

# Stakeholder Update



A Bi-Monthly Newsletter

November/December 2011

Director's Message p1	Roanoke EV p2	2012 Fuel Economy Guide p2	FuelMule CNG p2	Autogas Update p2	CNG Update p2	USB Biodiesel and Bioproducts p3	New Stakeholders / Upcoming Events p3	Flux Report p4
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PLATINUM, DIAMOND, AND GOLD STRATEGIC PARTNERS



## Director's Message

As we closed out the year of 2011, it is humbling to think of the great strides that our partners are making with alternate fuels in the Commonwealth and greater region. At Virginia Clean Cities we want to thank you for your effort and reinforce our partnerships in the new year.

2011 saw success with a wide range of cleaner domestic fuels and technologies. We saw heightened interest in new natural gas vehicles and infrastructure, as well as the installation of a CNG fleet station and major progress on new public CNG stations. Biofuels were successful with major biodiesel industry growth and huge successful biodiesel conference, and ethanol grew with new E85 stations sprung up in opposite corners of the state and progress on USDA blender-pumps. Significant inroads were seen in propane vehicles, with

hundreds of successful conversions and dozens of fleet stations deployed. And electric vehicles advanced statewide with the deployment of an initial network of public EV chargers and launches of several full sized electric vehicles for sale to consumers and fleets in the region. The year also saw success with emissions reduction technology at Luck Stone and Hampton Roads Transit and transit success with launch of the Norfolk Tide. Countless other stakeholder projects have contributed to reduced petroleum and reduced emissions.

For 2012 we will continue to grow on these programs and Virginia Clean Cities has efforts planned for all fuels and support for a wide range of stakeholders and clean fleets. Through our propane corridor and a Virginia's separate gaseous fuels initiative, we will demonstrate and advance that inexpensive cleaner option. We will leverage our clean diesel and gaseous fuel effort for

significant impact and assistance with Natural Gas, and deploy a working group for the fuel and technologies. We will continue educational biodiesel efforts as well as linkage partnerships to help fleets and fuel producers with specific issues for broader use of the renewable domestic fuel. And we will continue to plan and advance electric vehicle deployment statewide and focused in the Richmond region.

We thank you for your support and for all that you do to foster cleaner domestic fuel use. 2012 heralds great opportunity.



Allyn Harned

## Roanoke EV

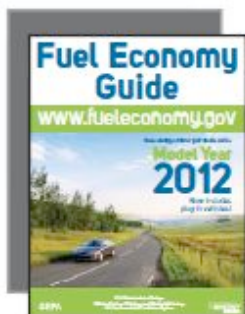
New transportation alternatives are cropping up all over the Commonwealth. In the Roanoke area, Dominion Electric Vehicles recently hosted a work truck workout in their local dealership. Dozens of energy saving small electric vehicles from companies such as Club Car, GEM, and Xtreme Green were on display to the public at the event. Dominion Electric Vehicles tailors to energy conscious companies and fleets for sales and service of small EVs. This is another step that continues the momentum of electric vehicles and infrastructure in the Commonwealth. For more information, visit [www.dominionelectricvehicles.com](http://www.dominionelectricvehicles.com)



## 2012 Fuel Economy Guide

The U.S. Environmental protection Agency and U.S. Department of Energy produce the *Fuel Economy Guide* to help car buyers choose the most fuel-efficient vehicle that meets their needs. The Guide is published in print form, and on the web at [www.fueleconomy.gov](http://www.fueleconomy.gov). The Guide provides annual fuel economy (broken down by city, highway, and combined statistics) and fuel cost estimates. You can also use the website to personalize fuel costs based on current fuel prices and your individual driving habits.

For additional print copies, please call DOE's Clean Cities Technical Response Service at 1-800-254-6735.



## FuelMule System

Ultimate CNG, a company based in Fairfax, is offering a new compressed natural gas solution for trucks in the U.S. The FuelMule truck is a self-contained, mobile CNG station which delivers CNG to fleets, in a fast-fill, on-site, in-tank application. Ultimate CNG states that with this technology, one FuelMule could provide CNG for 35-50 trucks per day.



There are many potential benefits of such a system. Ultimate CNG sees the fuel mule as a bridge to facilitate wide-spread adoption of natural gas as a truck fuel. This technology presents a potential option for faster adoption of clean fuels for trucks. Trucks that can bring the fuel to a business have the potential to ultimately solve the "chicken or egg dilemma" for many fleets that have too trucks to justify a permanent station. Ultimate CNG CEO Dennis Pick is available to answer any questions about this technology. Please contact him at 703-865-6636 or [dpick@ultimatecng.com](mailto:dpick@ultimatecng.com).



## Autogas Update

Stakeholders Alliance AutoGas and American Alternative Fuel reached a major milestone and are now EPA-certified to convert more than 200 vehicle types to propane autogas

## Autogas Update, cont'd.

utilizing the Prins System. AAF privately funded these EPA certifications to ensure fleet owners and managers nationwide can choose from a wide variety of vehicle makes and models when converting to propane autogas.

