

# Charged Up



## ELECTRIC VEHICLE ASSOCIATION OF SAN DIEGO (EVAOSD)

An affiliate of the Electric Auto Association (EAA)

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### Officers:

President: Joseph S. Gottlieb

Vice President: Lloyd Rose

Treasurer: Richard Rodriguez

Secretary: David Crow

Program Chairman: Staff

Newsletter Editor: David Crow

Webmaster: Russ Lemon

Librarian & AV: Lloyd Rose

Monthly Meetings: During the 4<sup>th</sup> week of the month, day depends on venue.

(No Meeting in December).

### Meeting Location, Date and Time:

Coleman University, Hopper Hall

8888 Balboa Ave

San Diego, CA 92123

Wednesday, 27 July 2016, 7:00 P.M.

Program: News, Projects and Coleman meet

### Newsletter Topics:

#### Popular Used EVs



#### China EVs coming



#### Bettering EV Sales



### Inside this issue:

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## Message from the President

Hi All,

When did innovative concepts and EVs get mixed together? The answer: from the beginning. My question stems from Tesla being in the news for crashes involving their auto-driving auto. Tesla has been on the defense since day one and they have gotten more eyes watching them than ever. First, they were an EV. Next, they were a innovative company putting in features NO one thought would start rolling out into the auto industry this soon. They have proven they can be an innovation engine on all fronts. They need to be careful that if a failure from one part of their innovation doesn't cause the other to be looked at in a bad light as well. I don't think the two will mix. They have proven the EV can be superior on the track over and over.

Hope to see you at this months meeting at Coleman University. Please remember to help keep the concepts on how to grow our group on the front burner and hopefully pitch in to help the drive for going electric.

-Joseph



**Elon Musk unveiling the Fourth Tesla,  
Model III, 31 March 2016**

## Electric Vehicles Now Dominate Used Auto Market

Eric Schaal, [www.cheatsheet.com](http://www.cheatsheet.com), July 10, 2016

Used electric vehicles and PHEVs are the hottest ticket on the secondhand market. Despite the encouraging increase in sales in early 2016, electric vehicles remain at less than 1% of the new car market. Between confusion about the technology, limited inventories, and high prices for the plug-ins that are available, going electric has been a tough sell on the mass market. According a new study by iSeeCars, used EVs do not have this problem.

Looking at the secondhand market, [iSeeCars.com](http://iSeeCars.com) zeroed in on 2.2 million vehicles from model years 2013 through 2015 that were listed and sold in the first five months of 2016. Compared to the 42.5 average days for a gasoline car on the used market, electric cars took just 29.2 days to sell. Plug-in hybrids (40.7 days) and standard gas-electric hybrids (38.2 days) also beat gasoline cars in the study. Five out of the 10 fastest-selling used models were either a hybrid, PHEV, or EV.

According to iSeeCars.com CEO Phong Ly, there are various factors at work here, including the coveted HOV lane access in California. Faster depreciation for plug-ins also plays a role. However, the limited inventory and high new sticker prices have to be considered as well. Here are the three plug-in electric vehicles that are the hottest sellers — Nos. 1, 2, and 3 — on the American used car market.

### 3. Tesla Model S



Prior to the return of the \$66,000 edition, the Tesla Model S was a very pricey proposition on the new car market, with options typically taking the total cost over \$100,000. Secondhand, consumers who want the premier EV can find nearly half available for less than \$60,000. Slap a California HOV lane sticker on it and you have an in-demand used car. (A 17% drop in secondhand pricing between 2015 and 2016 didn't hurt, either.) According to [iSeeCars.com](http://iSeeCars.com) data, Model S only lasts 26.1 days on the used market.

## 2. Nissan Leaf



As the best-selling EV in history, one would expect solid inventory on the secondhand market for Nissan Leaf, and we finally saw that in 2016. According to Phong Ly, the car's prices dropped over \$2,000 since 2015, bringing the average cost of a used Leaf to \$12,533. That's a good deal for any used car, let alone one with no gas costs and HOV lane access. Consumers have agreed: Leaf lasts 24.3 days on the secondhand market before a buyer pounces, making it the second hottest-selling used model in America.

