

Stakeholder Newsletter



A Bi-Monthly Newsletter

2013 Volume 2- March

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PLATINUM, DIAMOND, AND GOLD STRATEGIC PARTNERS



Newport News Making Strides With Propane Autogas

The City of Newport News expects to save more than \$30,000 in fuel costs each year after converting 22 of their fleet vehicles from gasoline to propane autogas. Not only is the city saving money, they're utilizing a cleaner-burning fuel that's domestically produced.

Newport News is one of more than 35 public and private fleets participating in the Southeast Propane Autogas Development Program. In 2011, the city applied for and was awarded funding assistance through SPADP to convert some of the city vehicles to run on propane autogas, a clean, affordable and domestically produced alternative fuel. Newport News selected 12 Ford Crown Victorias and 10 Chevrolet Silverado 2500 trucks to be converted to autogas. Vehicle conversions began in October 2011 and all conversions were completed within six weeks.

Alliance AutoGas, a nationwide network of autogas fuel providers and certified conversion centers, was instrumental in the success of the program. Conversion center Baker Equipment

performed all of the vehicle conversions for Newport News, and Phillips Energy installed a 1,000 gallon autogas tank with fuel dispenser at the fleet's home base.



The city is saving a significant amount on fuel by switching to propane autogas. Newport News pays less than \$2 per gallon of autogas while the price of gasoline continues to rise across the nation. Even with a 10 percent reduction in range with autogas, the city is still saving approximately \$1 per gallon compared to gasoline. Add a \$.50 tax credit offered nationwide, and the savings start to pile up. With 22 vehicles using approximately 18,000 gallons of autogas each year, the city

expects to save about \$31,000 annually on fuel costs. Additionally, the autogas vehicles have already eliminated more than 6.6 tons of greenhouse gases, and since 98 percent of our nation's autogas supply is produced in North America, the city is displacing thousands of gallons of imported oil by utilizing a domestically produced fuel. Fleet operators are satisfied with the driving performance and safety of their autogas vehicles, citing the importance of reliable transportation to servicing the city's various needs.

The Southeast Propane Autogas Development Program is comprised of public and private partnerships throughout 10 southeastern states, Denver and Pittsburgh. Over its four-year span, the program will work with over 35 public and private fleets to put more than 1,200 clean autogas vehicles on the road and implement many autogas fueling stations. Supported by funding from the American Recovery and Reinvestment Act and the U.S. Department of Energy's Clean Cities Program, it is managed and administered by the Virginia Department of Mines, Minerals and Energy and Virginia Clean Cities at James Madison University.

For more information about this program, visit www.usepropaneautogas.com.

Alternative Fuels Tax Credits

Recently, VCC held a Tax Incentives Workshop in conjunction with the Virginia Society of Certified Public Accountants in Richmond. The workshop featured presentations and discussions involving tax incentives and other tax-related issues of concern to fleet managers and decision-makers who have implemented, or are thinking about implementing, alternative fuel or advance technology vehicles in their fleets. Especially in light of the recent passage of the American Taxpayer Relief Act, it is vitally important for you to understand how your business, fleet, or government organization can better understand taxes and take advantage of the credits and incentives that are available to you.

To help inform you of applicable taxes and laws, the Department of Energy's Alternative Fuel Data Center maintains an up-to-date list of all federal and state laws and incentives that affect alternative fuel vehicles. You can visit www.afdc.energy.gov/laws/ and search laws, and incentives, read key legislation, and find examples of laws and incentives from local governments.

ACT Expo Offers Clean Cities Discount

Join the 2013 Alternative Clean Transportation (ACT) Expo in our nation's capital to help celebrate the 20th anniversary of the Clean Cities program. ACT Expo is North America's largest alternative fuel and clean vehicle technology conference and expo—representing electric, hybrid, hydrogen, natural gas, propane autogas, and renewable fuels.



