



Virginia Clean Cities



U.S. Department of Energy



Stakeholder Newsletter 2014

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Virginia Clean Cities and the Virginia Oil and Gas Association hosted the 2014 Appalachian Basin NGV Expo and Conference at the Greater Richmond Convention Center April 14-16, 2014. It was the first ever large-scale natural gas vehicles conference and expo hosted in Virginia. The regional initiative brought nearly 300 local, state, and private natural gas fleets, product, and fuel providers together for informational sessions and networking. A ride-and-drive exposed attendees to the latest natural gas vehicle technologies and included a trip to a compressed natural gas refueling station.

Diamond and Platinum Level Stakeholders



Carter Machinery Company, Inc.



U.S. Senator Mark Warner (pictured at right), Virginia delegates, and representatives from the Virginia Governor's Office, presented the Commonwealth's future vision on natural gas and discussed policies, regulations, and permitting for vehicles and infrastructure. Representatives from OEMs Volvo, Honda, and General Motors helped attendees see the future of the natural gas industry. Virginia fleets including Range Resources, TFC Recycling, and Wiretough explained the conversion to natural gas process and how the change helped their businesses. Virginia businesses and municipalities from Richmond, Chesapeake, and Northern Virginia presented their natural gas success stories for applications ranging from refuse haulers to public transit. The wide variety of information presented aims to guide decision makers in making the switch to natural gas.



"This comprehensive expo was an enormous success bringing industry, stakeholders, and fleets together to learn and network and move the market forward," said Alleyn Harned, Executive Director of Virginia Clean Cities. To help move the natural gas market forward, VCC welcomes the opportunity to speak with fleets who are considering the transition to natural gas. VCC can provide a costs and savings analysis for conversion costs, infrastructure installation, and fuel costs. Interested fleets should contact Alleyn Harned at 540-568-8896 or at aharned@vacleancities.org.

The 2015 Appalachian Basin NGV Conference and Expo will take place May 11-13, 2015 at the Charleston Civic Center in Charleston, West Virginia. Visit www.ngv-expo.com for more details.

Virginia Clean Cities Participates in Energy Independence Summit 2014

Virginia Clean Cities joined over 140 leaders from the nation's Clean Cities Coalitions and the clean transportation industry in Washington, DC for the Energy Independence Summit (EIS) 2014, to educate federal policymakers about the need to expand America's use of alternative fuels, including biofuels, electricity, natural gas, and propane autogas.

Organized by Transportation Energy Partners, EIS featured keynote speeches from EPA Administrator Gina McCarthy, Indianapolis Mayor Greg Ballard, and the Department of Energy's new Deputy Assistant Secretary of Transportation, Reuben Sarkar. The roundtables, panels, and keynote speaker sessions included prominent clean transportation leaders from the multiple federal agencies, Clean Cities Coalitions, and the alternative fuels industry.



On Capitol Hill Day, participants educated more than 165 congressional offices about the need for ongoing federal support for alternatives to petroleum-based fuels. Virginia Clean Cities coordinated productive meetings with 11 congressional offices of the Virginia delegation and were accompanied by several stakeholders, including Chesterfield County and Volkswagen America (pictured above with Virginia Clean Cities staffers Alleyn Harned and Michael Phillips and Congressman Jerry Connolly (VA-11)).

Alliance AutoGas Accomplishments



Alliance AutoGas announced that the organization has collectively saved its customers \$32 million and displaced 18.6 million gallons of gasoline in their first five years of existence. According to the announcement, the savings and gasoline displacements come from 600 refueling sites, 280 fleets, and over 220 million miles traveled by 6,200 vehicles nationwide.

Alliance AutoGas handles Prins bi-fuel propane autogas-gasoline conversion kits for light-duty vehicles and has teamed up with Canada's BL Energie to form BL Energie USA. The new company will launch EPA and CARB-certified systems for heavy-duty diesel trucks.

Alliance AutoGas currently consists of 91 members, including propane fuel providers, vehicle conversion companies, and technology partners in 43 states.

Read the full announcement on the [Alliance AutoGas website](#).

Tesla Small Business Lease Program



Luxury electric vehicle automaker Tesla has created Tesla Finance, a subsidy to help small businesses drive away with a Tesla Model S and take advantage of tax breaks, including a federal \$7,500 tax credit.