New certifications include the latest model years for the Ford Crown Victoria and E-series vans, and additional certifications for several medium duty GM platforms. With more than 200 eligible vehicles, this is the largest privately financed portfolio of autogas vehicle certifications in the U.S.

Fleets using autogas see savings on both fuel and maintenance costs. At fleet level fueling, autogas is an average of \$1.25 per gallon less than gasoline, and many fleets report reduced maintenance needs. In addition to the cost-savings benefits of autogas, it is also a cleaner-burning fuel that is 90% domestically produced.

For more information about Alliance Autogas, visit [www.allianceautogas.com](http://www.allianceautogas.com). For general questions about autogas in Virginia, contact Kevin Finder at [kfinder@vacleancities.org](mailto:kfinder@vacleancities.org)

## CNG Update

Virginia Clean Cities is excited to continue our efforts to advance compressed natural gas in the Commonwealth in 2012! There will be several exciting developments over the next few months and throughout the year that will help us carry momentum and educate people around Virginia about this clean, domestically produced fueling option.

Principle among these developments is that Virginia Clean Cities will provide support for the Department of Mines, Minerals, and Energy's State Gaseous Fleets program. As part of this program, VCC will assist local governments and appropriate business fleets with transitioning to compressed natural gas and propane autogas vehicles. This effort will allow state input in partnership with local companies.

VCC will partner with affiliates in Virginia's natural gas industries as well to establish additional infrastructure and fleet assistance for natural gas. We will also be looking towards creating and working group to discuss the future. VCC will also be announcing an upcoming event in the Richmond area in February as part of the National Clean Diesel Campaign that will discuss several options, including CNG. For more information on our CNG efforts, contact Ryan Cornett at [rcornett@vacleancities.org](mailto:rcornett@vacleancities.org).

## USB Awards Bioproducts and Biodiesel Grants to VCC

Virginia Clean Cities has been selected for the United Soybean Board's bioproducts program this year. This program will add to VCC's existing portfolio of projects that promote biodiesel and bioproduct use in the Commonwealth. As part of this program, Virginia Clean Cities will host a biobased products workshop in partnership with a fleet association chapter. In addition, Chesapeake Bay Watershed partners will also host a biobased products webinar. These events will both take place in the spring/summer of 2012.

VCC has also been selected to administer a Biodiesel Communications and Promotion Program. This project will comprise of three educational seminars to educate a broad range of individuals on the subject of biodiesel. This will build off the success of similar programs administered by VCC. In 2011, as part of a similar award, VCC hosted a successful regional biodiesel conference at James Madison University in collaboration with Greater Washington Region Clean Cities Coalition. This event was a major success with fleets and fuel partners from across the region attending. Stay tuned for information about these and all other upcoming events!



## Flux Report: CNG

With the help of VCC stakeholder Birch Studios, we will be regularly featuring several infographics that tell the story of a particular alternative fuel. The Flux Report is meant to give stakeholders and other interested organizations a quick snapshot of the alternative fuel landscape in Virginia. So far, the Flux Report has featured propane autogas, natural gas vehicles, hydrogen, electric vehicles, and biodiesel. The latest focus is on compressed natural gas. We hope you find this and all further Flux Reports helpful and look forward to releasing more in the future! You can view all Flux Reports at [www.vacleancities.org](http://www.vacleancities.org).

The Flux Report™

## New Stakeholders



**Ultimate CNG** Ultimate CNG's mission is to provide clean, plentiful and economic natural gas to U.S. trucks which will inherently increase the competitiveness of U.S. companies by lowering the cost of energy, reduce our dependence on foreign oil, and improve the environment by lowering the amount of greenhouse gas and other motor-fuel pollutants.



**Eaton Corporation** is a global leader in the development and manufacturing of complete hybrid power systems for commercial vehicles. Eaton's hybrid systems help cities and businesses to run cleaner, greener, more responsible commercial fleets. With nearly one third of all fuel being consumed by commercial vehicles, making the transition to Eaton's hybrid power system means cities and businesses can significantly reduce the amount of fuel they consume and emission they produce while also reducing their overall fleet operating costs.



**Ford Motor Corporation** is the second largest automaker in the United States and the fifth-largest in the world. Ford shows a strong commitment alternative fuels through the production of the Fusion and Escape hybrids, and the Focus Electric.