This conference brings together more than 3,000 stakeholders—fleets,

technology companies, OEMs, fuel providers, infrastructure developers, and policymakers—for a real world look at the rapidly evolving clean transportation industry. Now in its third year, ACT Expo is unrivaled in its ability to provide strong educational content, hands-on access to new technologies, and valuable networking opportunities to progressive transportation professionals. Admission to the exhibit hall is free, and reduced rates are available for fleets and Clean Cities stakeholders. To get your discount code, contact Ryan Cornett at rcornett@vacleancities.org

DB3 Logistics Success Story

Locally owned and operated company DB3 logistics recently teamed with the Virginia Green Operators (GO) program and Virginia company Truck Enterprises to replace and retrofit 100% of their fleet with cleaner running units and emissions catalyst technologies. Owners Michael and Scott Davis originally started as owner-operators and opened the doors at DB3 in 2011 with a vision for improving the logistics supply chain and being a leader in cleaner transportation.

Truck Enterprises assisted in many of DB3's truck purchases and performs 100% of the maintenance on the company's tractors. The consistency in DB3's fleet and in the maintenance keeps the trucks on the road and continuing to operate efficiently. Gene Hassell, General Manager of Truck Enterprises Chesapeake, said: "Scott and Michael embody what the GO Program is trying to achieve. These guys sat behind the wheel and know what it takes to operate in the very competitive port drayage market. They have taken their older trucks off the road and are replacing them with newer model trucks, including a 2012 KW T-800, which was the first 2012 truck in the GO Program. You can tell how much pride they take in having a 100% green fleet."



Autogas Mowers

With golf season close at hand, you might be excited to know that the fairways and greens at your local course may have been manicured with the help of clean, domestic autogas! Governments and businesses across the country are seeing the benefits of autogas in commercial mowing applications, as replacing gasoline as a fuel source can improve both air quality and their bottom line. New engines and conversion kits are available, and the technology is proven. Propane mowers offer simple, often on-site refueling, tax credits and exemptions on fuel costs, and an almost 50% reduction in greenhouse gas emissions and 80% reduction in carbon monoxide.

The Propane Education and Research Council (PERC) partners with industry to bring new engines to market and even offers a Commercial Mower Demo Program. For more information, visit www.autogasusa.org.

Clean Energy Opens New CNG Station in Richmond

On March 6th, VCC joined stakeholder Clean Energy as they opened a brand new compressed natural gas station in Richmond. The station is a partnership between Clean Energy, the Commonwealth of Virginia, Quarles Petroleum, and the City of Richmond. It is located at 211 Maury Street just off of I-95 and provides fast-fill service 24/7 to the public and fleets. The station is compatible with credit cards and fleet cards.

CNG is one of the cleanest-burning transportation fuels available. In light-to medium-duty vehicles, CNG emits up to 30% less greenhouse gas than gasoline or diesel powered models. This new station is a first step in the Governor's plan to transition state-owned vehicles to alternative fuels. "In addition to reducing our dependence on foreign oil, turning to natural gas vehicles means we will save money and reduce emissions, as well as expand the market for one of Virginia's important domestic energy resources," said Governor Bob McDonnell.

Governor McDonnell added "Our contract with Clean Energy for conversions, fuel, and public fueling stations will allow us to develop partnerships like this across the Commonwealth, and support our citizens who decide to drive natural gas vehicles. Virginia is leading the nation with this initiative and we are pleased that Richmond is willing to lead the way with us."

"Compressed natural gas is just one investment we've made to create more economically competitive and environmentally resilient fleets," said Richmond Mayor Dwight C. Jones. "Investing in CNG vehicles, like our 25 new refuse trucks, is an important part of our RVAgreen Sustainability Plan, because using the fuel in our fleets enables us to operate more efficiently, reduce costs, and produce less harmful emissions."

Besides environmental and energy security benefits, this low-carbon fuel costs up to \$1.50 less per gallon equivalent when compared to conventional gasoline or diesel fuel.



Shorepower Technologies Installs Truckstop Charging in Lexington



Shorepower Virginia has announced six truckstops, including one in Lexington, have added electric plug-in power pedestals to their locations. The six truckstops located in Iowa, New Mexico, Ohio, Pennsylvania, Virginia, and

Wyoming now offer truck operators and fleets more than 150 truck parking spaces with power connections. Five of the six locations are also offering connections providing 480-volt power for hybrid refrigerated trailers.

There are more than 50 locations around the country that have been outfitted by Shorepower Technologies. Shorepower provided most of the electrical pedestals through the Department of Energy's Shorepower Truck Electrification Project (STEP).