Tesla CEO Elon Musk has promised to back every purchase made under the program, even if Tesla is unable to do so in the future. Customers will be able to electronically sign their leases for 36 months. After that, customers may keep their Model S or return it for the same residual value percentage as a Mercedes S Class.

Tesla says that they have made their leasing program simple, straightforward, and user-friendly. The leases themselves are less than three pages long, written in plain language, and delivery is completed with the push of a button.

Interested customers can calculate their estimated payments and read common questions at [Tesla's financing site](#).

PERC Autogas Advocacy Awards



The Propane Education & Research Council (PERC) has recognized five Clean Cities coalitions with their inaugural Outstanding Propane Supporter award. Virginia Clean Cities received the award for managing the Southeast Propane Autogas Development Program (SPADP). Launched in 2009, SPADP converted nearly 1,200 vehicles were to bi-fuel propane autogas-gasoline in 36 fleets across 12 states.

Other award recipients included Alabama Clean Fuels Coalition, Greater Indiana Clean Cities Coalition, Clean Fuels Ohio, and Dallas-Fort Worth Clean Cities.



Largest Volvo Truck Plant Recognized for Leadership in Energy Efficiency

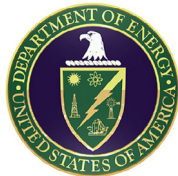
Volvo's New River Valley plant in Dublin, Virginia has been recognized by the U.S. Department of Energy (DOE) for their leadership in energy efficiency. As participants in the Better Buildings, Better Plants program, the plant has already achieved a 26 percent improvement in energy efficiency over the past three years. The improvement has earned the New River Valley plant one of the first facilities in the United States to be certified under DOE's Superior Energy Performance program. The program helps facilities establish energy baselines and savings goals, and provides certifications when facilities achieve significant savings. Volvo is now implementing the Superior Energy Performance program at facilities nationwide. The Volvo Group has achieved 16 percent efficiency savings nationwide and is working towards a goal of becoming 25 percent more efficient by 2025.



The New River Valley plant is Volvo's largest truck manufacturing plant in the world and covers over 1.5 million square feet. At this plant Volvo manufactures all of their Natural Gas trucks for the US market. Energy efficiency has become a major part of the facility's core business practices, with an energy team member reviewing and approving every purchase made by the plant. Volvo also asks employees to suggest energy efficiency projects and has committed to reinvesting the savings from these projects – about \$1.2 million to date – into future efficiency efforts.

Department Of Energy 2014 Strategic Plan

The U.S. Department of Energy's 2014 Strategic Plan serves as a guide of ensuring American security and prosperity by addressing energy, environmental, and nuclear challenges through science and technology solutions. The Strategic Plan consists of 12 objectives that fall under the umbrellas of Science and Energy, Nuclear Security and Management, or Performance. Objectives related to alternative fuels and transportation include:



1. Advancing the goals of the President's Climate Action Plan by supporting development, deployment, and efficient use of "all of the above" energy resources that also create new jobs and industries;
2. Delivering the scientific discoveries and major scientific tools that transform our understanding of nature and strengthen the connection between advances in fundamental science to technology innovation; and
3. Strengthening key science, technology, and engineering capabilities and modernizing the national security infrastructure.

New Ethanol Plant to Open in Hopewell



Due to a grant from Virginia and the Hopewell City Council, plans to revive the Osage Bio Energy ethanol plant are back on track. The grant will provide \$125,000 each year for two years and was approved by Governor Terry McAuliffe.

The plant was purchased by English company Vireol Bio Energy for \$13 million. Vireol originally planned to disassemble the plant and ship the parts back to their Grimsby, England facility, but instead, they have invested \$26.2 million in the Hopewell facility to begin production with the hope of creating 70 direct jobs, thousands of indirect jobs, and producing 62 million gallons of ethanol every year. The ethanol will come from corn, wheat, and barley, and will be blended with gasoline for fuel. Vireol plans to purchase these bushels of grain from local Virginia farmers. The dried distiller grain byproduct from this facility is a valuable component of animal feed and will provide new domestic usage and export opportunities for Virginia.

The plant is slated to begin operation this year and it will be the largest ethanol plant on the East Coast.

Green Lawnmowers



U.S. Lawns plans to help keep the grass greener in Hampton Roads. The Virginia Beach-based business will lease 72 propane cylinders and cabinets from local provider PAPCO for their 16 new propane-powered John Deere lawnmowers. As part of the conversion, U.S. Mowers had an employee field day, which included safety and training by PAPCO.

