



MAY 2018

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## **Tropos Motors Press Kit**



## TROPOS MOTORS PRESS KIT

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### TROPOS MOTORS

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[www.TroposMotors.com](http://www.TroposMotors.com)

PK-180424.V2.0



## About Tropos Motors™

TROPOS TECHNOLOGIES, INC.™ IS A SILICON VALLEY BASED START-UP.  
AS AN ELECTRIC VEHICLE MANUFACTURING COMPANY, TROPOS TECHNOLOGIES, INC. OPERATES  
THE TROPOS MOTORS BRAND.

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Tropos Motors™ manufactures and distributes all-electric, street-legal vehicles, specializing in utility e-LSVs—electric low speed vehicles—and trucks. These vehicles are designed for corporate, fleet, first-responder, agriculture, last-mile delivery and construction applications. Tropos employs the latest EV technology, experienced engineering and modern design aesthetics. The Tropos Motors ABLE is a full line of durable, versatile and available eCUVs (electric Commercial Utility Vehicles). The Tropos Motors product line is capable of handling large payloads and towing capacities, and can operate in extremely tight quarters with a short wheelbase and turning radius. Tropos Motors™ eCUVs can be operated indoors, outdoors and off-road. Available in countless configurations, their trucks are ready to work as hard as you do, no matter the job.

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# ABLE™ Product Applications













*THE ABLE IS ENDLESSLY ADAPTABLE AND CONFIGURABLE*

Ready for anything from road to dirt, indoors or out, the street-legal Tropos Motors™ ABLE™ is a dependable compact utility workhorse. With an on-road payload capacity of up to 1,100 pounds (1500 pounds off-road), and a turning radius of 150 inches (12.5 feet) the ABLE is an eLSV that is tough enough for the big jobs yet small enough to get into tight spaces.

The platform of the ABLE is so versatile that it can be configured for just about any job. With a strong steel-alloy chassis, automotive-grade disc brakes and suspension, and a longer than standard truck bed, the ABLE can handle a payload capacity of 1100 lb on-road and 1500 lb off-road. Utilizing the strength and durability of the ABLE, it can be up-fitted and out-fitted to meet most any need.

Whether it is adding a piece of equipment to an existing package, or creating an entirely new concept to suit your vision, Tropos has the ability to create custom solutions with our ABLE platform.

The following are the current stock configurations of the ABLE classified by application:

EMERGENCY RESPONSE	FACILITIES	LAST-MILE DELIVERY	AGRICULTURE
 Cargo	 Cargo	 Cargo	 Cargo
 Trades	 Trades	 Pickup	 Trades
 Pickup	 Pickup		 Pickup
	 Sweep		

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## Easy-Swap™

THE ABLE™ PLATFORM IS EASY-SWAPPABLE MAKING IT READY FOR ANYTHING FROM DELIVERIES TO FACILITIES

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### UTILITY, VERSATILITY, FLEXIBILITY IN ONE TRUCK

The ABLE™ is designed for utility and versatility and with our unique Easy-Swap™ bed platform. Easy-Swap is a system that utilizes the flexibility of the ABLE's design, payload & towing capacities, to change the bed package as needed, making the ABLE completely customizable, configurable.

### EASY-SWAP PACKAGES

In the ABLE product line there are currently 4 packages that are Easy-Swappable, and all of our packages are capable of towing:



Cargo



Trades



Pickup



Sweep

### IT'S EASY

With minimal tools—a flathead screwdriver and a 19mm wrench—and basic training, the lightweight bed packages can easily be removed from the truck chassis and swapped as needed.

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## Customization

The ABLE is more than an ultra-compact, light-duty, all electric truck. The platform of the ABLE is so versatile that it can be configured for just about any job. With a strong steel-alloy chassis, automotive-grade disc brakes and suspension, and a longer than standard truck bed, the ABLE can handle a payload capacity of 1100 lb on-road and 1500 lb off-road. Utilizing the strength and durability of the ABLE, it can be up-fitted and out-fitted to meet most any need.

Whether it is adding a piece of equipment to an existing package, or creating an entirely new concept to suit your vision, Tropos has the ability to create custom solutions with our ABLE platform.

Some of our standard customizations include:

High Clearance suspension

Tradesman Rack

Pick-up bed with folding sides

Door Delete with side mirrors

Rear Sliding Window

Extra-duty bumpers

Step bumpers

110VAC 15A Power Source

### KEEP COMFORTABLE

However you choose to create and customize your ABLE, the enclosed cab stays comfortable with a 700w, 3-speed interior heater, and protection from the elements. The ABLE Media Console supports mobile phone bluetooth connectivity so you can listen to your music or phone while you work, and includes other creature comforts like a back-up camera, cup holders and interior storage.

