

Stakeholder Update



A Bi-Monthly Newsletter

September/October 2012

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PLATINUM, DIAMOND, AND GOLD STRATEGIC PARTNERS



Contracts for State Fleet Alternative Fuels Transition Announced

October brought great news for alternative fuels in the Commonwealth. At an event held at the Richmond Convention Center in conjunction with the Governor's Conference on Energy, Governor Bob McDonnell signed a multi-state memorandum of understanding and an executive directive aimed at transitioning Virginia's state vehicle fleet to alternative fuels. The Governor announced contractual agreements with VCC stakeholder Clean Energy and Alliance Autogas as part of the initiative. Clean Energy and Alliance were chosen from 14 companies who applied for the public-private partnership solicitation. The ceremony also featured Oklahoma Governor Mary Fallin, who is leading a coalition of 22 states to work with vehicle manufacturers to drive down costs of alternative fuels.

"Virginia has an opportunity to lead the nation by fully committing to making a substantial contribution to our nation's energy independence from foreign oil. The Commonwealth of Virginia owns thousands of vehicles powered primarily by gasoline or diesel fuels blended from foreign oil," Governor McDonnell said. "In addition to

reducing our nation's dependence on foreign sources of oil, a transition to natural gas and propane vehicles will also reduce emissions. Although these alternative fuel vehicles are available and operating on our roads today, available refueling infrastructure for these vehicles is limited. The agreements signed today will bring new refueling stations to Virginia at no-cost, and they will be available to state agencies, local governments, and private citizens and businesses. These alternative fuel vehicles can and should be used by the Commonwealth to reduce the Commonwealth's dependence on foreign oil and expand markets for domestic fuels.



"Not only is this good for the government and the environment, but ultimately it will be good for consumers and the economy as well. The infrastructure created through this

effort will be available to fuel passenger vehicles and other commercial fleets. Through this innovative public-private partnership we enter into today, the Commonwealth, industry leaders and innovators can work collaboratively to move state government and private industry away from vehicles fueled by gasoline and diesel fuel and reduce our dependence on foreign oil."

These actions respond to legislation passed unanimously by the 2011 General Assembly and an executive order issued in July 2011 that required the state to explore building the infrastructure and strategically converting the Commonwealth's vehicle fleet to use alternative fuels. Under the agreement, Virginia will partner with Clean Energy to build at least six new natural gas filling stations around the state, and with Alliance Autogas to develop at least seven propane stations. The contracts may also be used by municipalities and transit authorities across the state to convert their fleets and it is anticipated that commercial partners will want to work with the Commonwealth to consolidate demand for infrastructure as well. Additional refueling stations will be constructed based on increasing demand. For more information about the state conversion, contact Alleyn Harned at aharned@vacleancities.org.

Sears Holdings Chooses Autogas for Service Fleet

Sears Holdings began converting its fleet of service vans to propane autogas last month, starting with 27 new Ford E-250 cargo vans from VCC stakeholder ROUSH CleanTech being used in the Seattle area for Sears Home Services. This deployment has the potential to significantly multiply the number of propane autogas fleet vehicles Sears adopts, contributing to a significant reduction in the company's carbon footprint in the future.

State legislators and Washington dignitaries, including Washington State Representative Katrina Asay and Federal Way City Council members Dini Duclos and Linda Kochmar, were on hand at the unveiling on September 27th to recognize the environmental commitment of Sears Holdings decision to fuel with a clean and affordable alternative fuel.

"Propane autogas has proven safe, reliable and environmentally friendly, and we look forward to putting this fuel to work in our fleet," said Stu Reed, Sears Holdings senior vice president and president of Sears Home Services. "The conversion of 27 of our product repair vans to propane autogas is one of several initiatives we have underway to improve the efficiency of our fleet of 10,000 Home Services vans. If we get the type of efficiencies we expect by converting these vans to ROUSH CleanTech propane autogas, we could scale this to all 10,000 service vans."

Fueling with propane autogas leads to significant reductions in exhaust emissions with up to 25 percent less greenhouse gases, 20 percent less nitrogen oxide and up to 60 percent less carbon monoxide than gasoline-powered vehicles. Historically, propane autogas costs 30 to 40 percent less per gallon than gasoline and up to 50 percent less than diesel, and vehicles fueled with propane autogas also offer reduced maintenance costs and the potential for extended engine life.

