybrid Fleet Electrification Numbers

23%

Improvement in Miles
Driven per Gallon

\$22,000

Projected Savings per
Vehicle*

*Based on brake maintenance savings,
fuel savings, and driver productivity.

99.9+%

Hybrid Vehicle Uptime

47 Tons

Projected Lifetime
Vehicle Reduction in CO2

Vehicle Type: Goshen Coach 24-
passenger shuttles built on
Ford E-450 platform

Thank you!



Benjamin Hartford

Regional Sales Manager, Northeast

bhartford@xlfleet.com

(617) 648-8507

Pennsylvania Turnpike Commission Automotive Officers Meeting December 11, 2019

**Electronic Toll Collection
Customer Service Operations**



E-ZPass Account for Commonwealth Agencies



- An agreement exists between the PTC and the Commonwealth for state agencies.
- Agreement Terms
 - All agencies in the Commonwealth are eligible to open an E-ZPass account through DGS.
 - The PTC provides E-ZPass transponders for agencies to use in Commonwealth vehicles.
 - The PTC calculates usage on a monthly basis by all state agencies to determine eligibility for a volume discount.

E-ZPass Account for Commonwealth Agencies

- Agreement Terms (continued)
 - PTC sends a monthly invoice to each state agency.
 - Payment of invoice is due within 60 days from the invoice date.
 - State agencies are ONLY eligible for a volume discount if payment is received by the PTC by the invoice due date.
 - If payment is not received by the PTC by the invoice due date, the state agency is not eligible for the discount.
 - State agencies cannot take the discount if payment on their previous invoice was not received by the invoice due date.

E-ZPass Account for Commonwealth Agencies

E-ZPass Account Operations and Maintenance

- State agencies are required to keep their E-ZPass account information current.
- All vehicles that travel on the PA Turnpike should have a transponder properly mounted in the vehicle.
- All vehicles that travel on the PA Turnpike should be listed on the agency's E-ZPass account.

E-ZPass Account for Commonwealth Agencies

E-ZPass Account Maintenance and Operations

- State agencies can review their account information and activity via our website, www.paturndpike.com.
- E-ZPass account contact information should be reviewed periodically to ensure it is up-to-date.
- ONLY DGS and the authorized contacts listed on the account can access E-ZPass account information.

E-ZPass Account for Commonwealth Agencies

PA Turnpike Commission Contacts

- E-ZPass Customer Service Center Commercial Vehicle Operations

Kathleen Stoddart, Supervisor

717.565.4315

April Shoop, Manager

717.565.4302

- PTC Contacts

Darla Tanner, Revenue Accounting Manager

717.831.7372

Laura Quick, ETC Customer Service Operations Manager

717.831.7372



Questions ?



TELEMATICS

Reports

- We have instructional PowerPoints available so that you can run reports
 - Fob Assignment Instructions
 - Breadcrumb Detail Report
 - Alerts Report
 - Device Installation Report
 - Vehicle Metrics Report

Any questions on reports, please ask!

▶ Unplugged Devices

- Please inform your drivers after they take their vehicles for service, to remind the vendors to reconnect the telematics
- Reports will be run on a monthly basis and provided to agencies

Fob Assignment

- We have started sending e-mails monthly on fobs being used that do not reflect the driver's names

890000011AF72C01	AGENCY FOB	890000011AF72C01
890000011AF72C01	AGENCY FOB	890000011AF72C01
LOST FOB	LOST FOB	LOST FOB
FFE201	#13	POOL

- If you have any questions on fob assignment, please contact our Telematics RA:

RA-GSBVMTELEMATICS@pa.gov

Questions?