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PRESS RELEASE

## Tropos Transitions to Manufacturer with Release of New Fire Response and EMS Bed Packages for Utility Electric Low Speed Vehicles

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*COMPANY REBRANDS AS TROPOS MOTORS™ TO FOCUS ON MANUFACTURING OF ECUV'S (COMPACT ELECTRIC UTILITY VEHICLE) DESIGNED FOR CORPORATE, FLEET, FIRST-RESPONDER, AGRICULTURE, LAST-MILE DELIVERY AND FACILITIES MAINTENANCE APPLICATIONS*



San Jose, Calif. - March 27, 2018 - Leading the street-legal eCUV (compact electric utility vehicle) market in the United States, Tropos Technologies has evolved from distributor of the Centro METRO to manufacturer of electric low-speed vehicles and trucks. Rebranding as Tropos Motors™, the company will continue to distribute the METRO throughout the U.S. under the new ABLE™ product line, as well as develop additional vehicle offerings. The first of these offerings from Tropos serve the first responder market with the ABLE FRV™ and Emergency Medical Service ABLE EMS™ eCUVs.

“The demand we see from the first responder market is for smaller and more maneuverable vehicles to meet their operational requirements, as well as vehicles that are of automotive quality but can be used indoors,” said CEO, John Bautista. “The ABLE product line meets these needs as a dependable compact utility workhorse, that’s still street-legal.”

The ABLE EMSo™ bed package is designed to carry one patient on a full-size, standard ambulance stretcher, one EMS attendant seat, lockable storage for extra supplies which is accessible from the attendant seat and a fire extinguisher. The completely enclosed—or doorless—cab also includes a large rear window. The adjustable attendant seat may be locked in different locations on the seat guide rails to accommodate different emergency situations.

“The ABLE EMSc (contained) and EMSo (open) are ideal for large commercial buildings, production facilities, office parks, or entertainment venues that cater to large crowds,” said Scot Harden Sales and Marketing Director at Tropos Motors. “This includes factory floors, large arenas, stadiums and concert venues, transportation depots, fairgrounds, convention centers and other locations.”

Also newly released is the ABLE FRV (Fire-Response Vehicle) bed package from Tropos. It can transport up to 125 gallons of water to emergency locations or can connect to stand-pipes, making it a valuable equipment asset extinguishing fires in spaces large and small, indoors and out. This upfit body for the standard ABLE vehicle comes with an electric rewind Hannay 4000 series reel and Scotty Around the Pump Class A foam system with 5-gallon foam cell the equivalent to up to 1000 gallons of water.

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“The compact size of the ABLE FRV allows it to travel on stadium walkways and on the field, or along sidewalks within gated communities or campuses that standard trucks cannot reach,” said Harden. “We also see uses on campgrounds where sprinkler systems and fire hydrants are not available, and standard equipment may take a long time to arrive on the scene.”

Unlike other eCUVs that may be built on chassis that are too heavy, unbalanced or designed for internal combustion engines, the ABLE chassis is specially designed for electric utility vehicles. Likewise, the ABLE is not built on a repurposed golf cart or UTV chassis. The computer designed chassis strikes a perfect balance for high performance, efficiency, durability, and versatility and features a lightweight, modular, well-balanced structure, leveraging automotive-grade components.

“The ABLE chassis is a workhorse,” continued Bautista. “With our Easy Swap System, a few tools and a few minutes the bed packages can be switched out to transform the vehicle from a campus tour hauler to a delivery vehicle or work truck with standard pick-up, box, and tradesman bed packages.”

With an on-road payload capacity of up to 1,100 pounds (1,500 pounds off-road), and a tight turning radius of 150 inches (12.5 feet) the ABLE is tough enough for the big jobs, yet small enough to get into tight spaces. This 10kW ultra-low maintenance zero-emission vehicle has 775 ft-lbs of rear wheel torque and an estimated 144 MPGe, up to 4.3 M/Kwh, with a towing capacity of up to 2000 pounds. It has a variable range of 40-160 miles, and a top speed of 25 mph or 35 mph as defined by local laws, or 40 mph off-road, based on customization.

Tropos Motors will have the new uplift packages on display and in the Ride and Drive at the Advanced Clean Transportation Expo May 1 - May 3, 2018, in Long Beach, California (booth #1327). For dealer information please contact sales@tropostech.com .

**ABOUT TROPOS MOTORS**

Tropos Motors, Inc. is based in Silicon Valley and manufacturers and distributes all-electric, street-legal vehicles, specializing in utility e-LSVs and trucks. These vehicles are designed for corporate, fleet, first-responder, agriculture, last-mile delivery and construction applications. Tropos employs the latest EV technology, experienced engineering and modern design aesthetics. The Tropos Motors ABLE is a full line of durable, versatile and available eCUVs (electric Commercial Utility Vehicles) capable of handling large payloads and towing capacities, while also operating in extremely tight quarters with a short wheelbase and turning radius. Tropos Motors eCUVs can be operated indoors, outdoors and off-road. Available in countless configurations, their trucks are ready to work as hard as you do, no matter the job.

