TE-EXPO HELD CONCURRENTLY WITH EUEC 2019

EV CHARGING, BATTERY & ELECTRIC FLEET

TE-EXPO: Provides Speaking and Exhibit opportunities for suppliers to utility fleets, electric & alternate fuel vehicle manufacturers, battery & charging companies to showcase advanced technologies and strategies for compliance and implementation of SB350.

TE-EXPO is held in the 100,000 sq.ft. Sails Pavilion of the San Diego Convention Center, San Diego, California on February 25 and 26, 2019.

WHAT IS SB350: TRANSPORTATION ELECTRIFICATION

• SB350: DIRECTS CALIFORNIA REGULATORS (CPUC, ARB, CEC, AQMD)
• TO ELECTRIFY BUSES, TRUCKS, FLEET AND OFF-ROAD EQUIPMENT
• $1B FUNDED BY INVESTOR OWNED UTILITIES SDG&E, SCE AND PG&E

WHO SPEAK & EXHIBITS AT TE EXPO?

• UTILITY FLEET SUPPLIERS
• LD/MD/HD FLEET
• FLEET DELIVERY SERVICES
• EV & AFV MANUFACTURERS
• AFV, CNG, H2 FUEL CELL
• ELECTRIC TRUCK & BUSES
• FAST CHARGING & INFRASTRUCTURE
• BATTERY, STORAGE & CHARGING
• SOLAR & RESIDENTIAL CHARGING
• TRANSPORTATION SOFTWARE
• METERING & DATALOGGERS
• OFF-ROAD EQUIPMENT, FORK-LIFT

ELECTRIC TRUCK, BUS, TRAM & CHARGING STATIONS AT EXPO

SAILS PAVILION, SAN DIEGO CONVENTION CENTER

TE-EXPO EXHIBITORS

1321 Adams Campbell Co. 1815 Hazard Control Tech
1616 Aebi Schmidt 1334 Heafftek
1631 AEM 1502 Hula Motomodal
1204 AI Care 1304 Hydrogenics USA
1533 Arnold Fastening 1722 KUBT
1413 Autoliv 1733 KULR Technology
1416 Azuga 1514 Momentous Performance
1515 Ballard Power Systems 1607 Motiv
1720 Bender 1802 Nissan
1316 Black & Veatch 1715 NorthStar Battery
1622 Brake Parts 1433 Nuve
1701 BTC Power 1414 Paired Power
1534 BYD 1931 Perk Solar
1633 C2 Group 1634 Philatron
1308 CALB USA 1302 Phoenix Motor
1322 CA Fuel Cell Partnership 1532 Plug 'n Drive
1609 Calstart 1619 Polar Power
1421 CA Air Resources Board 1409 Proensis
1216 CA H2 Business Council 1410 Qwik Charge
1522 Car-Connect NA 1331 San Diego AAD
1710 Cementex Products 1401 SDGE
1434 Center for Sustainability 1613 Seal Methods
1432 Clean Cities 1707 SemaConnect
1307 CleanCar 1313 Solar Box
1208 ClipperCreek Inc. 1222 Sundial Energy
1821 CRC Industries 1714 Terzo Power Systems
1807 C-TEMS 1102 Tesla
1610 CurrentWays 1234 Torque Trends
1519 Cyber Switching 1301 Trans International
1420 Elantas PDG 1608 Trans Power
1431 Electric Auto Association 1508 Trillium
1214 Energy Independence 1131 Tropos
1632 Enevate 1620 Verdek
1407 EV Connect 1319 Wellness Consultants
1734 EVI- EV Infrastructure 1531 West Monroe Partners
1731 Excell Battery 1732 Wildcat Discovery
1602 FleetCarma 1831 Zettler
1332 FuelCell Energy 1833 Zero Truck
1107 GM 1507 Zonar Systems
1719 Graphtec America
## Te-Expo Program Agenda