Christine Eby
717-787-7857
ceby@pa.gov

VEHICLE
MAINTENANCE
GARAGE

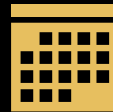
TELEMATICS: INSTALLS, REPAIRS, CHANGE OUTS, ETC



Fridays Open for All
Telematics Related Servicing

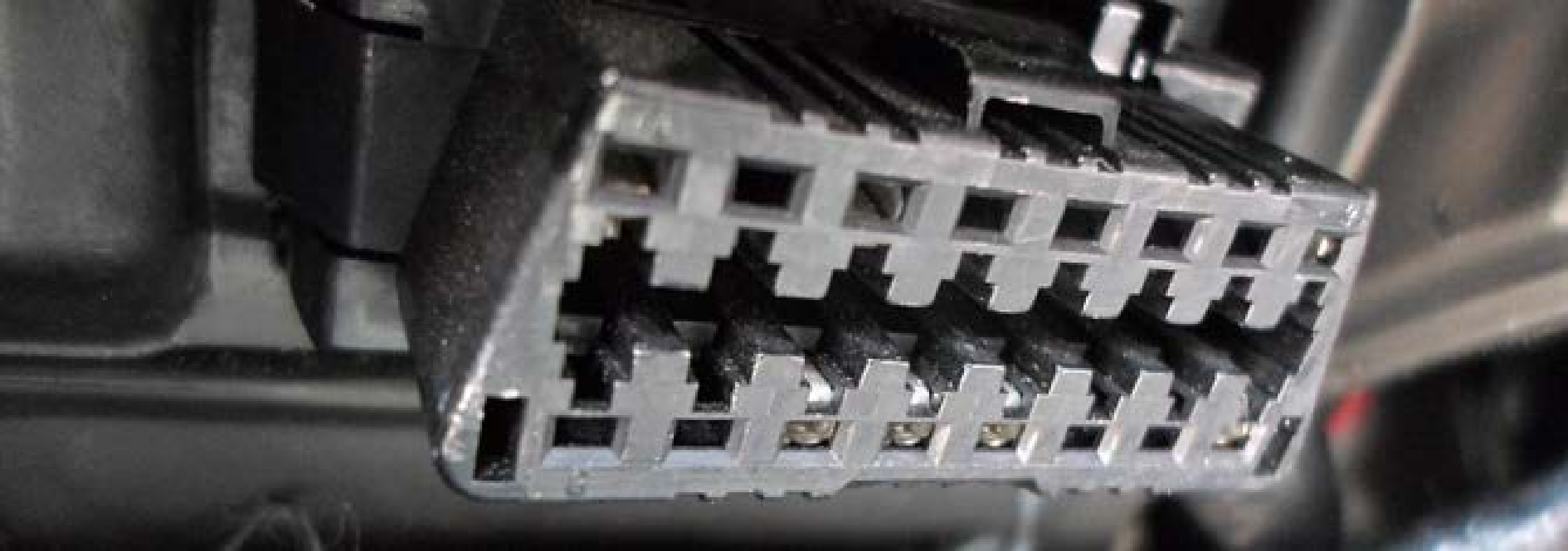


No Appointment Needed
But Prior Knowledge
Preferred



Any Other Day of the Week
Needs to be Scheduled
Through the Service Desk

CHECKING TELEMATICS FOR CONNECTIVITY



LOCATE VEHICLE OBD2 PORT

LOCATED AROUND OR NEAR DRIVER FOOTWELL





OBD
connector

MAY BE HIDDEN BEHIND DOOR
(FORD)



LOCATE TELEMATICS OBD2 CONNECTOR



ENSURE
PROPER
CONNECTION

WHAT TO
EXPECT WHEN
UTILIZING OUR
SERVICES



Ever Changing Technological
Advancements In Vehicle Systems



Cost of Training



Cost of Diagnostic Equipment



Cost of Specialty Tools

IT TAKES
TIME TO
DIAGNOSE

MORE
INFORMATION
HELPS US
HELP YOU

- WHAT SPEED?
- ACCELERATING?
- BRAKING?
- TURNING? LEFT OR RIGHT?
- CONSTANT?
- WET/DRY CONDITIONS?
- ETC.