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## Tropos Motors New Street Sweeper Electric Compact Utility Vehicle 70 Percent Quieter than Existing Offerings

*THE NEW ABLE SWEEP CONTINUES THE TROPOS FOCUS OF MANUFACTURING ECUV'S DESIGNED FOR FACILITY MAINTENANCE, CORPORATE, FLEET, FIRST-RESPONDER, AGRICULTURE, AND LAST-MILE DELIVERY APPLICATIONS.*

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San Jose, Calif. - April 11, 2018 - Continuing to lead the street-legal, eCUV (electric compact utility vehicle) market in the United States, Tropos Motors has released the new ABLE Sweep. The new bed package transforms the standard Tropos ABLE eCUV into a nimble electric sweeper in a market where purpose made sweepers and sweeper units mounted on pick-up trucks are too large, and smaller ride-on machines lack the performance that maintenance crews demand. Distinguishing features include a 70 percent quieter operation than conventional models, the shortest turning radius in its class, backup sweeping capabilities, an enclosed cab for year-round operation, the ability to swap bed packages within minutes, and a clean air blower for removing debris from curb line.

“The ABLE Sweep utilizes both the performance and the substantial payload capacity of the ABLE truck chassis to do the work of a full-size truck. However, in contrast, the ABLE Sweep is more maneuverable, more efficient, and produces significantly fewer emissions,” said John Bautista, CEO of Tropos Motors. “Now, cleaning crews have a sweeping vehicle that can fit into smaller spaces, produces less sound pollution and requires very little maintenance.”

With a 12.5 foot turning radius, the ABLE Sweep is ideal for tight spaces, yet still provides performance and the large payload capacity of pick-up mounted versions. The model includes a heavy-duty, polyurethane, two-yard hopper and a clean air blower, which increases operator productivity with the ability to remove debris from curb line without the need for additional equipment. Meanwhile, research reveals the blower design of the ABLE Sweep is 70 percent quieter than competitive models. Additionally, with less sound pollution, this sweeper package can be utilized in busy commercial areas without disturbing the public.

Beyond these features, the ABLE Sweep enjoys all the standard features of the ABLE chassis, including the Easy-Swap option allowing for bed packages to be swapped as needed. With an on-road payload capacity of up to 1,100 pounds (1,500 pounds off-road), 775 ft-lbs of rear wheel torque and an estimated 144 MPGe, (up to 4.3 M/Kwh) the ABLE chassis is tough enough for the big jobs, yet small enough to get into tight spaces. It has a top speed of 25 mph or 35 mph as defined by local laws, or 40 mph off-road, based on customization.

“With most other eCUVs built on chassis that are too heavy, unbalanced or designed for internal combustion engines, this market is ripe for a true EV entrant like the ABLE chassis,” said Scot Harden, the Sales and Marketing Director. “It’s specially designed for electric utility vehicles and

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not built on a repurposed golf cart or UTV chassis. Instead, the ABLE chassis is durable, and modular workhorse and sporting automotive-grade components.”

Tropos Motors will have the new Sweep upfit package, along with its recently announced fire and EMS response options on display at the Advanced Clean Transportation Expo, May 1 - May 3, 2018, in Long Beach, California (booth #1327). Additionally, ABLE Tradesman from Tropos will be available for test drives at the ACT Expo the Ride and Drive. For dealer information please contact sales [sales@tropostech.com](mailto:sales@tropostech.com).

**ABOUT TROPOS MOTORS**

Tropos Motors, Inc. is based in Silicon Valley and manufacturers and distributes all-electric, street-legal vehicles, specializing in utility e-LSVs and trucks. These vehicles are designed for corporate, fleet, first-responder, agriculture, last-mile delivery and construction applications. Tropos employs the latest EV technology, experienced engineering and modern design aesthetics. The Tropos Motors ABLE is a full line of durable, versatile and available eCUVs (electric Commercial Utility Vehicles) capable of handling large payloads and towing capacities, while also operating in extremely tight quarters with a short wheelbase and turning radius. Tropos Motors eCUVs can be operated indoors, outdoors and off-road. Available in countless configurations, their trucks are ready to work as hard as you do, no matter the job.

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## Tropos Motors Secures Commercial Dealers First Priority GreenFleet and Turf & Industrial Equipment Company for ABLE Line of Electric Compact Utility Vehicles

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*DEALER NETWORK EXPANDS MANUFACTURER'S DISTRIBUTION FOOTPRINT ACROSS THE U.S. FOR ECUV'S DESIGNED FOR FACILITY MAINTENANCE, CORPORATE, FLEET, FIRST-RESPONDER, AGRICULTURE, AND LAST-MILE DELIVERY APPLICATIONS*



San Jose, Calif., April 25, 2018 – Expanding its footprint in the street-legal, eCUV (electric compact utility vehicle) market in the United States, Tropos Motors has signed three new commercial vehicle dealers to its expanding sales network for the recently released ABLE eCUV line of products. Together, First Priority GreenFleet, and Turf & Industrial Equipment Company provide Tropos with broad exposure to a wide market of electric truck fleet customers across the country.

