



Overview for California
Energy Commission

October 2009

The Right Company

delivering green now



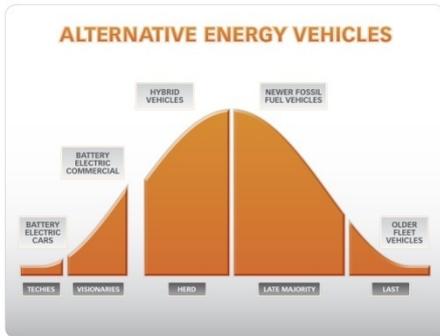
The Right History

80 Years



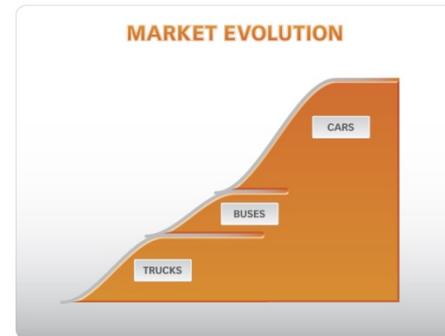
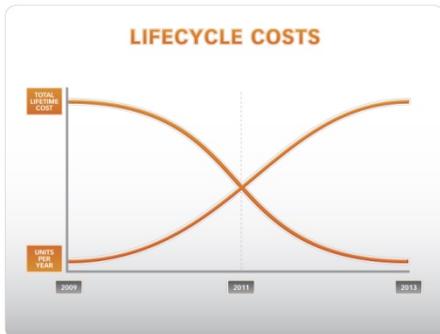
Smith Mission

Visionaries take the Driver's Seat



EV Volume Grows – Battery Costs Plummet

Technology & Legislation are driving costs down



The Right Product

THE NEWTON

HUGE PAYLOADS. ZERO EMISSIONS.



- Up To 16,060 LB. Payload
- 150+ Miles On One Charge
- 50 MPH Top Speed
- Faster 0-30MPH Than Diesel
- No Noise
- Low Fuel Costs

“A Uniquely design product for Urban Logistics”

TRANSIT CONNECT

**0% EMISSIONS. 0% NOISE.
100% SMART BUSINESS MOVE.**



- 70 MPH Top Speed
- 100 Miles On One Charge
- Up To 1,600 LB. Payload
- Faster 0-30 MPH Than Diesel
- No Shifting
- Easy Cargo Access Design
- Low Fuel Costs

The Right Applications

- Depot Base Logistics
- Fixed Route of less than 100 miles per-day
- Operating in congested areas
- Typically inner city and urban areas
- Lots of starts and stops – significant idle time
- Multiple drops/collections
- Allows for Centralized Charging
- Food Distribution
- Parcel Delivery
- Beverage Delivery
- Service Works
- Utilities
- Public Sector
- Military Base Applications



The Right Applications

- The Smith Newton is available from 10,500 GVW to 25,900 GVW
- The Smith Newton offers for battery configurations to that customers can build the truck that best fits their needs and economics:
 - 40 KWH (75 mile range)
 - 60 kWh (100 mile range)
 - 80 kWh (120 mile range)
 - 120 kWh (150 mile range)



Better for the Environment with Bottom Line Benefits

Low Operating Cost

- Greatly Reduce Fuel Costs
 - ✓ No Price Volatility
 - ✓ < \$.12/mile vs. \$.40+/mile currently
- Reduced Maintenance Costs
 - Fewer Moving parts: 4
 - No Clutch or Transmission
 - Sealed Electric Motor
 - No Cooling System

Perfect for Urban Deliveries

- Low Noise
- No Vibration
- Quick Acceleration

Zero Emissions

- Nil PM's
- CO₂ Reduction

Smith Newton: Engineered to Perform

Motor	90kw - 120kw induction
Controller	Vector Control AC system with regenerative braking
Batteries	Lithium-Ion Iron Phosphate
Charger	Fully automatic – cable included
Cab	All steel, two door with hydraulic tilt, zinc coated panels with wax filled cavities and thermal insulation
Interior	Drivers seat, dual passenger seat, Sony stereo CD
Steering	Hydraulic PAS mono-block
Suspension	Front & Rear, parabolic springs with transverse torsion bar stabilizer, hydraulic, double acting shock absorbers
Brakes	Dual Circuit, air brake system with WABCO ABS, air dryer parking brake, fail spring park brake to rear axle

Smith Newton: Engineered to Perform

- Brakes** Dual Circuit, air brake system with WABCO ABS, air dryer parking brake, fail spring operated park brake to rear axle
- Chassis** Ladder type, cold riveted and bolted with U section side members and open profile cross members-steel
- Wheels** 17.5 x 6.00 steel rims (16, 535-23,148 lbs), 245/70R17.5 tires on 17.5 x 6.75 steel rims. 8 screws fixing (26,455 lbs) 215/75R 17.5
- Tires** 215/75R 17.5
- Warranty** 36 months bumper to bumper, 60 months drive train
- Service & Training** Fully supported training and platinum service model

Smith: From Concept to Execution

- Smith received \$10 million grant (\$20 million project)
- Smith was named in multiple awarded Clean Cities Grants for Corporate Customers
- Roll Out translates to strong order book through Launch Year and into 2010

Grants Support

- Smith's First Mover advantage and ability to roll out significant demonstration fleets in partnership with Core Customers;
- Adoption of Fleet EVs in targeted states
- Moves critical EV components into the pipeline



Incentive Opportunity

- In August, Smith Electric was awarded a US Department of Energy Electrification Grant.
- Under the new DOE Demonstration Fleet Plan, a \$50,000.00 usage fee will be paid to program participants for each vehicle ordered.
- This sum is intended to compensate customer for participation.

NEWTON CARGO VAN



AMPERE



NEWTON
BOOM TRUCK



NEWTON
REFERGERATOR
TRUCK



Incentive Opportunity

The current federal tax credit for plug-in EVs is up to \$7,500 for vehicles up to 14,000gvw. There is no credit for the Newton. Rep. Levin just introduced a bill that would provide a \$12,000 credit for the Newton.

State Level Incentives currently in NY, CA, TX, CO, AZ

NEWTON CARGO VAN



AMPERE



**NEWTON
BOOM TRUCK**



**NEWTON
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Smith Advantage: Go Green Now

- Create and lead the development of the industry
- Accelerate the deployment of commercial vehicles in real time
- Provide sustainable technology NOT an in between solution
- Lower the price of key components

Smith Mission

- Increase efficiencies through the supply chain
- Leverage volume to drive out costs
- Design Sustainable Products and support with best in class service
- Develop new Business Models
- Support growth by identifying Next Practices that will accelerate adoption

The Right Customer (advocates)



“Customers willing to pay a premium today to help lead tomorrow”



Kansas City Facility



- Smith Vehicles are manufactured in Kansas City, MO.
- The facility recently initiated production.
- Smith Production team has deep automotive experienced representing over 200 years of work on OEM lines.

Thank You

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DO SOMETHING FOR THE
PLANET ~ AND YOUR
BOTTOM LINE



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