## 1. Toyota Prius Plug-in



Due to limited inventory, Toyota Prius Plug-in has always been a fast seller, but on the used market it is the hottest ticket in the country. According to the [iSeeCars.com study](#), Prius Plug-ins last an average of 19.7 days on the secondhand market — about five days faster than the second-place Leaf and less than half the national average of 42.4 days.

Looking ahead to the next Prius Plug-in, Toyota expects to enjoy much brisker sales when it reaches U.S. dealerships in the coming year. In the meantime, used models with the HOV sticker are selling better than anything else available. If you see one you like, snatch it up before it's gone

## China Could be Major Player in Electric Car Market

By Richard Read, [www.csmonitor.com](http://www.csmonitor.com), The Car Connection JULY 8, 2016

*Chinese car manufacturers have begun focusing on the production of electric vehicles. Be on the lookout for these seven Chinese companies in coming years.*

If you've seen photos of Shanghai or Beijing engulfed in smog, you know that China has room for improvement on the environmental front. But change is coming quickly to the world's most populous country, and nowhere is that more visible than in the auto industry.

Roughly 40 years ago, China began to realize that its highly centralized style of governance and isolationist foreign policies were hampering the country's growth. Since that time--and particularly over the past 20 years--changes have been made, which have led to China's current middle-class boom.

At the same time, Planet Earth has begun moving away from fossil fuels and toward renewables. The transition is just beginning to speed up, and China is betting that there's still time to get in on the proverbial ground floor to ensure that its economy keeps on trucking.

The country is doing its best to lure Chinese consumers into energy-efficient cars by offering sweet incentive packages. Hefty tariffs encourage many automakers to build those cars in China rather than importing them from elsewhere.

Chinese entrepreneurs are doing their part, too, by creating attractive, crave-able battery-electric vehicles for the entire world--particularly the second-largest auto market, the U.S. Here are seven new (or new-to-America) electric car brands to watch in the coming years:

1. **Atieva:** Like Faraday Future (see below), Atieva officially launched in 2015 after setting up a home base in northern California--Menlo Park, to be exact. (Technically speaking, the company was founded in 2007, but back then, it was only planning to be a supplier of electric car components.)



Atieva is owned by China's Beijing Automotive Industry Corp, or BAIC, and it has lots of experience in the field of batteries. Unfortunately, Atieva is rumored to come up short on the skills needed to design and produce actual automobiles, and there's talk that it may merge with Faraday. That wouldn't be especially weird, since entrepreneur Jia Yueting owns sizable stakes in both.

2. **BYD:** Unlike most of the companies on this list, BYD isn't a start-up, and it isn't creating vehicles for individual consumers. It's a well-known automaker in China (backed in part by stock market guru Warren Buffet), but on this side of the Pacific, it's set its sights on mass transit. The company has a base of operations in California, where it's currently building electric buses.



3. **Faraday Future:** Faraday made a big splash last January at the 2016 Consumer Electronics Show when it unveiled a 1,000-hp battery-electric supercar, catchily named the FFZERO1 Concept. In April, it broke ground on a \$1 billion plant outside Las Vegas, and even though that facility is far from finished, and even though Faraday hasn't begun to produce vehicles, it's already working on a second plant--this one in California.



**Faraday FFZERO1**

Faraday is backed by Jia Yueting, an Elon Musk-y entrepreneur who founded media and technology powerhouse Letv, now known as LeEco. Yueting has loads of cash at his disposal, but he's having a hard time convincing Nevada officials that their \$120 million bet on Faraday will pay off.

4. **Geely:** Volvo's new-ish owner is planning to launch U.S. sales under its own banner soon. Last we heard, "soon" meant 2016, but as we've entered July, that seems increasingly less likely. Like BYD, Geely is a major force in China, and though it doesn't have the electric credentials of other companies, it's got enough cash to force its way into the field. However, Geely's designs may have to be tweaked to fit the needs of U.S. consumers (not to mention safety regulations set by the U.S. Government).