Alongside its announcement of new dealers for the ABLE, Tropos Motors has released the EMSc, an emergency response vehicle with an enclosed area for patients and first responders, equipped with a variety of medical equipment.

Alongside its announcement of new dealers for the ABLE, Tropos Motors has released the EMSc, an emergency response vehicle with an enclosed area for patients and first responders, equipped with a variety of medical equipment.

“We’re pleased to have these dealers representing us to their large pool of customers,” said John Bautista, founder and CEO of Tropos Technologies and Tropos Motors. “They represent all the characteristics we look for in partners, including significant market share in major metropolitan areas and experience selling EVs to forward-thinking fleet customers who understand how beneficial electric is to their operations.”

As one of the leaders in the sale for a full range of zero and low-emission vehicles, First Priority Group, and its sister company, bring to Tropos a wealth of experience in selling electric trucks and buses to fleets across the country. With offices in Central California and New Jersey, the companies aim to utilize their facilities, as well as those of the first priority emergency vehicles division, to form a network of dealership and service centers to support the Tropos product line, within the California Central Valley region.

“We’re always looking for new, high-quality vehicles to deliver to our customers and the innovative modularity and closed-door configurations of the ABLE is an ideal match. We’re pleased to be one of the first to introduce the ABLE chassis and their various bed packages to U.S. fleets,” said Alex Cherepakhov, CEO of First Priority GreenFleet.

Since 1968, Turf and Industrial Equipment Company has supplied large corporations and educational facilities in Silicon Valley with a variety of vehicles, from landscaping maintenance, and utility vehicles, to vineyard and agricultural supplies and equipment. The company will fulfill dealer services for Tropos in the Peninsula, East, South and Santa Cruz regions of San Francisco Bay Area.

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"A flexible and modular eCUV, with the power and quality of a full-size truck is something our customers have been waiting for," said John Matheny, President of Turf and Industrial. "The ABLE product line with its automotive-grade components and the Easy-Swap system is ideally suited for our customer base, and we look forward to illustrating for them how the vehicles will contribute to their bottom line.

The competitively priced ABLE eCUV is a dependable compact utility workhorse. With an on-road payload capacity of up to 1,100 pounds, a turning radius of 150 inches (12.5 feet), 775 ft-lbs of rear wheel torque and an estimated 144 MPGe, (up to 4.3 M/Kwh) it's tough enough for the big jobs, yet small enough to get into tight spaces. It has a top speed of up to 35 mph as defined by local laws, or up to 40 mph off-road.

The ABLE chassis accommodates a variety of bed packages, from box truck and flatbed to sweeper and first responder vehicles for fighting fires or delivering emergency medical services. This includes the recently released EMSc, an emergency response vehicle with an enclosed area for patients and EMS attendants equipped with a variety of medical equipment. In addition, the ABLE Easy-Swap option allows for customers to change out their bed packages and transform the ABLE to suit various activities.

An extensive line of the ABLE and its bed packages including the recently announced sweeper, fire and EMS response options will be on display at the Advanced Clean Transportation Expo, May 1 - May 3, 2018, in Long Beach, California (booth #1327). Additionally, ABLE Tradesman will be available for test drives at the ACT Expo the Ride and Drive on Thursday, May 3 9:00 am to 12:00 pm. For dealer information please contact sales[at]tropotech.com.

#### **ABOUT TROPOS MOTORS**

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#### **ABOUT FIRST PRIORITY GREENFLEET**

First Priority GreenFleet is a leading provider of end-to-end clean transportation solutions in the United States and the only independent commercial electric vehicle service organization covering both coasts. Our array of options for both manufacturers and commercial fleets is unique in the industry. We work with OEMs, powertrain suppliers and a wide-array of bodybuilders/upfitters to provide fleets best-in-class sustainable transportation solutions. First Priority GreenFleet is a subsidiary of First Priority Group, a 20-year industry leader as a diversified manufacturer, dealer, upfitter and service provider to the First Responder and Specialty Vehicle markets. As a market leader in its four divisions - EMS, Fire, Conversions and Clean Transportation Solutions, First Priority's range of expertise encompasses design, manufacturing, service, fleet management and infrastructure installation to provide end-users with a comprehensive one-stop shop solution across their specialty vehicle needs.

#### **ABOUT TURF AND INDUSTRIAL EQUIPMENT**

Turf and Industrial Equipment Company in Santa Clara, CA has been offering quality products and services since 1968 (for over 46 years) - and is still going strong!