To assist Sears in refueling efficiently, Ferrellgas installed three 1,000-gallon refueling stations at two Sears full-line store parking lots and at one parts and repair facility in Seattle, Federal Way and Lacey at no cost.



Wholesome Energy Wins Award for Nonox Technology

Congratulations to Virginia Clean Cities stakeholder Wholesome Energy on winning the WWL Orcelle 2012 grant from the Savannah Ocean Exchange! Wholesome won the award for their Nonox Emulsion Combustion System and its use in both land and sea applications.

The Nonox emulsion combustion unit (ECU) is a complete emulsion fuel system containing the mixing chamber and fuel/water proportioning controls. The ECU can be switched back and forth between emulsion and straight fuel at the flick of a switch. The Nonox Fuel Emulsions System is easy to install with little or no down time for the customer, the return on the investment is typically less than a year, and on larger installations much less than that. This system is most attractive in today's market due to ever increasing fuel costs and more stringent emissions regulations. Information may be found at <http://www.nonoxltd.com/>.

CNG Vehicle Update

VCC Stakeholders Ultimate CNG and NGV Motori have announced news regarding CNG vehicles in the past month. In the last edition of the Stakeholder Newsletter, we highlighted the use of Ultimate CNG's shuttle buses at the Republican and Democratic National Conventions. Ultimate has recently announced that they are selling these buses including nine 2012 E-450 Champion Challenger CNG 23 passenger buses as well as three E-450 Champion Challenger CNG 18 passenger buses. Please contact Ultimate CNG for further information.



NGV Motori has announced the availability of the EPA approved Diesel International DT 466 series engine, an Intermediate Diesel to CNG dedicated package. This is the second EPA approved Diesel to CNG (Dedicated) along with the Mercedes 906 Engine (Detroit Diesel). NGV Motori also offers EPA approved Kits for the Ford E 450 Super duty 6.8L V10 engine package in CNG and the E350 Super Duty 5.4L gas engine in CNG. These Packages are available for the model years 2005 to 2010. For more information about these items, please contact Ryan at rcornett@vacleancities.org.

Clean Energy Makes Strides

Virginia Clean Cities stakeholder Clean Energy is making strides in delivering compressed natural gas throughout the Commonwealth. Clean Energy recently opened its first CNG public-access station in Virginia on Maury Street in downtown Richmond and expects to open its second station adjacent to Dulles International Airport. Both public-access stations are open 24/7 and are co-located with Clean Energy's partner Quarles Fuel Network. Working with Commonwealth officials, Clean Energy expects to develop a strategic network of CNG station locations throughout Virginia, taking advantage of the extensive inter-state highways traversing the Commonwealth.

Clean Energy has also entered into an agreement with the state government to enable state and local governmental entities to purchase natural gas for their vehicle fleets as part of the state's conversion to alternative fuels. Commonwealth, county, city, municipal and other Virginia government bodies will be able to access special pricing for CNG fuel and services through the state's procurement website, eVA. Clean Energy also plans to build CNG fueling stations and provide CNG vehicle conversions for Commonwealth and local Virginia governments that want to take advantage of the benefits of natural gas as a transportation fuel. "Through his leadership, Governor McDonnell has put Virginia on a path to a more secure energy future," said Mark Riley, Vice President, Eastern Region for Clean Energy at the signing ceremony in Richmond. "Clean Energy is honored to partner with the Commonwealth on this ground-breaking program that will give the Commonwealth, local governments and consumers easier and greater access to natural gas as their fuel choice." For more information about natural gas vehicles and infrastructure, please contact Ryan Cornett at rcornett@vacleancities.org.



Odyssey Day 2012

Virginia Clean Cities held two events in the Commonwealth on October 18th as part of the National Alternative Fuels Training Consortium's biennial Odyssey Day celebrations. The celebrations took place across the country and included over 160 events focusing on the use of alternative fuels.