### TRACK | J | Utility Fleet & Transportation Electrification

#### Track | J | 1PM - 3PM

**J1. TE, ELECTRIC UTILITIES & EV CHARGING**
- J1.1 Clean Energy Pathway Efforts in the Port of Long Beach
  - Damon Hannaman, Sr. Advisor, Key Accounts, Southern California Edison
- J1.2 Electric Companies Accelerating Transportation Electrification
  - Co-Chair - Kellen Scheffer, Sr. Manager, Sustainable Technology, Edison Electric Institute
- J1.4 Regulatory Challenges in Guam’s Power Generation
  - Co-Chair - Dr. Filomena Cantonia, Commissioner, Guam Public Utilities Commission
- J1.5 Designing Successful Transport Electrification Programs for Utilities
  - Andrew Dillon, Senior Principal, EV & DER Solutions, West Monroe Partners
- J1.6 Fleet Charging Infrastructure to Optimize Total Cost of Operations
  - Terry O’Day, Chief Strategy Officer, Executive Vice President, innogy eMobility US

#### Track | J | 3:30PM - 6:00PM

**J2. ADVANCE CLEAN TRUCKS - AFV & ZEV & FLEETS**
- J2.1 The Electrification of Commercial Transportation
  - Co-Chair - Jim Castelaz, Founder and CEO, Motiv Power Systems
- J2.2 Viability of Electric Vehicles in the Logistic/Transportation Industry
  - Heidi Rous, Director, ESA; Jeff Caton
- J2.3 In-Wheel Electrified Hubs for Trailers and Trucks
  - Caleb Lander, Product Manager - Electrification, ConMet
- J2.4 Managing with Electricity
  - Co-Chair - Kenneth Williams, Fleet Asset Superintendent, City of Kansas City / Aviation Department
- J2.5 Bridging the Gap: A Radical New Vision for Electric Trucking
  - Tom Bartley, Founder / VP Sales and Marketing, Proenis LLC
- J2.6 Fleet Electrification-Light, Medium, and Heavy Duty EVs in Fleets
  - Raquel Soat, Research Analyst, Navigant Consulting inc.
- J2.7 Tropos Able - How Downsizing to an ECUV Can Save Thousands

#### Track | J | 7:30AM - 9:30AM

**J3. EV, PHEV, HYBRID, FLEET SUSTAINABILITY**
- J3.1 Preliminary Routing for a National Laboratory Commuting Program
  - Amy Moore, Transportation Planning Engineer, Oak Ridge National Laboratory
- J3.2 Local Government’s Role in Increasing EV Adoption in San Francisco Bay
  - Co-Chair - Rebecca Fisher, Staff Specialist, Bay Area Air Quality Management District
- J3.3 The Electric Vehicle Discovery Centre - EV Market Transformation
  - Cara Clarkman, President and CEO, Plug ‘n Drive; Davorka Cvikovic
- J3.4 Bigger Market Than Elec Grid: Wind + Solar Hydrogen Transport + CHP Fuel
  - Co-Chair - Bill Leighty, Director, The Leighty Foundation
- J3.5 Future of Electric & Hybrid-Drive Systems in Commercial & Off Road Equip.
  - Marilyn Tarbet, Director, New Business Development, Power Systems Research
- J3.6 Tools and Techniques to Switch to Electric Vehicles Risk Free
  - Alex Baker, CEO, CleanCar

### Track | J | 10AM - 12PM

**J4. ULTRA CLEAN LD/MD/HD**
- J4.1 A Macroeconomic Assessment of Transportation Electrification
  - Edward Carr, Senior Research Analyst, Energy and Environmental Research Associates; James Winebrake, Erin Green
- J4.2 Data Insights: Staying Competitive in a Connected Vehicle World
  - Gary Schmidt, Vice President of Business Solutions, Zonar
- J4.3 High Efficiency, Low Emissions Drive Market Adoption of the OP Engine
  - Jerome Payne, Chief Operating Officer, Achates Power
- J4.4 Retrofitting Class 2 Hybrid Vehicles with Electrochemical Capacitor
  - Toshikiro Furukawa, Senior Manager / Global Engineering, United Chemi-Con, Inc.
- J4.5 Upcoming California ZEV Regulations for Heavy-Duty Vehicles
  - Craig Duering, Air Resources Supervisor, California Air Resources Board (CARB); Paul Arneja
- J4.6 CNG Hybrid Electric Super Truck Design
  - Co-Chair - James Burns, CSO, Transportation Power, Inc.; Dr. Paul Scott