Whether residential or commercial turf and lawn, maintenance, utility vehicles, synthetic turf maintenance or vineyard supplies and equipment, Turf and Industrial is a one-stop-shop for new and used equipment, specialized turf and equipment rental, golf cart rentals, quality parts and of course an excellent service center.

Their reputation is built on helping every customer choose the right equipment. They have the experience, expertise, inventory and factory trained personnel to get the job done.

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## The Tropos Motors Team

The team at Tropos Motors consists of EV industry veterans and professionals with over 100 years of experience in electric vehicle engineering, sales and marketing and is backed by a board of directors with some of the most respected names in the industry.

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### **CEO, JOHN BAUTISTA**

John is a past VP of Technical Operations for First Priority Green Fleet, an electric and hybrid medium and heavy-duty truck manufacturer; past director of Technical Operations at KLD Energy Technologies, Inc., an electric vehicle and electric drive system design and manufacturer and former Director of Mechanical Engineering at Zero Motorcycles, a manufacturer of the world's best selling electric motorcycle. John also designed and built one of the first modern electric road race cars and the world's fastest production electric motorcycle. His diverse background coupled with his successful business start-up experience and entrepreneurial drive has consistently led to clean transportation companies seeking his participation and consultation over the past 15 years.

### **DIRECTOR SALES AND MARKETING, SCOT HARDEN**

Scot is an electric vehicle sales and marketing pioneer, power sports industry veteran and American Motorcyclist Association Hall of Fame racing champion; combining these three highly competitive business and personal endeavors while spearheading the growth and development for several iconic motorcycle companies including KTM, Husqvarna, BMW and Zero Motorcycles. In his capacity as a senior sales and marketing executive for these firms, Scot bootstrapped two of the companies (KTM and Zero Motorcycles) from start-ups to major players in their respective markets. Scot brings a wealth of "go-to-market" experience, brand building and sales channel development to the Tropos Motors and Cenntro Automotive team; all designed to accelerate its emergence in the electric utility vehicle market. With a focus on clean technologies and sustainable solutions for today's business and transportation needs Scot is perfectly suited to help drive the Tropos Motors mission forward.

### **DIRECTOR OF NATIONAL FLEET SALES AND BUSINESS DEVELOPMENT, JEFFERY ESFELD**

Jeffrey Esfeld has been an early and leading proponent for truck electrification and began working in the industry in 2003. He brings a wealth of experience in EV/PHEV electric powertrain technology and is one of the top EV sales and business development professionals in the United States. He has detailed knowledge of the EV fleet market in North America and has worked with many of the largest fleets in the US on their electrification strategy. Prior to joining Tropos, Mr. Esfeld was the Founder and Principal of EV Analytics & Consulting, a consulting and software development firm. His focus was on EV Financial modeling and consulting on "ACES" mobility issues of people and goods, for a new greenfield Smart City development in the United States. Previously, he was the Director of Light Duty Fleet Sales for Workhorse Group Inc., responsible for over \$275 Million (MSRP) in pre-orders, for their upcoming W-15 Electric Pickup Truck. Prior to that, Mr. Esfeld was Director of National Fleet Sales for VIA Motors, an EV Powertrain Technology Company and Converter of Chevy Silverado's and Express Vans into Plug in Series Hybrids. Mr. Esfeld will be responsible for all National Fleet Sales and Strategy as well as Business Development for Tropos Technologies, Inc.

### **ACCOUNTING MANAGER, CARLOS ALMORA**

Carlos Almora joined Tropos Technologies as Accounting Manager and supervises the finances for the company. Carlos offers more than 20 years of accounting experience, and his expertise and skills serve as a basis for the financial management of Tropos. Carlos holds a four-year degree as a Business Administrator and two more years of certification in Accounting from San Jose City College. In his previous experience he served as a Bank General Manager in Peru, and as the Interim Treasurer for the same institution. Carlos is an active member the Boy Scouts troop in Morgan Hill where he enjoys serving his community, working with kids, and camping.

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## The Tropos Motors Team

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### **PRODUCTION MANAGER, PIERRE DACUNHA**

With over 25 years of experience in the automotive industry, Pierre's brings extensive knowledge of vehicle mechanics, building, maintenance, and development to Tropos Motors, Inc. As Lead Tech at KLD energy, Pierre became well versed in homologation and real-world vehicle testing. Originally graduating with honors in Fremont, Calif., Pierre has been a part of building and designing many of the classic muscle cars showcased in today's magazines, as well as worked with many successful race teams. His keen eye for preventative maintenance, and aptitude towards diagnostics has been instrumental in his leadership roles, including his role as Co-Founder of locally based Motion Motorsports—a leader in American Muscle. Pierre has vested his unequivocal Portuguese passion in automotive evolution, and is a true asset to Tropos.