WAITING TO SECURE THE PROPER PARTS

VERIFYING
THE
CONCERN
HAS BEEN
CORRECTED



SETTING
MONITORS



INTERMITTENT
CONCERNS



WEATHER
RELATED ISSUES



ETC

WHAT YOU SAVE BY TRUSTING US

FORD DEALER

- PARTS \$1710.81
- LABOR (6 HRS) \$ 609.00
- DISCOUNT -\$ 256.62
- TOTAL \$2,063.19

DGS GARAGE

- PARTS \$ 710.28
- LABOR (10 HRS) \$ 280.00
- TOTAL \$ 990.28
- **SAVINGS \$ 1072.91**

AUTOMOTIVE LIAISON MEETING

December 11th, 2019

Operations Department

Bill Confair

✉ biconfair@pa.gov

☎ 717-783-2325

Utilization – Check both tabs

US/024044 - 35-1200														
	A	B	C	D	E	F	G	H	I	J	K	L	M	N
1	Vehicle Name	Vehicle ID	Sum of Active Days	Meets Days Threshold	Sum of Distance (mi)	Meets Miles Threshold	UNIT_NO	Year	MAKE	MODEL	USING DEPT NO	ACT_CODE	EMP_NAME	JUSTIFICATION
17	059011373 - 35-8220	059011373	0	Underutilized	0	Underutilized	059011373	2013	GMC	SIERRA 1500	35-8220	PASS	MCDEMOTT DAVE	
18	54015320	054015320	1	Underutilized	0	Underutilized	054015320	2006	DODGE	DAKOTA 2500	35-4160	PASS	POOL BAUER ROBERT	
19	044111152 - 35-4360	044111152	1	Underutilized	0	Underutilized	044111152	2012	JEEP	LIBERTY	35-4360	PASS	CHONG ASHLEY	
20	044111257 - 35-5330	044111257	5	Underutilized	49	Underutilized	044111257	2014	JEEP	WRANGLER	35-5330	PASS	POOL OHLER GREGORY	
21	44111080	044111080	7	Underutilized	2	Underutilized	044111080	2012	JEEP	LIBERTY	35-4510	PASS	POOL SELF JUDY	
22	053017726 - 35-4300	053017726	7	Underutilized	289	Underutilized	053017726	2012	CHEVROLET	COLORADO	35-4360	PASS	POOL KUNKEL SUMMER	
23	44111105	044111105	9	Underutilized	314	Underutilized	044111105	2012	JEEP	LIBERTY	35-4160	PASS	SINCLAIR ANDREW	
24	007112236 - 35-5830	007112236	9	Underutilized	929	Underutilized	007112236	2017	FORD	ESCAPE	35-5800	PASS	POOL SCHELOSKE MARGARET	
25	54015408	054015408	10	Underutilized	422	Underutilized	054015408	2007	DODGE	DAKOTA 2500	35-4360	PASS	POOL LAUR ERIC	
26	54015522	054015522	10	Underutilized	723	Underutilized	054015522	2010	DODGE	DAKOTA 1500	35-8220	PASS	POOL CARSON JOHN	
27	004023596 - 35-5800	004023596	10	Underutilized	1136	Underutilized	004023596	2016	CHEVROLET	MALIBU	35-5800	PASS	POOL SCHELOSKE MARGARET	
28	044111266 - 35-8220	044111266	12	Underutilized	300	Underutilized	044111266	2014	JEEP	WRANGLER	35-8220	PASS	MORGART MICHAEL	
29	44111041	044111041	12	Underutilized	494	Underutilized	044111041	2010	JEEP	LIBERTY	35-0420	PASS	POOL WAGNER DONNA	
30	057016969 - 35-4230	057016969	13	Underutilized	545	Underutilized	057016969	2014	FORD	F150	35-4230	PASS	POOL MALIZIA RICHARD	
31	044111529 - 35-5310	044111529	13	Underutilized	1350	Underutilized	044111529	2017	JEEP	WRANGLER	35-5310	PASS	LUNGER DONALD	
32	57015418	057015418	14	Underutilized	632	Underutilized	057015418	2006	FORD	F150	35-4390	PASS	POOL HORVATH GERALD	
33	7023903	007023903	14	Underutilized	1105	Underutilized	007023903	2014	FORD	FUSION	35-4370	PASS	POOL BIVENS KRISTEN	
34	57016665	057016665	15	Underutilized	1041	Underutilized	057016665	2013	FORD	F150	35-5360	PASS	POOL BONIGER CAYLEIGH	
35	53017810	053017810	15	Underutilized	1412	Underutilized	053017810	2012	CHEVROLET	COLORADO	35-8230	PASS	POOL MINER CHRIS	
36	54015514	054015514	16	Underutilized	924	Underutilized	054015514	2010	DODGE	DAKOTA 1500	35-8230	PASS	POOL LESUER CURTIS	
37	057017677 - 35-4260	057017677	16	Underutilized	1319	Underutilized	057017677	2017	FORD	F150	35-4260	PASS	POOL GOLOBEK DAVID	
38	57015736	057015736	17	Underutilized	809	Underutilized	057015736	2008	FORD	F250	35-4320	PASS	POOL BAIR WALTER	
39	57015420	057015420	18	Underutilized	863	Underutilized	057015420	2006	FORD	F150	35-4190	PASS	POOL NOLL JENNIFER	
40	6110056	006110056	19	Underutilized	1255	Underutilized	006110056	2011	DODGE	NITRO	35-5310	PASS	WEHR MICHAEL	
41	44111311	044111311	20	Underutilized	1995	Underutilized	044111311	2015	JEEP	CHEROKEE	35-3000	PASS	POOL SVIBEN PAULA	
42	057015588 - 35-4100	057015588	21	Underutilized	899	Underutilized	057015588	2006	FORD	F150	35-4100	PASS	POOL RUSSELL BENJAMIN	