### Track | J | 1PM - 3PM

**J5. UTILITY FLEET**
- J5.1 Five Lessons from a Decade of EV Fleet Management
  - Co-Chair - Matt Stevens, VP, Electric Vehicles, Geotab
- J5.2 Charge the North: Characterizing Electric Vehicle Charging Profiles
  - Eric Mallia, General Manager, FleetCarma
- J5.3 Electric Fleets: Moving Beyond Pilots for the Real Benefits
  - Co-Chair - Paul Stith, Director of Strategy & Innovation, Black & Veatch
- J5.4 The Electrification Checklist: Making the Right XEV Decisions
  - Jeremy Tworney, Regional Sales Manager, XL - The Fleet Electrification
- J5.5 Large Fleet Adoption of Electric Propulsion
  - Michael McDonald, Sr. Director of Sustainability & Gov’t Affairs, United Parcel Service (UPS)
- J5.6 The Commercialization of Heavy Duty Class 6-8 Trucks and Buses
  - Joshua Goldman, VP Sales and Marketing, TransPower
- J5.7 EV Opportunities in Robust, High Capacity, People Mover Applications
  - Newton Montana, VP and GM, Trams International

### Track | J | 3:30PM - 5:30PM

**J6. CARB REGS, EV CHARGING PROJECTS**
- J6.1 VW Funding Opportunities
  - Eric Brown, Air Pollution Specialist, California Air Resources Board (CARB); Patrick Chen
- J6.2 Dividend - Account Parking: Feasible & Enforceable Mitigation
  - Co-Chair - Michael Bullock, Transportation Committee Chair, Sierra Club; Evolved Wireless, Inc.
- J6.3 Hybrid and Zero-Emission Truck and Bus Voucher Incentive Project - HVIP
  - Patrick Chen, Air Pollution Specialist, California Air Resources Board
- J6.4 A Case Study in Collaborative Vehicle Electrification
  - James DeGrood, Deputy Director, Pima Association of Governments
- J6.5 A Case Study in Collaborative Vehicle Electrification
  - James DeGrood, Deputy Director, Pima Association of Governments; Regional Transportation Authority RPC
### Track K | Battery, Storage & Charging

#### Monday | 1PM - 3PM

**K1. Battery, Energy Storage Systems**

<table>
<thead>
<tr>
<th>Session</th>
<th>Title</th>
<th>Speaker(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>K1.1</td>
<td>Battery Selection Based Upon Current Capacity Ratings Is Outdated</td>
<td>Jeremy Cordray, Director, Original Equipment, NorthStar Battery</td>
</tr>
<tr>
<td>K1.2</td>
<td>Methods to Measure and Improve Battery Storage Systems Performance</td>
<td>Khalid Rahman, Electrical Engineer, Commonwealth Associates, Inc.</td>
</tr>
<tr>
<td>K1.3</td>
<td>Practical Benefits and Limitations of Energy Storage</td>
<td>Carl Salas, Founder Principal, Salas O’Brien</td>
</tr>
<tr>
<td>K1.4</td>
<td>The Battery Puzzle - The Path to Electrification for Heavy-Duty</td>
<td>Mike Terzo, CEO &amp; CTO, Terzo Power Systems, LLC</td>
</tr>
<tr>
<td>K1.5</td>
<td>Encapsulator Technology for Battery and Storage System Protection</td>
<td>Jeffrey Bonkowski, Area Manager, Encapsulator Technology Specialist, Hazard Control Technologies; Ron Lowrey</td>
</tr>
<tr>
<td>K1.6</td>
<td>Getting Ahead of the EV Boom with Incentivized Smart-Charging</td>
<td>Marc Monti-Bouquets, Sr. Manager, Regulatory and Government Affairs, eMotorWerks</td>
</tr>
</tbody>
</table>