U.S. Mowers did not list cost savings as a motivation to convert their lawnmowers. Instead, they are encouraging their other locations to consider greener fuels to help the environment. Their president, Ken Hutcheson, encourages their franchisees to be mindful of water conservation, minimize waste, protect natural habitats, and promote plant health and longevity in order to create a more sustainable planet.

In addition to being a greener fuel, propane also costs less than gasoline, performs well, and the supply is produced in the United States. For additional information on propane mower financial incentives, check out the Propane Education & Research Council's [Propane Mower Incentive Program](#).

At Virginia Clean Cities, Every Day is Earth Day!

Although the official Earth Day was April 22, Virginia Clean Cities believes every day should be Earth Day! We would like to share some petroleum reduction tips that **all** drivers - from all fleets and fuels and vehicle types - can benefit from.

1. Reduce Speeding: Fuel efficiency generally decreases significantly at speeds above 50 miles per hour. This is because at high speeds, more fuel is needed to overcome resistance from aerodynamics and tire rolling. The fuel economy benefit of reducing your speed is 7% to 14%. The FuelEconomy.gov "[What is the speed penalty for my vehicle?](#)" tool allows drivers to calculate the fuel economy reduction for your specific vehicle and typical driving behavior.

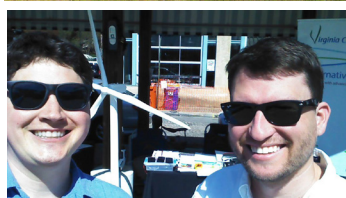
2. Conservative Driving: Gradual braking and accelerating can improve a vehicle's fuel economy by 33% on highways and by 5% on city roads. Driving conservatively not only helps conserve fuel and save money, but it is also a safe practice for drivers.

3. Combining Trips: Using one trip for multiple purposes can save fuel, time, and money by reducing driving distance and avoiding unnecessary cold starts. When the engine is cold, starting a vehicle can use twice as much fuel.

4. Reducing Load: By offloading unneeded items from the vehicle, drivers can reduce the amount of fuel consumed by up to 2% for each 100 pounds.

5. Vehicle Maintenance: Proper and regular vehicle maintenance can improve fuel economy by 40%. This includes keeping the engine properly tuned, maintaining proper tire inflation, and using the recommended grade of oil.

Virginia Clean Cities attended several Earth Day events across the Commonwealth. Below, Michael Phillips meets with Governor Terry McAulliffe and wife Dorothy, Alleyn Harned and Matthew Wade pose in front of a display at Richmond's Earth Day Celebration, and a Ford Fusion soaks up some rays on Mount Trashmore during Virginia Beach's Earth Day.



New and Renewing Stakeholders



Dominion Electric Vehicles distribute task-oriented electric vehicles from manufacturers, including Club Car and GEM. Their work trucks, outdoor vehicles, passenger vehicles, and security vehicles can be tailored to meet the specific consumer needs and charge on a standard household current.



ROUSH CleanTech designs, engineers, manufacturers, and assembles propane autogas systems for light- and medium-duty Ford trucks and vans in order to lower fleet environmental impact and operating costs.



Truck Enterprises is a multi-state dealership group featuring Kenworth, Volvo, and Isuzu commercial trucks. With eight locations across Virginia, Maryland, and West Virginia, they have a large inventory and should have trucks to meet any need.

Virginia Clean Cities counts on a diverse membership base to facilitate our mission. If you are considering becoming a stakeholder, please visit our membership page at www.vacleancities.org/get-involved/join-us.

Upcoming Events

- 5/16 – National Bike to Work Day
- 5/17 - Solar Photovoltaics: Introductory Workshop, Front Royal, VA
- 6/16-6/19 - Virginia Association for Pupil Transport Conference, Norfolk, VA
- 9/15-9/21 - National Drive Electric Week
- 9/25 - Fleet Learning Expo and Environmental Symposium, Virginia Beach, VA
- 9/26 - Green Fleet Golf Tournament, Tidewater, VA
- 10/17 - Odyssey Day
- 10/22-10/24 - Southeast Alternative Fuels Conference & Expo, Raleigh, NC

Please visit www.vacleancities.org for the latest information about all Virginia Clean Cities events.

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