*If you are not a member and would like to consider membership, please visit our membership page at [www.vacleancities.org/get-involved/join-us/](http://www.vacleancities.org/get-involved/join-us/)*

## Upcoming Events

1/24- [Natural Gas Vehicle Infrastructure Conference and Exhibition](#), Houston TX,

2/TBA- Richmond Area Clean Diesel CNG Stakeholder Event

3/6- Green Truck Work Truck Summit, Indianapolis, IN. Contact [info@cleancities.org](mailto:info@cleancities.org) for stakeholder discount

3/24- Harrisonburg Downtown Renaissance Green Innovations Tour

3/25-28- Energy Independence Summit 2012 - Washington DC

4/30- [VCU Energy and Sustainability Conference](#)

*Please visit [www.vacleancities.org](http://www.vacleancities.org) for the latest information about all Virginia Clean Cities Events*

## Contact Us

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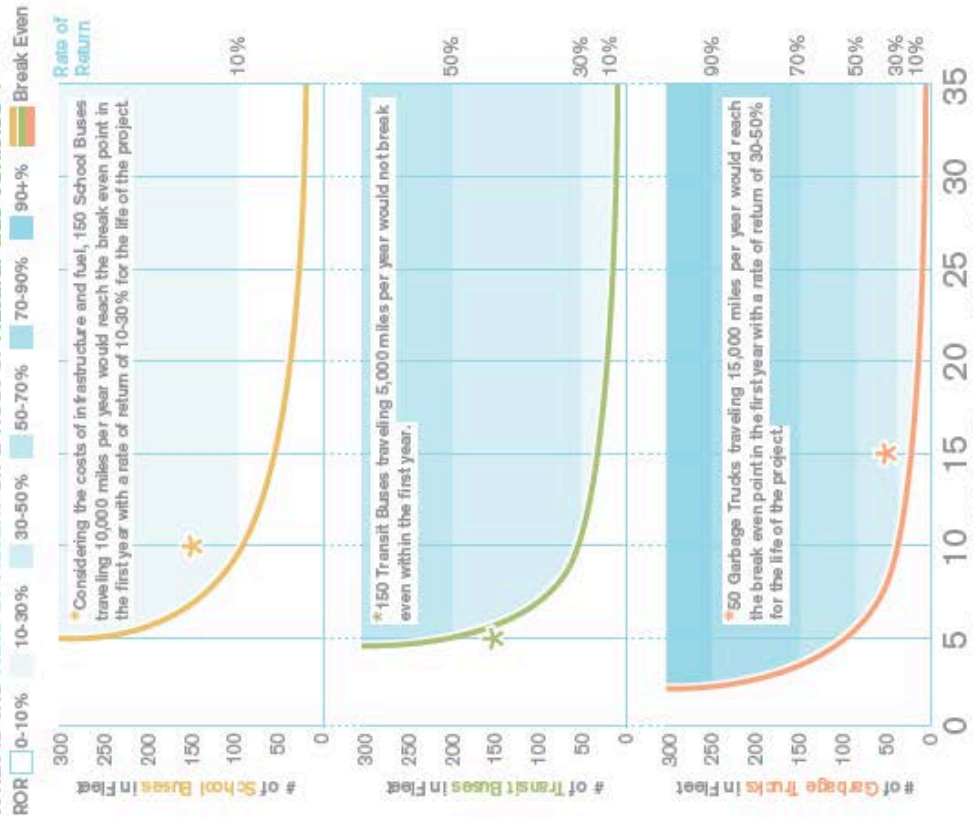
# The Flux Report™

Natural Gas Vehicles, 2011

a catalyst for change in the greentech sector



## What is the Rate of Return on a fleet of Natural Gas Vehicles\*?



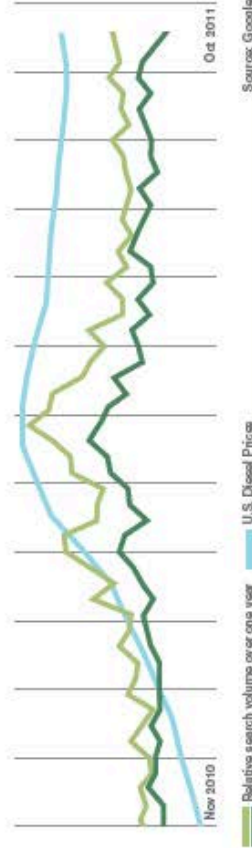
\*using compressed natural gas Source: Business Case for Compressed Natural Gas in Municipal Fleets, NREL/TP-622-27919, June 2010

## Top 5 Consumer Concerns about Natural Gas Vehicles

- 1 Fuel Storage
- 2 Infrastructure for Delivery and Distribution at Fueling Stations
- 3 Safety
- 4 Conversion Costs
- 5 Availability of OEM Produced NGVs

Source: Wikipedia

## Relative Search Volume for Compressed Natural Gas vs. Natural Gas Vehicle



## Top Related Search Terms For "Natural Gas Vehicle"

- advanced technology alternative
  - background basic bringing california center civic
  - natural-gas chrysler-cng coalition consulting contract
  - conversion/corporation cost data dedicated o/e efficiency environmentally expanding
  - forum friendly fuel-efficient fueling honda
  - information infrastructure ngv ngvi official partnership promoting
  - provider services station technical training use
- Source: Google