The nested multinomial logit framework of the truck choice model incorporates economic and non-economic factors influencing truck purchases, which is used to analyze scenarios for the future deployment of trucks.

**Total Generalized Costs**

The model calculates a total generalized cost which is the numerical summation of both monetary and non-monetary factors. Using these generalized costs, the model calculates the market shares. The following graphs show the changes of total generalized costs for short haul trucks and their constituents in 2030 and 2050.

**Baseline Output**

Market share by year for four different truck types. 4-year analysis, low oil price, high carbon intensity, expected carbon tax, expected green PR, low incentives.

**Scenarios**

Two scenarios were generated to investigate the potential costs of ZEV mandates. In both scenarios, buyers of BEVs and fuel cell trucks receive the same amount of incentive per vehicle. The mandate requires a series of increasing market shares of ZEVs (BEVs and fuel cell trucks combined) throughout the period of 2025 to 2050. We also consider a variation of normal and low refueling inconvenience.