Active Days & Mileage

1	Vehicle Name	Vehicle ID	SumOfActive Days	Meets Days Threshold	SumOfDistance(mi)	Meets Miles Threshold	UNIT_NO	Year	MAKE	MODEL	USING_DEPT_N
23	57016186	057016186 - DGS	49	Underutilized	820	Underutilized	057016186	2010	FORD	F350	15-3801
24	6056027	006056027 - DGS MEDIA	51	Underutilized	4319	Underutilized	006056027	2013	DODGE	CARAVAN	15-4700
25	4022581	004022581 - DGS PUBLIC	51	Underutilized	2881	Underutilized	004022581	2012	CHEVROLET	MALIBU	15-6620
26	6056448	006056448 - DGS	53	Underutilized	798	Underutilized	006056448	2016	DODGE	CARAVAN	15-3801
27	44110873	044110873 - DGS FACILITIES	55	Underutilized	304	Underutilized	044110873	2002	JEEP	WRANGLER	15-3901
28	57016928	057016928 - DGS	59	Underutilized	656	Underutilized	057016928	2015	FORD	F350	15-3801
29	57026525	057026525 - DGS	62	Underutilized	452	Underutilized	057026525	2012	FORD	F550	15-3801
30	6056195	006056195 - DGS FACILITIES	62	Underutilized	1052	Underutilized	006056195	2014	DODGE	CARAVAN	15-3905
31	6055864	006055864 - DGS	63	Underutilized	549	Underutilized	006055864	2013	DODGE	CARAVAN	15-3801
32	57026163	057026163 - DGS FACILITIES	65	Underutilized	651	Underutilized	057026163	2009	FORD	F550	15-3901
33	57026162	057026162 - DGS FACILITIES	66	Underutilized	693	Underutilized	057026162	2009	FORD	F550	15-3901
34	57016334	057016334 - DGS FACILITIES	68	Underutilized	599	Underutilized	057016334	2011	FORD	F350	15-3901
35	17020084	017020084 - DGS PUBLIC	68	Underutilized	4676	Underutilized	017020084	2017	HYUNDAI	SONATA	15-6630
36	57016931	057016931 - DGS	69	Underutilized	536	Underutilized	057016931	2015	FORD	F250	15-3801
37	57017717	057017717 - DGS FACILITIES	69	Underutilized	476	Underutilized	057017717	2017	FORD	F350	15-3901
38	6056436	006056436 - DGS	69	Underutilized	3777	Underutilized	006056436	2016	DODGE	CARAVAN	15-4401
39	53017282	053017282 - DGS	70	Underutilized	501	Underutilized	053017282	2006	CHEVROLET	EXPRESS 3500	15-3801
40	57016329	057016329 - DGS	71	Underutilized	822	Underutilized	057016329	2011	FORD	F250	15-3801
41	57015967	057015967 - DGS	72	Underutilized	405	Underutilized	057015967	2008	FORD	F250	15-3801
42	6055968	006055968 - DGS	72	Underutilized	531	Underutilized	006055968	2013	DODGE	CARAVAN	15-3801
43	57016571	057016571 - DGS	72	Underutilized	4761	Underutilized	057016571	2013	FORD	E150	15-4401
44	57015424	057015424 - DGS FACILITIES	73	Underutilized	496	Underutilized	057015424	2006	FORD	F250	15-3901
45	57015229	057015229 - DGS FACILITIES	73	Underutilized	1014	Underutilized	057015229	2005	FORD	F250	15-3905
46	57015969	057015969 - DGS FACILITIES	76	Underutilized	863	Underutilized	057015969	2008	FORD	F250	15-3901
47	6055973	006055973 - DGS FACILITIES	78	Underutilized	1256	Underutilized	006055973	2013	DODGE	CARAVAN	15-3905
48	57026161	057026161 - DGS FACILITIES	79	Underutilized	729	Underutilized	057026161	2009	FORD	F550	15-3901
49	57017194	057017194 - DGS	80	Underutilized	599	Underutilized	057017194	2015	FORD	F150	15-3801
50	6055974	006055974 - DGS FACILITIES	81	Underutilized	693	Underutilized	006055974	2013	DODGE	CARAVAN	15-3901