### **ART DIRECTOR/MARKETING, JULIE LEFRANCOIS**

Julie LeFrancois studied Graphic Design at the Academy of Art University. After graduating in 2004 with her BFA, she won a design fellowship at Chronicle Books in San Francisco. Since then she has worked as a Graphic Designer, Art Director and Creative Director in a number of corporate environments and has run her own design studio. In addition to her creative experience, she has also worked on marketing teams and developed successful digital media campaigns. Her extensive prior experience in the automotive industry, and green technology, makes her an ideal fit for Tropos Motors, Inc. Julie enjoys working on fine-art projects with her son, and cooking with her husband.

### **R & D MANAGER, JERRY BRINDLE**

Jerry Brindle comes from a power sports background; his family having owned a Morgan Hill motorcycle dealership. This background translated into a career at Custom Chrome the largest manufacturer of aftermarket Harley Davidson parts in the world. He's designed and built custom Harleys and high-performance Harley EVO motors as a hobby as well as for retail. Jerry has also participated in many different R&D programs including tool projects for K&L Supply, Honda and Yamaha. His background makes him perfectly suited to manage the various R & D projects being undertaken by Tropos Motors and allows us to accelerate the development of our vehicles for a wide variety of use applications.

## The Tropos Technologies Board of Directors

### **BOARD OF DIRECTORS, SUSAN XU**

Susan Xu is one of the founders of leading web-based corporate meetings platform, WebEx. As the VP of Operations responsible for operational affairs, Xu played an instrumental role in leading WebEx's \$3.2 billion acquisition by Cisco Systems in 2007. She also established its subsidiaries in Shanghai, Hangzhou, Suzhou and Hefei in China, which made WebEx the first company to introduce Chinese engineers to Silicon Valley and one of the first IT companies to set up R&D centers in China. Xu is a past General Partner for China Century Investment. Currently, she is a Partner at Valley Inception LLC, Chairman of the Board at the Brookes Education Groups and President of Cenntro Automotive.

### **BOARD OF DIRECTORS, NATE SHELTON**

Nate Shelton is a power sports industry legend and member of the SEMA Hall of Fame. He brings a long history of leadership and excellence in corporate development having played crucial roles in the growth of companies, such as Hooker Headers, Cam Dynamics, Koni Shocks and VDO. He is well known for the major contribution he made to grow K&N Engineering, helping guide this small motorcycle air filter aftermarket start-up into one of the largest automotive aftermarket companies in the U.S. When Shelton served as CEO at K & N Engineering, company turnover grew to over \$100 million annually, leading K & N Engineering to four Performance Warehouse Association (PWA) Manufacturer of the Year Awards. More recently, Shelton has served as Chairman of the B&M Automotive Group, owner of popular brands B&M, Hurst, Flowmaster, Dinan Engineering and others.

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## Small Electric Vehicles May Be The Future Of Last-Mile Delivery

It is estimated that vehicles contribute more than half the total carbon monoxide and nitrogen oxide that accumulates in the air. Combine that with nearly a quarter of the entire atmospheric hydrocarbon content, it is no surprise that a lot of our cities have poor air quality standards.

This alarming situation of air quality depreciation has made the rise of electric vehicles inevitable. Electric vehicles, though having existed for decades now, have never been anywhere close to as robust or efficient as fossil fuel burning automobiles. But times are changing and the EVs are finally in contention, with major automakers spending millions of dollars on EV research units, buoyed with the ever-strangling emission directives from the government.

Tropos Technologies, a hybrid EV startup from California, is looking to cash in on the winds of change by developing vehicles and components for electric drive.

"At the core of our expertise is engineering, research and development, fabrication, and prototyping," says John Bautista, CEO, and founder of Tropos Technologies. "We can take anything from a component to a complete vehicle, right from conception to pre-production."

Bautista has been involved heavily in the electric drive industry for more than a decade, and Tropos Technologies was an idea that was coming-of-age for a while.

"I found myself being contacted and asked to consult on a number of different projects and so I started filling out a team of associated experts who could work with organizations to help them advance their program," he explains. "That is how it started and continues to date."

Bautista asserts that the vehicle Tropos is building has a higher capability than a Polaris GEM and has a payload carrying capacity and torque that is comparable to a small pickup truck. It is a low speed vehicle in the U.S. and can be driven on roadways, and depending on local laws, the speed is restricted between 25 mph to 35 mph. It has been crash-tested in Europe, and it can go up to 50 mph on their roads.

"We have a flatbed, a pickup bed that has fold-down sides that could be used as a flatbed, and also have a cargo box. We are in the final stages of developing medical emergency response vehicles - for fire and medical emergencies - both enclosed and open, a street sweeper, a dump truck and a lot of different bed packages," notes Bautista. "Honestly, if the customer wanted to swap out and utilize any of them, he can."

The vehicles of Tropos Technologies are built to rival every other benchmark in the industry, says Bautista.

