

Stakeholder Update



A Bi-Monthly Newsletter

March/April 2012

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PLATINUM, DIAMOND, AND GOLD STRATEGIC PARTNERS



ROUSH CleanTech: Autogas Fleet Efforts

For the outsider looking in, it doesn't seem like companies that deal with ground transportation, medical supplies and elevators have that much in common. Yet, as diverse as these industries are, they do have one thing in common. They have all chosen to incorporate alternative fueled vehicles into their fleets. And the alternative fuels available today are just as varied as the industries these companies serve. From compressed natural gas and propane autogas to biodiesel and electric, fleet managers have a lot to sort through when making this important choice.

SuperShuttle of Phoenix, Ariz., Wright & Filippis of Rochester Hills, Mich., and ThyssenKrupp Elevator of Atlanta, Ga., have each chosen propane autogas as a viable alternative fuel and have incorporated ROUSH CleanTech propane autogas vehicles into their fleets. Each of these companies has noted significant reductions in operating costs and vehicle emissions by fueling with propane autogas.

SuperShuttle, a recognized name in the airport ground transportation business, is operating more than 60 ROUSH CleanTech liquid propane autogas Ford E-350 passenger vans in their ground transportation fleet. Ken Brooks, national purchasing manager for

SuperShuttle, has found significant savings with propane autogas.

"We are seeing tremendous fuel savings right now. The switch to propane autogas technology was a smart thing to do," says Brooks.

From an operating cost standpoint, propane autogas currently provides each SuperShuttle franchise van owner / operator an average savings of \$280 per week in fuel costs, or \$14,500 per year. And to make operating on propane autogas easier and even more profitable for their franchise owners, SuperShuttle installed an on-site propane autogas fueling station, centrally located for all drivers to use.

"Our franchisees travel up to 600,000 miles over the lifetime of their vehicle. By making the switch to propane autogas, our drivers are not only saving money and lowering our nation's dependence on foreign oil, but reducing carbon emissions by the ton, and this is something they can feel good about," said Brooks.

Wright & Filippis is another company inspiring people to change the way they think about fleets by choosing clean-burning, domestically produced propane to fuel their business. Believing "First to Serve, First to Care" is the only way to do business, Wright & Filippis, the nation's largest family-owned home medical equipment distributor, is reducing its fleet carbon

dioxide emissions by 933,000 pounds each year. They've switched 25 percent of their 50-vehicle fleet to propane autogas.

"We feel strongly that propane autogas is a practical and proven solution in reducing our operating costs and becoming more eco-friendly," said Tom Hopkins, department head of logistics for Wright & Filippis.

The company has reported saving \$3,000 per vehicle, per year on fuel and maintenance costs while displacing over 44,000 gallons of gasoline burned by switching to propane autogas. "I would encourage any manager that operates a fleet, to take a look at the propane autogas solutions that are out there today," said Hopkins. "I think they will find that this is a very cost-effective solution that makes sense for their fleet as well."

Like Wright & Filippis, ThyssenKrupp Elevator knows remaining on top means being fiscally, socially and environmentally sustainable. For Tom Armstrong, director of fleet at ThyssenKrupp Elevator, this meant evaluating alternative-fueled vehicles to explore ways to combat rising fuel costs, and to learn which fuels were sustainable now and for the next generation.

"We are challenged in today's marketplace to go green," said Armstrong. "We were determined to reduce our fuel consumption and find sustainable vehicles that worked for us. When we laid out all the fuels available, continued on pg. 2

ROUSH CleanTech, cont'd

there was only one alternative fuel source that met all of our criteria, and that was propane autogas."

ThyssenKrupp Elevator is reducing its carbon footprint by 12,237 pounds of CO2 each year for a total of more than 67 tons annually across the 17 vehicles already in use. Armstrong estimates the company is displacing more than 2,000 gallons of gasoline per vehicle each year. This alone provides more than \$35,000 in annual fuel cost reductions to the company's bottom line.

ThyssenKrupp Elevator is committed to leaving behind a sustainable future for the generations to come by operating a green fleet that minimizes impact on precious natural resources, conserves fuel costs, and builds a foundation for moving their successes to the other markets they serve. ThyssenKrupp is already expanding its fleet of clean-burning propane autogas vehicles with one more on order for its Phoenix location, six more being deployed in Seattle, 10 for its Los Angeles location, and eight awaiting deployment in San Diego, Calif.

ROUSH CleanTech, the manufacturer of the propane autogas fuel systems for these companies' fleet vehicles, is dedicated to providing quality, performance and service to help make the transition to clean, domestically sourced energy seamless for its customers. To ensure that all regulations are being met for its customers, all ROUSH CleanTech systems are EPA- and CARB-certified and meet NHTSA, FMVSS and NFPA standards at the time of launch.

"Propane autogas is quickly becoming the gold standard by which other alternative fuels are measured, said Joe Thompson, president of ROUSH CleanTech. "Fleets across North America are deploying propane autogas vehicles because they make economical and environmental sense."



GWRCCC Promotes Green Fleets in 2012

The Greater Washington Region Clean Cities Coalition (GWRCCC) will host the Alternative Fuels and Advanced Technology Vehicles Expo on May 22, 2012. The event is the first of its kind for the Greater Washington Region. It will be held at Washington Gas Operations Campus in Springfield, VA with on-site registration opening at 7:30 am. Several dozen vehicles are expected to be on display including Compressed Natural Gas, Liquefied Natural Gas, Hydrogen, Propane, Biodiesel, Ethanol and Electric.

