



## **HD INDUSTRIES**

A Division of Harbor Diesel and Equipment, Inc.

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California Energy Commission  
Contracts, Grants and Loans Office  
ATTN: GFO-15-604  
1516 Ninth Street, MS-18  
Sacramento, CA 95814

RE: Support of Near Zero LNG Yard Tractors

On behalf of Harbor Diesel and Equipment, Inc. dba. HD Industries, an authorized Capacity dealer, please accept this letter in support of the Port of Los Angeles Near Zero Yard Tractor demonstration project. We are part of what we believe to be an outstanding team selected to support the demonstration.

The challenges that face our business and our customers today are many and the quest is never ending. HD Industries continues to work closely with manufacturers as new products come to market. To ensure HD Industries provides the best after-sales service and support to our customers, we will make the necessary investment in employee training, special tooling and replacement parts inventory. We continue to look for new opportunities to bring emission reduction and energy efficiency technology solutions as they are developed and proven to our customers in order to enhance and protect our environment.

This demonstration epitomizes our commitment to supporting port activities across Southern California and with the support of the California Energy Commission, we look forward to seeing the demonstration through successfully.

Sincerely,

Mike Zupanovich - President

Factory Authorized

Caterpillar • Cummins • Detroit Diesel • Deere  
ZF Transmissions • Capacity Trailer Jockey

**TRANSMITTAL 6**



Cummins Westport



March 17, 2016

**RE: SUPPORT OF THE ISL G NEAR ZERO AT THE PORT OF LOS ANGELES**

On behalf of Cummins Westport Inc. (CWI), I am writing in support of testing the ISL G Near Zero at the Port of Los Angeles.

CWI designs, engineers, and markets 6- to 12-litre natural gas engines for commercial transportation applications such as trucks and buses. Our dedicated 100% natural gas engines are manufactured by Cummins and available as a factory-direct option from leading truck and bus manufacturers (OEMs). More than 60,000 CWI engines are in service worldwide providing efficient and reliable service to many of America's biggest private and municipal fleets including transit, refuse collection, over-the-road truck and school bus applications.

The new ISL G Near Zero natural gas engine is the first mid-range engine in North America to receive emissions certifications from both the U.S. EPA and the California Air Resources Board. This engine will be commercially available this year and will deliver a 90% reduction in NOx emissions 15 years ahead of the federal ozone compliance date. California ARB has defined this certified Near Zero emissions level of 0.02 g/bhp-hr NOx as equivalent to a 100% battery truck using electricity from a modern combined cycle natural gas power plant.

CWI will provide support throughout this test to ensure the engine meets the needs of the Port of Los Angeles. Support will include, but not be limited to:

- Base engine warranty coverage. This comprehensive warranty includes parts, labor and progressive damage on virtually everything from the block casting to fuel system.
- Engine diagnostics and repairs performed by our extensive service network of Cummins factory-trained and certified technicians.
- On-site engine service as required.
- Monitoring of engine performance.
- Dedicated customer service personnel to help ensure success of these engines.

Thank you for your support of the Cummins ISL G Near Zero engine testing at the Port of Los Angeles. Please let us know how we can be of assistance moving this project along.

Sincerely,

Kevin Cook

Cummins Westport Inc.  
kevin.cook@cummins.com  
(323) 236-4940



TERMINAL SERVICES

# EVERPORT

March 23, 2016

Chris Cannon  
Director of Environmental Management  
Los Angeles Harbor Department  
425 South Palos Verdes Street  
San Pedro, CA 90731

RE: Letter of Commitment to the Los Angeles Harbor Department for Participation in the Port of Los Angeles in the California Seaports Grant Funding Opportunity (GFO)-15-604

Dear Mr. Cannon,

This letter confirms Everport Terminal Services (Everport) commitment to support the Los Angeles Harbor Department's proposed application under the State of California Energy Commission's Freight Transportation Projects at California Seaports Grant Funding Opportunity to test and demonstrate twenty (20) near-zero emission natural gas yard tractors and five (5) zero emission battery electric yard tractors at our facility. Everport's Port of Los Angeles Terminal, located in the community of San Pedro, will serve as the end user facility. Everport commits to provide cash and in-kind support by contributing \$1,875,000 in matching funds to support the MHD project. The value of this support was determined based on the assumption that the equipment will perform similarly to conventional diesel technology. Match funds will come primarily from wages for labor to operate and maintain the zero and near-zero emission cargo handling equipment (CHE), as well as the money spent on natural gas and electricity costs associated with fueling the CHE.