"Our pricing runs about 10-15% lower than our competitors, but we have many more features. Right now, the industry benchmark is the Polaris GEM, and compared to it, our towing capacity is about 40% more, our hill climbing capability is 50% more, and we can do a 30% grade while the GEM does roughly around 20% grade. Our turning radius is 12.5 feet, compared to their 21 feet," he explains.

"So our vehicle can navigate through tighter spaces. Because of the U.S. laws, we are restricted to a 3,000-pound gross vehicle weight range for on-road use. So that means our payload capacity is 1,100 pounds. But off-road our vehicle can carry 1,500 pounds. We rate our towing capacity at 2,000 pounds but we've towed as much as 4,000 pounds. And that is not just on flat grounds,

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but over a 7% grade with 3,000 pounds, while stopping in the middle of the grade and restarting again," Bautista notes. "We are really conservative about how we rate our vehicle, but the fact is that it is extremely capable."

Certification is a vital part of getting a vehicle on the road, and the startup had to work on developing the tools that they need to launch the product - such as the park catalog, repair manual, owner's manual.

When asked about the immediate priority of the company, Bautista says it is about developing a distribution network and focusing on selling the product, as the vehicle has been certified and things are aligned nicely for scaling up.

"We have plenty of uplift packages that make the vehicle more unique in the marketplace and fits into our model of having a truly versatile product."

The company also plans to cash in on the last-mile delivery system that is exploding in the U.S. That, along with a lot of announcements banning the use of and eventually all internal combustion engines in larger metropolitan European cities, Tropos Technologies sees a tremendous market opportunity to tap.

"We are seeing a lot of interest in our vehicles in sectors like the public works department, school districts, police groups, park maintenance, and also on corporate campuses," notes Bautista. "We are designing a people mover package, and receive interest from resorts and event centers that want to be able to shuttle visitors back and forth from parking lots."

Bautista concludes by saying that Tropos is currently developing an ag-focused vehicle, specifically catering to the needs of the wine industry in California, who have been fascinated by the product. Grapes in vineyards are sensitive to pollution and thus, driving internal combustion engines up and down vineyard rows is not a favorable option, making them turn towards electric vehicles for servicing vineyards.

Tropos Technologies has recently raised a \$1.2 million seed round and counts on technology and auto industry experts like Susan Xu and Nate Shelton on its Board of Directors. The company is currently working with Cenntro Automotive Corporation to bring its vehicle to the U.S. market and plans to expand further in the years to come.

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Original Story: [www.freightwaves.com/news/2018/1/17/small-electric-vehicles-may-be-the-future-of-last-mile-delivery](http://www.freightwaves.com/news/2018/1/17/small-electric-vehicles-may-be-the-future-of-last-mile-delivery)

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## New Morgan Hill Company Bringing Electric Vehicles To New Industries

TROPOS LOOKS TO CAPTURE AG, MANUFACTURING, INSTITUTION AND MILITARY MARKETS



When South Valley people think of electric vehicles, they most likely envision the sleek design of a Tesla as the future of clean-tech transportation. But John Bautista said stop thinking “sexy” and start thinking industrial when he launched Tropos Technologies Jan. 1, 2017. A year later the local firm is ramping up to sell its electric utility vehicles across the U.S.

With headquarters located in a small office complex off Church Street in Morgan Hill, Bautista, is creating Tropos as a company that will provide low-cost, low-maintenance electric utility vehicle for use in industries from agriculture and manufacturing to sports stadiums and institutions such as colleges campuses and military bases. The start-up calls its business model an “assembling dealerships.” It has a contractor manufacturing distributor in New Jersey and Sacramento and is developing a California-based distributor in Stockton.

“Tropos Technologies is an electric vehicle service provider,” Bautista. “Basically, we can do everything from design of componentry to helping other companies with the design of their components and build complete vehicles from ground up to conversion.”

The name Tropos derives from the troposphere – the first 10 miles of Earth’s atmosphere, he said. It demonstrates the environmental emphasis of clean-tech vehicles.

“To me, that’s the part (of the atmosphere) that’s important because that’s the part we live in,” he said. The CEO of Tropos has worked in several clean-tech vehicle companies before his latest enterprise. He designed and built one of the first modern electric road race cars and the world’s fastest production electric motorcycle. During the past 15 years, his engineering background coupled with his entrepreneurial drive led to him to join clean transportation companies seeking his participation and consultation.

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Bautista did a market study to evaluate where the EV market will be applying product in the future. He identified the compact utility market as a very attractive market for future growth.

"It was occupied by very few competitors, and those competitors were not interested in improving their product, so we could bring some value there," he said. "And it's a big market and the potential is huge." The opportunity for growth makes the company attractive to Silicon Valley investors. Within 10 days in November, Tropos raised \$1.2 million to develop its electric low-speed vehicle dealer network to bring the New Jersey-based Cenntro Automotive Corporation METRO compact utility vehicle (CUV) to the U.S. market. Already available in Europe and Asia, the all-electric vehicle is a highly flexible, and modular CUV ideally suited for local delivery, maintenance crew transportation, parking enforcement, and people transport on campuses or in communities.

