

Dealers: Are You Prepared for Your EV Shoppers?



As electric vehicles grow in popularity—you'll need to be prepared to answer common questions your EV buyers may ask.

What is the battery range of an EV?

Battery ranges on EVs are continuously increasing. Depending on the make and model, some can travel up to 350 miles per charge.

Are they environmentally friendly?

Yes. Over their lifetime, EVs have a smaller carbon footprint compared to their gas counterparts.

How long does an EV battery last?

A battery can last for up to 20 years. EVs sold in the U.S. come with a battery warranty covering them for up to eight years or 100,000 miles.

What is the EV tax credit?

The federal EV tax credit offers buyers up to \$7,500 for new electric and hybrid vehicles and \$4,000 for used ones.

Are state incentives available?

Not in every state. EnergySage provides information about which states qualify.


What do all the EV acronyms mean?

1. **SOC:** State of charge
2. **PHEV:** Plug-in hybrid electrical vehicle
3. **CCS:** Combined charging system
4. **EVSE:** Electrical vehicle supply equipment
5. **CHAdemo:** Charge de move
6. **BEV:** Battery electric vehicle
7. **ICE:** Internal combustion engine
8. **kW:** Kilowatt
9. **kWh:** Kilowatt-hour
10. **Level 1:** 120-volt AC charging
11. **Level 2:** 240-volt AC charging
12. **Level 3:** High power DC fast charging
13. **J1772:** SAE standard for EV charging and the connector that all non-Tesla models use for Level 1 and Level 2 charging.
14. **MPGe:** Miles per gallon of gas equivalent
15. **Regenerative braking** converts kinetic energy into electricity to slow the vehicle.

ABOUT MONTWAY

Montway Auto Transport is one of the nation's leading auto logistics companies, arranging shipments for over one million vehicles since 2007. With a focus on innovation, technology and customer service, we set the standard in the industry. Montway is A+ accredited by the BBB and has a 4.7-star customer rating across all top review sites.



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