#### Monday | 3:30PM - 5:30PM

**K2. EV Fast Charging & Infrastructure**

<table>
<thead>
<tr>
<th>Session</th>
<th>Title</th>
<th>Speaker(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>K2.1</td>
<td>How Customer Experience Impacts Utility EV Charging Program Success</td>
<td>April Bolduc, President, S Curve Strategies</td>
</tr>
<tr>
<td>K2.2</td>
<td>How to Streamline Your Utility EV Charging Installation Process</td>
<td>Nicole Aiancon, VP of Program Development, C2 Group; Lui Aiancon</td>
</tr>
<tr>
<td>K2.3</td>
<td>Fast DC Charging with Minimum Grid Upgrade</td>
<td>Heesoo Lee, General Manager, Energy Systems, AVM</td>
</tr>
<tr>
<td>K2.4</td>
<td>The Need for Speed</td>
<td>Steve Bloch, Western Regional Vice President, ABB</td>
</tr>
<tr>
<td>K2.5</td>
<td>CCS as the Global Standard for Charging Battery Powered EVs</td>
<td>Oleg Logvinov, Spokesperson, CharIN e.V. NA</td>
</tr>
<tr>
<td>K2.6</td>
<td>The Utilities Positive Impact on the EV Market</td>
<td>Brittany Syz, Director of Clean Transportation, SDG&amp;E</td>
</tr>
<tr>
<td>K2.7</td>
<td>EV Transportation Corridors - Assessing EV Fleet Infrastructure</td>
<td>Andrew Dillon, Senior Principal, EV &amp; DER Solutions, West Monroe Partners</td>
</tr>
</tbody>
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#### Tuesday | 7:30AM - 9:30AM

**K3. Residential & Commercial Charging**

<table>
<thead>
<tr>
<th>Session</th>
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</thead>
<tbody>
<tr>
<td>K3.1</td>
<td>Electrifying Transportation: How Electric Utilities Are Leading Clean Mobility</td>
<td>Dean Siegrist, Associate Vice President, Black &amp; Veatch; Maryline Daviaud</td>
</tr>
<tr>
<td>K3.2</td>
<td>Electric Fleets: Understanding Infrastructure Options</td>
<td>Bill Elrick, Public Affairs, California Fuel Cell Partnership; Madhav Acharya, T2M Advisor, ARPA-E</td>
</tr>
<tr>
<td>K3.3</td>
<td>A Scalable Approach to Deployment of the EV Charging Infrastructure</td>
<td>Oleg Logvinov, President and CEO, IoTecha</td>
</tr>
<tr>
<td>K3.4</td>
<td>Reducing Your Challenges for EV Infrastructure Investment</td>
<td>Patty DiNapoli, Marketing Director, Cyber Switching</td>
</tr>
<tr>
<td>K3.5</td>
<td>Designing Incentives to Align EV Charging with Grid Reliability Objectives</td>
<td>Matt Owens, Business Development Executive, West Monroe Partners</td>
</tr>
<tr>
<td>K3.6</td>
<td>Using Natural Gas and Propane for Charging EVs</td>
<td>Arthur Sams, CEO, Polar Power</td>
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#### Tuesday | 1PM - 3:00PM

**K4. Battery, Storage & Charging Systems**

<table>
<thead>
<tr>
<th>Session</th>
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</thead>
<tbody>
<tr>
<td>K4.1</td>
<td>The Slow Fast Charge: What You Get Is All You Need</td>
<td>Scott McCalmont, Principal Engineer, Paired Power, Inc.</td>
</tr>
<tr>
<td>K4.2</td>
<td>EV Charging and the Vehicle Purchase Process: Lessons Learned</td>
<td>Dr. Ryan Bodanyi, Senior Specialist for EV Program Transparency &amp; Evaluation, Center for Sustainable Energy (CSE); Brett Williams</td>
</tr>
<tr>
<td>K4.3</td>
<td>Integrating Electric Vehicle Charging Into Microgrid Operation</td>
<td>Azhar Ul Haq, Assistant Professor, National University of Sciences &amp; Technology; Saifullah Awan, Aqib Perwaiz</td>
</tr>
<tr>
<td>K4.4</td>
<td>EV Charging Incentives Using Low Carbon Fuel Credits and Blockchain</td>
<td>Andrew Dillon, Senior Principal, West Monroe Partners; Kayvon Hosseini</td>
</tr>
<tr>
<td>K4.5</td>
<td>Battery Innovations, Mobility &amp; Smart Cities</td>
<td>Cameron Pebbles, Scientist, Wildcat Discovery Technologies; Dee Strand</td>
</tr>
</tbody>
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#### Tuesday | 3:30 PM - 5:30 PM