VCC's events were held at Tidewater Community College in Chesapeake and the Turner Pavilion in downtown Harrisonburg. The event in Chesapeake featured information sessions about alternative fuels and demos of fleet and consumer vehicles representing all alternative fuels. The event was held in conjunction with a Propane Roadshow as part of the Southeast Propane Autogas Development Program, one of several events across the region that seek to educate fleets about autogas. The event in Harrisonburg featured presentations of James Madison University student research and alternative fuel and advanced technology demos from local car dealers and other vendors. Altogether, over 100 people attended VCC Odyssey Day events in the Commonwealth.

Odyssey is supported in part by funding from the U.S. Department of Energy, through a grant for the Advanced Electric Drive Vehicle Education Program. Additionally, Honda and Toyota are 2012 national sponsors and longtime supporters of Odyssey, while AmeriCorps National Civilian Community Corps (NCCC) and West Virginia University are national partners of the event.



VCC Holds Successful Electric Vehicle Charging Event

Mayor Dwight C. Jones performed the Richmond Omni Hotel's first official plug-in last Wednesday following the Business Case for Electric Vehicle Charging Station Forum, hosted by the hotel and Virginia Clean Cities. The forum provided an overview of electric vehicles and made the case for installing electric vehicle charging stations – the \$2,000 charger installed in the Omni Hotel has already paid for itself in guests that solely chose the hotel for the need to recharge their cars. For more information, contact Michael Phillips at mphillips@vacleancities.org



New and Renewing Stakeholders



General Motors is one of the world's largest automakers. From electric and mini-cars to heavy-duty full-size trucks, monocabs and convertibles, General Motors offers a range of vehicles in more than 120 countries around the world.



Clean Energy is the largest provider of natural gas fuel for transportation in North America and a leader in the expanding natural gas vehicle fueling market.



OpConnect, LLC is an Oregon company that has developed a rich network of suppliers and partners to develop, produce and support the OpConnect Electric Vehicle Charging System™.



Alliance AutoGas is the only complete program to help American fleets transition from gasoline to autogas, the world's most popular alternative fuel.

Virginia Clean Cities is a 501c3 corporation. 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/.

Upcoming Events

- 12/4- CNG Stakeholder Call
- 12/5-7- Virginia Transportation Conference, Tyson's Corner, VA
- 12/12- Charlottesville CNG Workshop
- 1/8- Autogas Stakeholder Call
- 1/30-31- VCU Energy and Sustainability Conference, Richmond, VA
- 2/13- Quarterly Stakeholder Luncheon, Richmond, VA
- 3/6-8- Work Truck Show, Indianapolis, IN
- 4/8-10- Energy Independence Summit, Washington, DC
- 6/24-27- ACT Expo, Washington, DC

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

Contact Us

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The Flux Report™

Biodiesel Edition, 2012



WHAT IS BIODIESEL?

Biodiesel is a **clean burning alternative fuel**, produced from a wide variety of **domestic, renewable resources**. Biodiesel can be blended with petroleum diesel to create a biodiesel blend. Biodiesel blends can be used in diesel engines with little or no modifications. Biodiesel is **simple to use, biodegradable, nontoxic, and essentially free of sulfur and aromatics**.

MANY MAJOR U.S. AUTOMAKERS accept the use of up to **B20 BLENDS** in their diesel engines



Biodiesel has added **\$4.23 BILLION** to the national GDP

BQ-9000 CERTIFIED biodiesel producers, marketers & laboratories help ensure that **ONLY THE HIGHEST QUALITY** biodiesel meeting ASTM specifications gets put into **YOUR FUEL TANKS**



ENERGY SECURITY

PRODUCED FROM A VARIETY OF RENEWABLE RESOURCES, SUCH AS

plant oils, fats, recycled grease, and even algae,

BIODIESEL IS THE most diverse fuel on the planet

THE PRODUCTION AND USE OF **biodiesel**, results in a



78.5% DECREASE

in **CO2 emissions** COMPARED TO PETROLEUM DIESEL

biodiesel has the **HIGHEST ENERGY BALANCE** of any commercially available fuel,

RETURNING

5.54 UNITS

OF RENEWABLE ENERGY for every one unit of fossil energy needed to produce it