STEP is a project that is funded by the U.S. Department of Energy, administered by Cascade Sierra Solutions and carried out in partnership with Shorepower Technologies (SPT). SPT is constructing more than 1,200 Electrified Parking spaces for long-haul trucks at 50 truck stops across the nation. The 1,200 parking spaces will more than double the available truck stop parking spaces equipped to provide electrical power to long-haul trucks. Power at the new truckstops is free through March 31st.

Energy Independence Summit

The 2013 Energy Independence Summit is your chance to join the nation's premier clean transportation leaders and Clean Cities coordinators to discuss best practices and educate federal policymakers on driving America to a clean transportation future! This is an annual event coordinated by Transportation Energy Partners, an independent, national non-profit policy and education organization that works toward energy independence by creating and implementing a national fuel and technology neutral strategy to advance clean vehicle goals and policies. The summit focuses on education and seeks to facilitate a connection between stakeholders and their elected officials that furthers the cause of alternative fuels and technology. Virginia Clean Cities invites you to join us for this summit in Washington D.C. from April 8-10. For more information, and to register, visit www.transportationenergypartners.org.



New and Renewing Stakeholders



Quarles Petroleum is a fuel oil distributor, propane supplier, service station supplier, and fleet fuel site provider. Quarles is a leader in advancing CNG and biodiesel along with traditional fuels.



Virginia Natural Gas distributes natural gas to more than 275,000 residential, commercial and industrial customers in southeastern Virginia.



NGV Motori provides solutions for natural gas conversions. From prototyping to certifications, to after market servicing, NGV Motori is a worldwide leader.



PERC Promotes the safe, efficient use of propane gas as an energy source through investments in research, safety, and consumer initiatives.



Dominion Electric Vehicles brings you electric vehicles from America's leading manufacturers including club car, GEM, and Xtreme Green



Formation is a branding, public relations and marketing firm located in Austin, Texas. Formation specializes in shaping landscapes from the perspectives of five core practice groups: Strategy, Communications, Branding, Media Production, and Technology

If you would be considering membership, please visit our membership page at www.vacleancities.org/get-involved/join-us/.

Upcoming Events

- 4/2- CNG Stakeholder Call
- 4/8-10- Energy Independence Summit, Washington, DC
- 4/25- Central Virginia Sustainable Network Lunch, Lynchburg
- 4/29- CNG Training, Chesapeake
- 5/7- LPG Stakeholder Call
- 6/4- CNG Stakeholder Call
- 6/17-20- VAPT Pupil Transportation Conference, Richmond
- 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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BENEFITS *of* BIODIESEL

BIODIESEL IS COST EFFECTIVE

WORKS with existing engines, no new equipment necessary

COSTS about the same as diesel but may vary slightly

IS USED in existing tanks and dispensers (pre-cleaning recommended)

IS MADE primarily from domestically produced soybean and waste oils. It can be made from non-edible feedstocks such as camelina or algae

SUPPORTS more than 39,000 jobs to meet the Renewable Fuel Standard (RFS) in 2012. This number is expected to grow to 74,000 jobs in 2015 *

ADDS \$3.8 BILLION to the nation's Gross Domestic Product and creates \$2.8 billion in household income (based on 2012 production levels)

BIODIESEL IMPROVES NATIONAL ENERGY SECURITY

PROVIDES an immediate solution to our energy security needs

RELIEVES PRESSURE on oil imports from the Middle East to maintain fuel diversity. The US spends \$1 billion per day and \$1 million per minute on foreign oil **

BIODIESEL IS CLEANER BECAUSE IT:

MEETS CLEAN diesel standards

IS DESIGNATED as an alternative fuel by the US Department of Energy and US Department of Transportation

REDUCES GREENHOUSE GAS emissions by 89% ***

IS APPROVED as an advanced biofuel by EPA to meet the RFS and can be blended at any level with diesel fuel ****

MEETS INDUSTRY lubricity standards by improving the lubricity value of the fuel, thereby reducing engine wear and improving operating costs



* (source: Cardno ENTRIX)

** (source: Energy Information Administration)

*** according to Argonne National Laboratory (Science Mag. Oct. 2011)

**** (see ASTM standards D6751 for B100, D975 for up to B5, D7467 for B6-B20, and D396)



Biodiesel reduces Greenhouse Gas emissions by 89%