"This new funding will help us grow our network of E-LSV dealerships and service centers, enabling us to distribute vehicles across the U.S., while supporting start-up EV manufacturers," Bautista said. As a multi-discipline service provider focused on alternative transportation, the expertise of the Tropos team in all-electric and range extended drive-trains and vehicles is among the best in the industry, said Peter Wang, CEO of Cenntro Automotive.

"Tropos is one of a few companies to have vehicle assembly on both the East and West coasts, and its extensive contract manufacturing capabilities made it an ideal partner for managing METRO sales, distribution and service in the U.S. We look forward to working with Tropos to scale its manufacturing activities in America," he said.

Among Tropos's lead investors is Susan Xu, who joined the board of directors at the company and serves as the vice president of operations. Xu is one of the founders of web-based corporate meetings platform WebEx and played a role in leading WebEx's \$3.2 billion acquisition by Cisco Systems in 2007. "I believe Tropos Technologies has a very bright future as an engineering and distribution company focused on sustainable transportation solutions," she said. "Starting with the Cenntro Metro and combined with the wide range of engineering services offered by Tropos, we're focused on channeling their energies and resources along the right path to ensure their success."

The electric utility vehicles Tropos provides are "competitively priced" to comparable models and retail in the \$15,000 to \$18,000 range depending on how they come equipped, said Scott Harden, director of sales and marketing. The company sees itself in a unique application niche that will make their EVs attractive to a wide range of customers requiring utility trucks.

"We're kind of like the Goldilocks of utility vehicles," he said. "Everything else is much smaller in a utility task vehicle type configuration, a glorified golf cart, if you will, with a much smaller load capacity, space and power density that's going to limit what you can do. And then to go bigger and do more, you're going to have to go quite a bit bigger, such as a small truck that doesn't fit into certain areas and is not electric."

Demonstrations of the Tropos vehicle show it provides a towing capacity of a max of 3,800 pounds up a 12 percent grade from a standing start, he said. Unlike the Tesla which uses a more expensive lithium-based battery component, the Tropos has a sealed lead acid battery that provides a high-capacity and virtually maintenance free supply of electric power, giving users a range of between 40 to 50 miles. A lithium option will come in the future.

"It just launches right off and goes up the hill, and that's where electric power torque comes into play," Harden said.

Harden sees Tropos and similar clean-tech companies helping in the evolution from a global economy requiring oil, coal and natural gas to keep running to one where innovative clean energy systems will increasingly become a part of industrial civilization.

"We don't need to be burning fossil fuels to get to work or the store," he said. "Let's save fossil fuels for agriculture and cross-country trucks, things that benefit a lot of people. There has to be a transition."

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## Fire Response and EMS Bed Packages



The EMSo bed package offers space for a full-size stretcher, one attendant, and lockable storage



The FRV bed package can transport up to 125 gallons of water.

Tropos Motors has released two new bed packages designed for the first responder market for its battery-electric compact utility vehicles (eCUVs) as part of its ABLE product line. The bed packages are ideal for use in large buildings, facilities, parks, campuses, or venues that cater to large crowds where large vehicles would have trouble moving around.

The ABLE EMSo bed package is designed to carry one patient on a full-size standard ambulance stretcher, with one EMS attendant seat, a fire extinguisher, and lockable storage for extra supplies that is accessible from the attendant seat. The cab — which can be completely enclosed or doorless — features a large rear window. The attendant seat is adjustable and may be locked in different locations on the seat guide rails to accommodate different emergency situations.

The ABLE FRV (fire response vehicle) bed package can transport up to 125 gallons of water to emergency locations or can connect to stand-pipes, making it a valuable asset in extinguishing fires in large and small spaces both indoors and outdoors. The body comes with an electric rewind Hannay 4000 series reel and Scotty Around the Pump Class A foam system with a five-gallon foam cell equivalent to up to 1,000 gallons of water.

According to a release from Tropos, what sets the ABLE chassis apart is that it is specifically designed for electric utility vehicles,

and is not built on a repurposed golf cart or UTV chassis. It offers an on-road payload capacity of up to 1,100 pounds (1,500 pounds off-road), and a turning radius of 150 inches (12.5 feet). This 10kW ultra-low maintenance zero-emission vehicle has 775 lb.-ft. of rear wheel torque and an estimated 144 MPGe, as well as a towing capacity of up to 2000 pounds. It has a variable range of 40–160 miles, and a top speed of 25 mph or 35 mph as defined by local laws, or 40 mph off-road, based on customization.

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Original Story: <http://www.government-fleet.com/product/detail/2018/04/fire-response-and-ems-bed-packages.aspx?refresh=true>