**K5. Fuel Cells, Li-ion, H2, Batteries**

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>K5.1</td>
<td>The California Fuel Cell Revolution</td>
<td>Keith Malone, Public Affairs, California Fuel Cell Partnership; Bill Ekirck</td>
</tr>
<tr>
<td>K5.3</td>
<td>Carbon Neutral Liquid Fuels for Transportation / Energy Storage</td>
<td>Madhav Acharya, T2M Advisor, ARPA-E</td>
</tr>
<tr>
<td>K5.5</td>
<td>A Fail-Safe Solution for the Safety of Batteries</td>
<td>Xiaoxiong Luo, Research Lead, Pyrophobic Systems, Ltd.</td>
</tr>
<tr>
<td>K5.6</td>
<td>Fuel Cell Electric Trucks/Vehicles Powered by Renewable Hydrogen Fuel</td>
<td>Rob Del Core, Managing Director, Hydrogenics USA, Inc.</td>
</tr>
</tbody>
</table>

#### Tuesday | 7:30AM - 9:30AM

**K6. EV, Battery, Manufacturer & Supply Chain**

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>K6.1</td>
<td>A Challenge of Reliable Circuit Protection in Automotive Applications</td>
<td>Liwu Wang, Director of Business Development, AEM Components (USA), Inc.</td>
</tr>
<tr>
<td>K6.2</td>
<td>Implementing Motor Circuit Analysis De-Energized Testing</td>
<td>William Kruger, Technical &amp; Training Manager, ALL-TEST Pro, LLC</td>
</tr>
<tr>
<td>K6.3</td>
<td>Safe Cable Management</td>
<td>Phil Ramos, Jr., Founder and CEO, Philatron Wire and Cable</td>
</tr>
<tr>
<td>K6.4</td>
<td>Leveraging Local Support Within a Global Supply Chain</td>
<td>Wesley Brandon, President, CTEMS, Engineering and Manufacturing Services</td>
</tr>
<tr>
<td>K6.5</td>
<td>Rolling Energy Storage - Electric Vehicles * Charging</td>
<td>Kevin Wood, Clean Transportation Specialist, Center for Sustainable Energy (CSE)</td>
</tr>
<tr>
<td>K6.6</td>
<td>Aligning Intellectual Property Strategies with R&amp;D and Commercial Goals</td>
<td>Daniel Abraham, Vice President, MPEG LA</td>
</tr>
</tbody>
</table>
EXHIBIT RESERVATION FORM

EV CHARGING, BATTERY & ELECTRIC FLEET

TE-EXPO.com

February 25-26, 2019 | San Diego, CA

STEP 1. SELECT EXHIBIT BOOTH SIZE

☐ (10’x10’) Furnished Exhibit Booth $2,500
☐ (10’x20’) Furnished Double Booth $5,000
☐ (20’x20’) Silver Sponsor with Golf $10,000
☐ (20’x20’) Other size Exhibit Booth

ENTER TOTAL ___________________________________________

STEP 2. (optional) INTERESTED IN...

☐ Discounted Exhibit & Speak Package
☐ Marketing on Big Screen in Exhibit Hall
☐ Sponsorship & Marketing

EXHIBIT BOOTH PACKAGE INCLUDES

• 10’x10’ Pipe & Drape exhibit booth with 1 table, 2 chairs
• One Speaking Opportunity
• 10 VIP Passes for Clients & Guests
• Advertisement in Web & Brochure

STEP 3. SELECT EXHIBIT AISLE

☐ ZEV HD/MD/LD TRUCKS BUSES ☐ EV Charging
☐ BATTERY Charging Stations & SOLAR ☐ Critical Power & Utilities
☐ SB350 Support Consulting ☐ Fuel Conversion NGV,CNG ☐ Charging Stations
☐ H2 Fuel Cells & Advanced Tech ☐ SOFTWARE & Consulting ☐ Other

STEP 4. CONTACT INFORMATION:

Name: __________________________________________________________________________________________
Company Name: ______________________________________________________________________________
Address: _________________________________________________________________________________________
City: __________________________________ State: _________________________ Zip:  _________________________________
Email: _________________________________  _______________________________ phone:  _____________________________
COMMENT: _______________________________________________________________________________________

Authorized Signature (required):  __________________________________________ Date:  _________________________________

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EUEC2019

HOTELS

• Walking distance to the Convention Center
• Contact the EUEC Hotels listed below directly, or
• Reserve online at
• http://www.euec.com/hotels-info/

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Warning

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