Good Justification

██████████ had 2 lengthy vacations during the evaluation period in August 2018 and December 2018. Also, during this period, it was unusual for there to be limited warehouse activity which requires significant travel. During this current 6 month period, utilization has been normalized and vehicle is not being under utilized.
During the course of the utilization period, there were several vacations and projects which did not require travel. During this current period, utilization will increase.
Almost entirely during this timeframe, this employee was completing a fraud investigation which was completed at her home store. She is now completing more travel with her normal assignments.
This vehicle's mileage was very close to the 5,000 miles required for the time frame. This employee only missed due to leave that was scheduled during the latter part of the year.
Due to the types of assignments being completed in this time frame, this employee was needed more heavily at Regional Office during this period and did not hit the required miles. Assignments have now changed and he is now required to travel more in the field.
This auditor was very close to the number of days required for the time frame. This employee only missed due to leave that was needed.

Bad Justification

M			
hold	JUSTIFICATION		
This is a pool vehicle needed for employees that need to drive to a project.			
C		D	E
SumOfBusiness Days Used	Meets Days Threshold	SumOfBusiness Mileage	Meets N
28	Underutilized	904	Underutili

Cost Comparison

- Real Life example.

2017 Hyundai Sonata Sedan - Pool Vehicle.

Lease rate is \$353 month X 6 months = \$2118.

Vehicle was used 23 days and driven 2886 miles in 6 months.

Enterprise rent-a-car for the same vehicle cost.

23 X \$35.54 per day = \$817.42.

Potential Cost savings (\$2118 - \$817.42) = \$1300.58

**plus depreciation, maintenance, liability...

▶ Telematic Repairs – Tri State GPS

- Jim Nugent is our primary contact.
 - *Henry Jefferson
 - *Jose Malvet

Jim will be calling your drivers to schedule any repairs needed.

Contact me and/or Christine Eby if you need to schedule a repair.

Questions?

- Any Questions?

AUTOMOTIVE LIAISON MEETING

December 11, 2019

Customer Service Division

Brooke Patrick

CSD Supervisor

✉ brpatrick@pa.gov

☎ 717-346-5952

CSD PHONE ISSUE

- The “caller ID” issue has been resolved. But unfortunately, we’re having issues where there is a delay in transmittal of conversation when speaking to the customers, it comes off as talking over one another.
- This is a top priority for CSD to have this issue corrected.
- We have the IT team working on this issue and are corresponding with daily updates.
- We appreciate your patience.

IN HOUSE REPAIRS

- All agencies are responsible for reporting ALL in house repairs to BVM by either mail, fax or email to CSD for proper maintenance history.
- This is used to run reporting for the Governors office and for public records.
- The reporting is also used for warranty repairs and cost analysis for the agencies upon request.

IN HOUSE REPAIR FORM

AGENCY				
Facility Location		Contact Name:		
Invoice #		Date:		
Equipment #		License #		
Year:	Make:	Model:		
Ownership	Purchasing Fund (DGS)	Special Fund (Agency) X		
Odometer:	SAP CODING:			
PARTS SUPPLIED				
Part Description	Part #	QTY	UNIT PRICE	AMOUNT
		Total Parts		
LABOR SUPPLIED				
Labor Description	#Hours	Rate	Total	
	Total Labor			
Labor Rate \$28.00 per hour	Total Labor			
	Total Parts			
	TOTAL			

PROPER PROCEDURES FOR REPAIR

- CSD has been receiving invoices from approved and non-approved vendors looking for payment on repairs completed on state vehicles that have not been called into CSD for a work order number.
- All maintenance and repairs **MUST** be handled through CSD with any outside vendors.

WORK ORDER PROCEDURES

- Drivers must call the Customer Service Division @ 1-877-347-9966 option 0 to reach one of the customer service reps.
- The rep will then create a work order and document all maintenance/repairs to be completed and assist the driver with locating an approved vendor to have repairs completed.