**Geely Emgrand EC7**

5. **Karma Automotive:** Launched as Fisker Automotive in 2007, this company was positioned to capitalize on the shift toward energy-efficient vehicles. Unfortunately, though its plug-in hybrid Karma model was pretty to look at, the car had some quality issues. Also, Fisker's access to a \$529 million low-interest loan from the U.S. government was frozen when it failed to meet certain benchmarks. Then, Hurricane Sandy happened.



**Karma Revero**

Fisker filed for bankruptcy in 2013 and was bought the following year by China's Wanxiang Group Cos, which also owns the battery company A123. It has since relaunched as Karma Automotive, and its first model--also called the Karma--will be another plug-in hybrid.

6. **NEVS:** In 2012, a team of Japanese and Chinese investors calling themselves NEVS (shorthand for National Electric Vehicle Sweden) bought Saab from Spyker, which had itself bought Saab from General Motors just a couple of years earlier. Unfortunately, the Japanese group bailed on the deal, leaving China's National Modern Energy Holdings holding the bag. NEVS tried to carry on, boldly promising to revive the quirky brand by 2016. That proved a tad optimistic, and NEVS filed for bankruptcy in 2014.



**Saab 9-3 Electric**

The good news is that NEVS managed to find enough money to stay afloat, and it's dedicated itself to "electric vehicles and mobility solutions". The bad news is, it's killed off Saab in the process. There's no word on when we can expect NEVS-branded vehicles, but it seems that by throwing out both the baby and the bathwater, NEVS is preparing to make a fresh start.

7. **Volvo:** Yes, America's favorite quirky Swedish auto brand is now owned by Geely, which bought it from Ford in 2010. After a rough transitional patch, Volvo's return has picked up speed, and along the way, it's demonstrated interest in plug-in hybrids and battery electric vehicles. Some of those new models could start reaching consumers within two years.



**Volvo XC-90 PHEV**



## Enthusiasts, Policymakers Weigh How To Juice Electric Car Sales

by Tom Banse, NWPR.org, July 25, 2016, Portland

California, Oregon and Washington state have lofty goals for increasing the number of non-polluting vehicles on the road. To achieve those goals, you and your neighbors will need to buy electric cars at a higher rate that we're seeing now.

Hundreds of electric car enthusiasts and policymakers gathered this past week in Portland to weigh how to accelerate consumer demand.

As part of a focus group commissioned by the trade association Drive Oregon, a consumer research company gathered a cross-section of local drivers on Wednesday to gauge their interest in going electric. The moderator asked the panel, "Electric vehicles. First thing that comes to mind?" Among the responses:

"Expensive." "Gas saver" "Too small." "They're kind of a punch line, aren't they?"

Many of the participants had a hard time naming even one electric car model. And the majority told moderator John Horvick they would not consider a plug-in car for their next vehicle purchase.

"My family is all in Sacramento," one member of the group said. "That would mean stopping six times from 20 minutes to an hour waiting just to charge to get down there." "The biggest thing is that replacement battery," said another. "I've heard so much bad stuff about that. That's a factor."



**Tesla Model S, Third row seating**

### 'It's Still Early In The Game'

Attendees at the EV Roadmap Conference watched this unfold via a live video feed to an auditorium big screen. Drive Oregon Executive Director Jeff Allen said it was a reality check about how little the average car shopper knows about driving electric. "That's a little bit depressing after five years of the Nissan Leaf and the Chevy Volt and dozens of other models available that we're still there," he said.

Allen's nonprofit is prioritizing consumer awareness activities to help sell electric cars.

"It's pretty basic. It's just doing 'ride and drive' to get people exposed to the cars," Allen said. "There haven't been nearly enough of those with new electric cars, but there have been almost none with used electric cars."

And he thinks that could make a difference. Allen said a lot of electric cars are coming off leases this year and going on the used car market at "affordable" prices.

Mass market plug-in cars first appeared at Northwest dealerships in late 2010. Half a decade later, sales of fully electric and plug-in electric hybrid cars account for less than two percent of all new car sales in Oregon and Washington and virtually none in Idaho.

Tonia Buell with the Washington State Department of Transportation said, "It's still early in the game."



