Natural Gas Fueling Station Development Commonwealth of Virginia

Jim Norris
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Mid-Atlantic Region
Company Profile - Clean Energy

- **Largest provider of vehicular natural gas (CNG & LNG) in North America**
  - 250 million gallons sold during 2012
- **Turn-Key Service Station Development**
  - Design, Build & Maintain & Operate Stations
  - Fuel Promotion /Fleet Sales & Marketing
  - Vehicle Financing for Operators
- **Operating Territory**
  - 300+ stations
  - 32 U.S. States
  - 33 Major Airports
  - Fuel 25,000+ customer vehicles daily
- **Publicly-traded as CLNE on NASDAQ**
About Clean Energy

Largest Alternative Transportation Fuel Provider

500+
Fleet Customers

25,000+
Natural Gas Vehicles

300+
Natural Gas Fueling Stations

Compressed Natural Gas (CNG)  Liquefied Natural Gas (LNG)

Taxis & Shuttles  Government Vehicles  Public Transit  Trucking
Refuse Hauling  Telecom

25,000+ Natural Gas Vehicles
300+ Natural Gas Fueling Stations
500+ Fleet Customers

Largest Alternative Transportation Fuel Provider
According to the US Energy Information Administration the spread between natural gas and petroleum is forecasted to increase in the coming years; fleets using natural gas will have a competitive advantage over those using gasoline.
CNG FAST FILL
America’s Trucking Fleets are Switching to Natural Gas

LNG

Heavy Duty- Trucks
Typical “Public-Access” Stations

- **Initial Station Capacity**

  - 1 Fueling Islands
  - 2 Dispensers- 3600 PSI
  - 4 Hoses
  - 2 - 500 SCFM Compressors
  - Capable of Flowing 5-12 GPM (GGE)
  - Expandable for Vehicles & Volumes
  - Appealing and User Friendly!
Partnerships with both National & Regional Fuel Network Providers enables “fast tract” public-access station deployment in strategic locations.
America’s Natural Gas Highway—September 2013

First Station Completed: Baytown, TX
Short-Term Virginia’s Natural Gas Fuel Station Infrastructure Plan

**Legend**
- **Short-Term Station**
- **America’s Natural Gas Highway**
- **Interstate Highway**

**Dulles**
- **Fairfax/Loudoun Counties** (Northern Virginia)
  - 340 state vehicles, significant airport sector vehicle market

**Staunton, VA**
- (Shenandoah Valley)
  - 200+ state vehicles, interstate intersection, landfill applications
  - **Supports America’s Natural Gas Highway I-81**

**Richmond**
- **Greater Richmond**
  - 1000+ state vehicles
  - Support for City of Richmond vehicle fleets

**Wytheville, VA**
- (Virginia’s aCorridor)
  - 179 state vehicles
  - Intersection of Interstate 77 and 81
  - **Supports America’s Natural Gas Highway I-81**

**Chesapeake**
- (Hampton Roads)
  - 700+ state vehicles, VA Ports Maritime applications

**Norfolk**
- (Hampton Roads)
  - 750+ state vehicles, VA Ports Maritime applications

**Reagan National Airport (Arlington, VA)**
- (Northern Virginia)
  - 345 state vehicles, significant airport sector vehicle market

**Blackburn, VA**
- (New River Valley)
  - 702 state vehicles, VA Tech

**Wytheville, VA**
- (Virginia’s aCorridor)
  - 179 state vehicles
  - Intersection of Interstate 77 and 81
  - **Supports America’s Natural Gas Highway I-81**
Announcing New “Public-Access”
CNG Fueling Stations

➢ Washington Dulles Airport *(local area)
45149 Old Ox Road @ Quarles Fuel Network
Just off Rt.28 & Rt.606

➢ Richmond, Virginia
200 Maury Street @ Quarles Fuel Network
Just off I-95 Maury Street Exit on Right
Thank you for considering Natural Gas Fuel for your vehicle fleet. We welcome the opportunity to explore with you further how Natural Gas Fuel can...

**Save Money** all while "**Going Green**" !!!

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