WORK ORDER PROCEDURES

- At that time it's the caller's responsibility to complete a CSD Fax Coversheet to give to the service provider to use when sending the estimate to CSD for approval.
- Once the estimate is received/approved and work is completed it's the vendors responsibility to send an invoice for payment.

CSD FAX COVERSHEET



NOTE TO DRIVERS:

Please complete the information below and provide to the vendor to be included when they fax estimate for service/repair.

*****PRIOR TO ANY WORK BEING DONE*****

**Please Fax or Email coversheet & estimate
to our Customer Service Division @
717-265-7781 or
www.RA-DGS_BVM_Estimates@pa.gov**

Unit #: _____

DGS Customer Service Rep: _____

Work Order #: _____

Vendor Name: _____

Vendor Location: _____

PROPER PROCECURES

- By following these proper procedures CSD has the chance to review the estimates and verify the mechanical labor rates and labor times are per contract as well as making sure the parts discounts are applied.
- It also allows CSD to verify unnecessary repairs are not being performed.

PROCEDURES – COST SAVINGS

- By us verifying all estimate for fiscal year 2018-2019 CSD was able to save the commonwealth **\$274,077.35** for an average of \$22,839.78 per month. With the highest cost saving month of May 2019 of \$51,671.67.
- We have received agency paid invoices where a work order was never created at CSD that could have had significant cost savings to that agency by following BVM procedures for vehicle maintenance and repairs.

Chevy/GM Roadside Assistance

1-800-243-8872 - Option #1.

- 5 years / 100,000 miles.
- Free Towing to nearest GM dealership.
- Jump Start.
- Spare Tire installation.
- Fuel Delivery / 2 gallons of Gasoline.
- Pop lock if keys locked in vehicle.
- 15 feet winch out / Mud or Snow.

Ford Roadside Assistance

1-800-367-3221 - Option #1.

- 5 years / 60,000 miles.
- Free Towing
- Jump Start
- Spare Tire installation.
- Fuel Delivery / 2 gallons of Gasoline.
- Pop lock if keys locked in vehicle.
- 100 feet winch out / Mud or Snow.

Chrysler / Dodge Roadside Assistance

1-800-864-3983 - Option #1.

- 5 years / 100,000 miles.
- Free Towing to Chrysler dealership.
- Jump Start.
- Spare Tire installation.
- Fuel Delivery / 2 gallons of Gasoline.
- Pop lock if keys locked in vehicle.
- 10 feet winch out / Mud or Snow.

Questions?

- Any Questions?

The background of the slide features three large, overlapping circles in a medium blue color, set against a dark gray background. The circles are arranged horizontally, with the middle circle slightly offset from the other two, creating a Venn diagram-like pattern. A white horizontal band runs across the center of the image, containing the text.

Automotive Officer Meeting 12-11-2019

New vehicle Offerings

- Toyota Gas Models:-Camry, Carolla, Avalon.
 - Toyota HEV Models: Camry, Avalon, RAV4 AWD.
 - Honda Gas Models: Civic, Accord.
 - Honda HEV Model: Accord.
 - Subaru Gas Models: Impreza AWD, Legacy AWD.
 - Dodge Gas Model: Charger AWD.
 - Nissan Gas Model: Altima AWD, Maxima.
- Ford HEV Models: Fusion, Escape- AWD-FWD
Explorer-FWD-4WD
- Ford PHEV Models: Escape-FWD
Special Service Fusion Sedan, FWD
- Dodge 1500 Ram HEV - Quad Cab-4x2
- Chrysler Voyager L and LX



PHEV Models EV Model


- Fusion PHEV: Avail. thru March 2020
 - Pacifica PHEV Van: Available all year
 - Escape FWD PHEV: New offering
 - Bolt EV: Available all year
 - Ford Special Service Fusion FWD PHEV:
Needs Interior option. Thru March
- Future Models: Chevy and Ford PHEV
150 & 1500 Trucks available 2021

Models Being Discontinued

Ford Fusion-March 2020. Ford Taurus, Fiesta, Flex, Focus – Discontinued

Chevrolet: Impala, Cruze, Base Sonic. Some truck models that have been redesigned.

Dodge Grand Caravan:
Not available in PA.



Lease Payments
\$386 to \$429
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