**Tesla Model X**

"The state of Washington has a goal of 50,000 electric vehicles on our roads by 2020. We're well on our way to reaching that," Buell said. "Right now, we have more than 16,000 electric vehicles registered in the state of Washington."

Buell said it was helpful that the Washington Legislature earlier this year expanded the range of plug-in models that qualify for a sales tax break.

### **New Models, Lower Costs**

At the Portland conference, major automakers gave a prerelease look at some new battery-powered models. Those included a plug-in hybrid minivan from Chrysler (2017 Pacifica model), a longer range, upscale plug-in hybrid Prius (the 2017 Prius "Prime") from Toyota and the fully electric Chevy Bolt, a compact advertised to have a 200 mile range.

Nissan North America Director of Government Affairs Tracy Woodard said one thing that should help sales is that the plug-in cars are getting cheaper.

“Battery costs are coming down. Different models are coming out,” Woodard said. “I think right now incentives still do matter. We still have the federal tax credit. You’ve got a state incentive in a lot of these states. I think that definitely helps. I think small things like signage for charging infrastructure would go a long way.”

Lawmakers in Oregon and California, but not in Washington state, have given environmental regulators the authority to fine automakers who fall short of a complicated “zero emission” vehicle sales threshold. Automakers are meeting the current targets, but the mandate ramps up to a much higher sales volume over the coming decade.

“It is going to be challenging,” Woodard said diplomatically.

### **Boosting EV Infrastructure**

Similar to Wednesday’s focus group, an analysis of consumer attitudes by researchers from the University of California-Davis published earlier this year highlighted lack of familiarity as the leading barrier to wider adoption of electric vehicles.

That reason was accompanied by a host of secondary concerns and questions that cumulatively led prospective car buyers to pass over plug-in models. Among the other barriers were range, cost and the availability of charging stations.

Buell said plug-in vehicle infrastructure is getting attention in Washington state. She said an increase in the annual EV registration fee will fund grants to organizations to subsidize new charging station installations along major roadways. At the beginning of July, the cost to renew license tabs for an electric car in the Evergreen State went from \$100 to \$150.

A pending multi-billion dollar national settlement with Volkswagen to make restitution for its cheating on emissions controls may include significant set asides to promote transportation electrification and charging station deployments.



**Electric Avenue charging stations in Portland, Oregon**



FOR SALE: 1998 VW Golf EV Conversion  
Range: 50-60 miles, driver dependent  
Azure Dynamics Motor/Controller  
97 X CALB 60 AH Cells, 19 Kwhr Batt Pack  
5-Speed Manual Transmission  
Power Brakes, Power Steering  
Displayed at SD Intl Auto Show  
Contact Dave Crow, (619) 846-5358 (cell)  
[deekcrow@yahoo.com](mailto:deekcrow@yahoo.com)  
\$3,900 or OBO



# Electric Auto Association (EAA) Membership Application Form

Fill out this form, attach a check, money order or use PayPal, in US funds only, payable to 'Electric Auto Association'. CE = Current EVents newsletter

e-CE  \$35 USA & other Countries  \$25 Student  \$25 Senior (>65-USA/Canada only) birth year

paper CE  \$45 USA  \$48 Canada  \$52 World  \$29 Student  \$29 Senior (>65-USA/Canada only)

\$120 (supporting level-1)  \$240 (supporting level-2)  \$500 or more (high voltage)\_\_\_\_\_  do not list my name

I support the \_\_\_\_\_EAA Chapter (additional chapters, \$10 each) \_\_\_\_\_

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You can fold this form as indicated and mail it with your payment enclosed. Use tape to seal the form, **on the sides** , before you mail it or send an e-version of this form, through PayPal using <http://electricauto.org/eamembership.html>

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## This Form is to be updated

Please, use the EEA Website ([www.electricauto.org](http://www.electricauto.org)) to Join our San Diego Chapter of EEA at:

[https://electricauto.site-ym.com/general/register\\_member\\_type.asp](https://electricauto.site-ym.com/general/register_member_type.asp)

And specifically mention San Diego as your chapter.

The EEA website is a great general resource for EV information.

membership dues include a percentage goes to the EAA Chapter you support for public Electric Vehicle promotion Events like rallies, shows and EV rides.

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