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ISOR vs. Strengthened Proposal

(thousands of vehicles in CA)

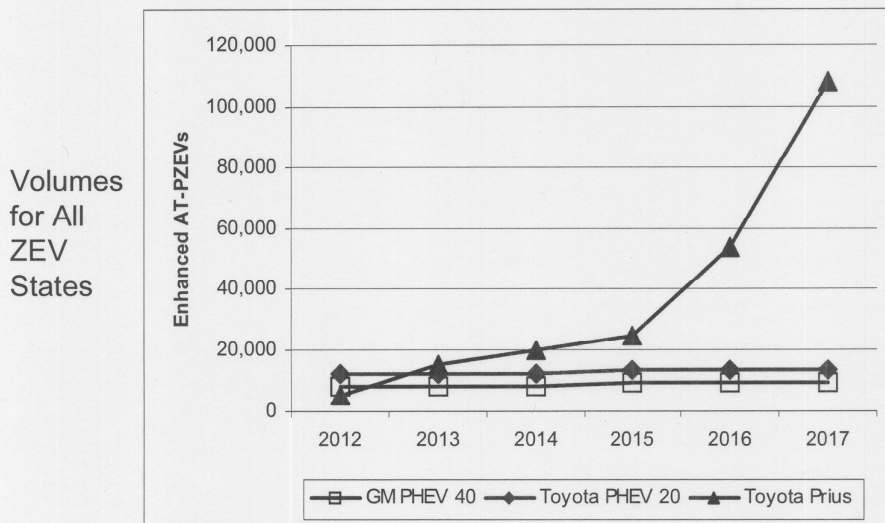
Model Year	2012	2013	2014	Cumulative 2012-2014	2015	2016	2017	Cumulative 2012-2017
CARB ISOR (Enhanced AT-PZEV)	25	25	25	75	28	28	28	159
New Proposal Minimum Plug-in Hybrid Sales	25	35	49	110	69	97	136	411
Improvement Factor	1.0	1.4	2.0	1.5	2.5	3.5	4.8	2.6

Note: A 'moderate case' scenario in the AB 1007 *State Alternative Fuels Plan* adopted by the ARB Board calls for **1.3 million** plug-in hybrids on California roads by 2020.

Slide 1

CARB Proposal Lacks Sufficient Growth

CARB Requirement for GM Volt and Toyota PHEV 20 vs. Sales Trajectory of Toyota Prius



Prius sales in 2000-2005 are matched to 2012-2017.

Slide 2

Resolution for Strengthening Plug-in Hybrid Volumes

Table 1: Required Plug-in Hybrid Volumes (in thousands)

Model Year	2012	2013	2014	<i>Cumulative 2012-2014</i>	2015	2016	2017	<i>Cumulative 2012-2017</i>
PHEV Sales	25	35	49	110	69	97	136	411

Suggested resolution text (black is from May 24, 2007 board hearing resolution; **bold blue is suggested addition**):

PHEVs, including blended-mode PHEVs, have the potential to provide significant direct benefits and foster mass market ZEVs by stimulating battery development and conditioning customers to accept plugging in; as such, the ZEV regulation **shall require increasing volumes of PHEVs from 2012 through 2017 as listed in Table 1 through a credit reduction schedule for Enhanced AT-PZEVs. Credits for lower technologies (AT-PZEVs and PZEVs) should correspondingly be reduced over the same time period to reflect their relative technology capabilities.**

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