

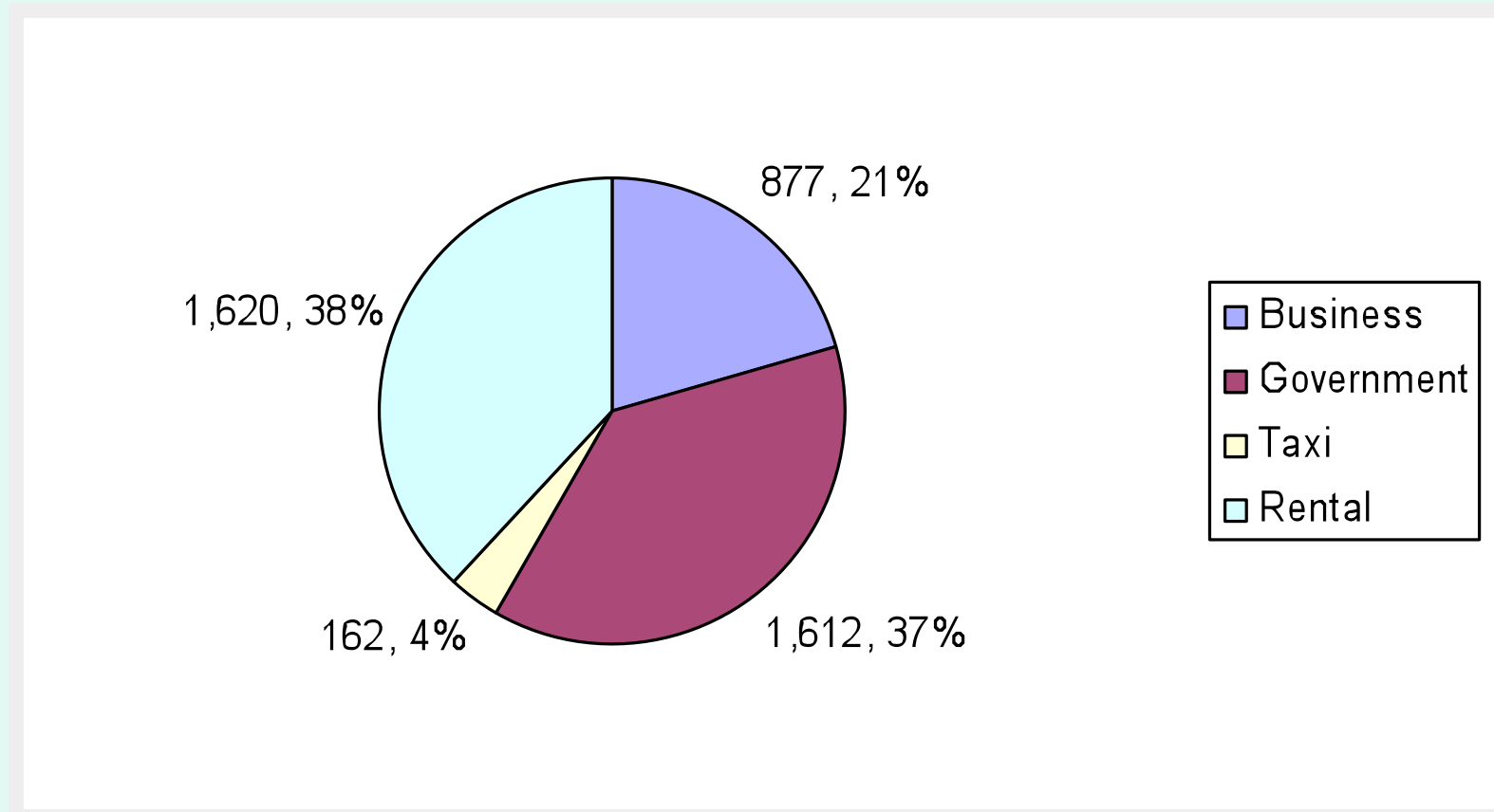


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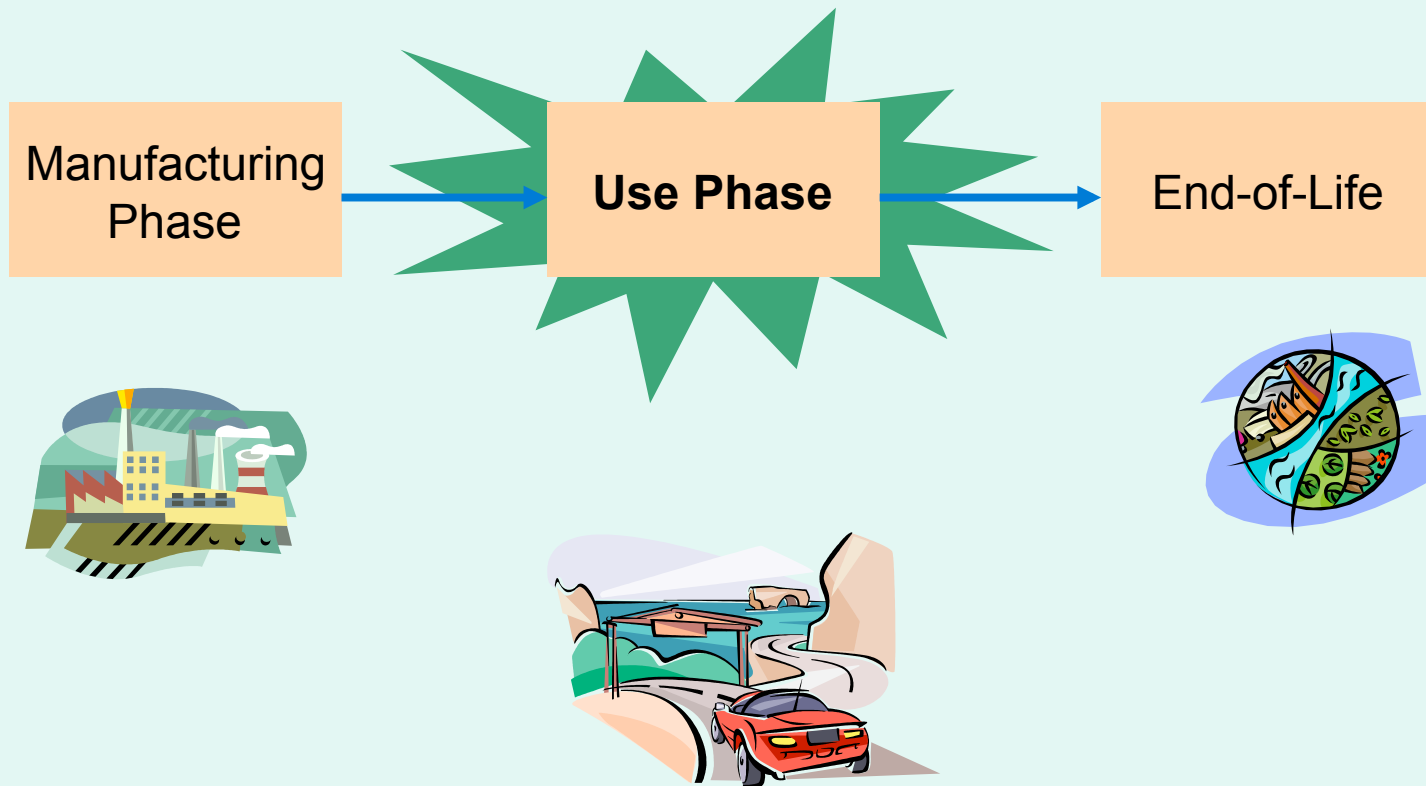
The Road to California Vehicle Procurements MY 2011

Strategies to Green

Purchasing Demands



Vehicle Life Cycle & Purchasing Decisions



Corporate Average Fuel Economy

(<http://www.fueleconomy.gov/feg/findacar.htm>)