We look forward to working with the Los Angeles Harbor Department and the manufacturers of the proposed CHE to create a test facility that can demonstrate zero and near-zero emission technologies and serve as a model for other ports and industrial facilities throughout California, the nation, and the world.

If you need any additional information, please feel free to contact our M&R Manager, Geoffrey Romano at (310) 221-4802.

Sincerely,

George Lang  
President



March 21, 2016

Robert B. Weisenmiller, Ph.D.  
California Energy Commission  
1516 Ninth Street  
Sacramento, CA 95814-5512

RE: Letter of Commitment for *The Port of Los Angeles Advanced Yard Tractor Deployment and Eco-FRATIS*

Dear Dr. Weisenmiller,

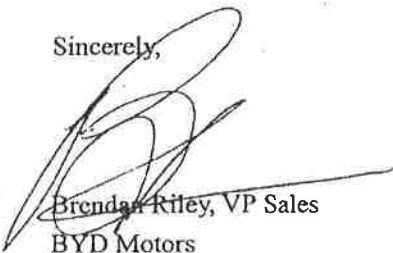
BYD Motors is pleased to participate in *The Port of Los Angeles Advanced Yard Tractor Deployment and Eco-FRATIS*. In addition to delivering significant reductions of GHG emissions and petroleum consumption in disadvantaged communities, this project will demonstrate the cost-competitiveness of BYD's electric yard tractors, support jobs in California, and address barriers to market penetration.

As a technology Subcontractor, BYD is committed to providing five battery-electric yard tractors for Everport Terminal Services at the Port of Los Angeles at a price of \$300,000 per vehicle. Four of the tractors will be BYD's Q1M proprietary design and one of the tractors will be a retrofit of one of the Port of Los Angeles' yard tractors that were previously built with Balqon powertrain components. If the project receives the proposed award, BYD guarantees its ability to deliver the proposed pre-commercial vehicles according to the terms described in the Scope of Work and Schedule of Products and Due Dates.

We believe that this project is an important step forward for the Port of Los Angeles. It will prove the business case and viability of the technology for port operations, in addition to the larger markets for Class 8 yard tractors at railyards and warehouses.

BYD unreservedly supports this application. If you have any questions at all about our participation in this project, please contact me at the email address or phone number below.

Sincerely,



Brendan Riley, VP Sales  
BYD Motors

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213-748-3980  
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[www.cleanenergyfuels.com](http://www.cleanenergyfuels.com)



March 21, 2016

California Energy Commission  
Contracts, Grants & Loans Office  
Attn: GFO-15-604  
1516 Ninth Street, MS-18  
Sacramento, California 95814

Re: The Port of Los Angeles Advanced LNG Yard Tractor Demonstration  
Third-Party Match Share Contribution Commitment

Ladies & Gentlemen,

Clean Energy (CLNE) is pleased to submit to the California Energy Commission (CEC) this letter in support of the Port of Los Angeles Advanced Yard Tractor Deployment and Eco-FRATIS Drayage Truck Efficiency Project (POLA Project). POLA is requesting funds to demonstrate 20 near-zero emission liquefied natural gas (LNG) yard tractors at Everport Terminal Services, located at 389 Terminal Island Way, Terminal Island, CA 90731.

In support of the Port's efforts, CLNE joins POLA as a project partner who will provide the LNG to fuel these demonstration units utilizing LNG mobile fueling equipment which has a total value of \$499,264. CLNE is committed to the success of this project and if the LNG yard demonstration is awarded, CLNE will make an in-kind third-party match contribution of the use of the LNG Mobile Fueling equipment, for the one year term of the demonstration project, as long as CLNE is the sole provider of LNG fuel.

Please accept this letter as documentation of our support for this project. If you have any questions or require additional information, please feel free contact me at 949.437.1000.

Sincerely,

A handwritten signature in black ink, appearing to read "Peter J. Grace".

Peter J. Grace  
Senior Vice President of Sales & Finance