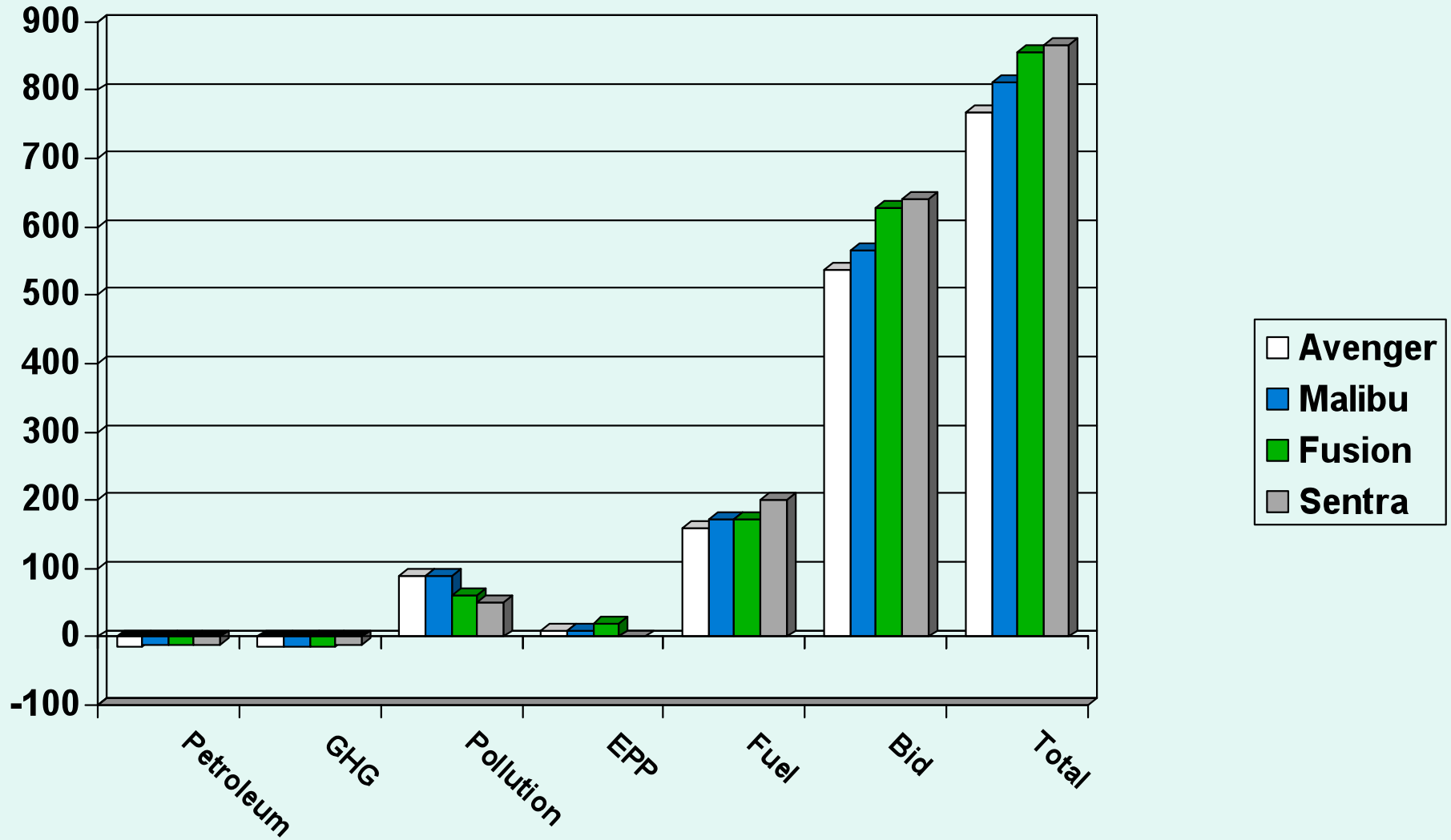
	Published (15000 miles & Fuel price of \$3.11/gal gas)	Personalized (14286 miles & Fuel price of \$2.85/gal gas)
MPG combined	28	28
Annual Fuel Cost *	\$1665	\$1454
Energy Impact Score (Barrels/yr)	12.2	11.6
Carbon Footprint (GHG)	6.7	6.4
SMOG (Pollution)	6	6

SCORING

SCORE TYPE	CALCULATION	MAXIMUM POSSIBLE POINTS
Petroleum Score	$-1 \times \text{Energy Impact Score}$	0
GHG Score	$-2 \times \text{GHG}$	0
Pollution Score	$10 \times \text{EPA Smog Score}$	100
EPP Score	*	60
Fuel Score	$(\text{Lowest 7-yr fuel cost in group} / \text{line item 7-year fuel cost}) \times 200$	200
Bid Score	$(\text{Lowest Net Vehicle Price in group} / \text{Line item Net Vehicle Price}) \times 640$	640
Total Score	Sum of All Scores	1000

4-Door Midsize Sedan

Achieving the Environmentally Preferable Purchase



Environmental Performance Label Comparison

DriveClean.ca.gov

	US SMOG	CA SMOG	US GHG	CA GHG
2011 Nissan Sentra 2 L V4	5	9	5.9	8
Chevy Malibu 2.4L V4	9	9	6.8	7
Ford Fusion 2.5L V4	6	5	6.8	6
Dodge Avenger 2.4 L V4	9	6	7.4	5

Recycle Content MY 2011

Vehicle	%PCRC	% RC	Total %
Ranger	20.0	4.5	24.5
F-150	19.0	5.0	14.0
Expedition	19.5	5.0	24.5
F-250	20.5	5.0	25.0
Econoline	20.0	5.0	25.0
Fusion	19.0	5.5	24.5
Escape	19.0	4.5	23.5



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**Helping
Government
Travelers “Drive
Green”**