The day will feature a variety of presentations and addresses designed to inform and help area businesses to make informed decisions to start the deployment of alternative fuel vehicles into their daily business practices. Presenters will talk to the audience about what the future holds and a variety of ways to increase their "Return on Investment (ROI) by the use alternative fuels and vehicles in an ever increasing era of conventional fuels costs. For more information, contact GWCCC at (202)671-1580.



VCC Advertises New Position Opening

VCC has announced that it will search for a Director of Grants Administration. The Director of Grants Administration will provide management-level support to Virginia Clean Cities. It will be under the supervision of and providing support to an Executive Director and other senior staff and have staff assistance with able program managers as project staff and administrative financial assistance. The university grant projects also receive guidance and support from an office of sponsored programs including program, legal and accounting support.

This is a grant-funded position. The position will be based primarily in Harrisonburg, Virginia; however, travel throughout Virginia and the United States may be required on occasion for professional conferences and as project needs dictate. For more information, visit JMU Joblink at joblink.jmu.edu.

SPADP Update

The Southeast Propane Autogas Development program continues to make strides in its efforts to deploy and promote autogas in fleets throughout the Southeastern United States. Recently, the program kicked off a series of roadshow events with the Clean Air Rally and Autogas Parade which was held in Atlanta, GA in the Centennial Olympic Park. The rally featured a parade of autogas vehicles of all types—on and off-road—and culminated in a walk down "New Technology Lane," to a press conference, which was held in the park's amphitheater. To find a roadshow event in your area, visit www.usepropaneautogas.com/roadshow-series.

On May 11th, the program will be holding a media event in Baltimore, MD to celebrate Veolia Transportation's conversion of 200 vehicles as part of the program. Local politicians and dignitaries, including US Senators Cardin and Mikulski, Governor O'Malley, Maryland Secretary of Transportation Beverly Swain-Staley and Baltimore City Mayor Stephanie Rawlings-Blake have been invited.

The Program is putting more than 1,200 clean autogas vehicles on the road and implementing more than 30 autogas fueling stations throughout 10 Southeast states, Denver and Pittsburgh. Program fleets have eliminated nearly 130 tons of greenhouse gases and displaced more than 110,000 gallons of gasoline as of last month. Alliance AutoGas provides fueling infrastructure and conversion equipment for Program fleets, utilizing the PRINS VSI system from co-founding partner American Alternative Fuel, with fuel supply from fellow co-founding partner Blossman Gas.



Richmond Compelling Case CNG Workshop

Virginia Clean Cities is teaming up with The Clean Vehicle Education Foundation to put on a Compelling Case for NGVs Workshop in Richmond, VA on July 25th.

CVEF's comprehensive "Compelling Case for NGVs" workshops, which are co-hosted by Clean Cities Coalitions and other clean-air/clean-transportation/ alternative fuel advocates across North America, are designed for public and private fleet operators and policy-makers and cover several key topics that relate to the implementation of natural gas vehicles into your fleet portfolio

CVEF's "Compelling Case..." Workshops are underwritten, in large part, by NGV America and their natural gas vehicle, equipment and service company members. This allows our co-hosts to offer these educational events at low registration fees, CVEF is proud that net proceeds that may be generated from these events are donated to the co-host Clean Cities Coalitions to assist them in furthering NGV education. Details for this event-- including an agenda, registration instructions, and other information-- will be available on our website. For details, contact Ryan at rcornett@vacleancities.org.

Hydrogen Video Now Online

As part of a Hydrogen Education grant in conjunction with the Department of Energy's Hydrogen and Fuel Cells Program, VCC helped produce three segments for the auto magazine show Motorweek. These segments aired during Motorweek broadcasts and could be seen on PBS and Discovery.

These videos highlighted not only the viability and progress of hydrogen and fuel cells in terms of vehicle technology, but also looked at hydrogen and fuel cell technology in the arena of power, manufacturing, and other early market applications. The third video focused on an update of advances in hydrogen vehicles and infrastructure deployment. To view this and other VCC videos, visit our YouTube page at www.youtube.com/user/VirginiaCleanCities.



Biodiesel Webcast a Success

VCC, in conjunction with the United Soybean Board and TV Worldwide, recently held a webcast that focused on biodiesel issues and deployment at the national and state level. The webcast featured several stakeholders and other guests discussing the positives of using biodiesel, as well as some of the issues surrounding it.

The program included a discussion of biodiesel at the national and state level with Alleyn Harned (VCC) and Dennis Smith (National Clean Cities), an educational presentation from Richard Nelson (National Biodiesel Board), a fleet presentation Jay Lewis (Dominion Virginia Power), and fuel producer presentation from REG Biodiesel. The webcast also included a discussion component where audience questions were answered by studio participants. To view the archived webcast, visit www.tvworldwide.com.



ACT and Government Fleet Expo Offer Discounts

VCC has been offered discounts for its stakeholders at the upcoming ACT and Government Fleet Expos! The ACT Expo 2012 event will showcase the tremendous advancements and successes now taking place in the field. "What role will your fleet, fuel, vehicle, or technology play in the shift towards alternative fuels?" To register, go to www.actexpo.com and enter promo code CCFLEETVA for fleet stakeholders or CLEANCITIESVA for non-fleet stakeholders.

The Government Fleet expo is a 3-day training and educational program that addresses the top challenges for public sector fleet managers. Register with promo code VCC12 to receive \$50 off a full conference pass.

REVI Project Releases Electric Vehicle Reports

The Richmond Electric Vehicle Initiative has recently announced the release of two reports that address some of the issues of electric vehicle charging infrastructure.

VCC collaborated with Clean Fuels Ohio and Sustainable Transportation Strategies to release a report on siting electric vehicle charging stations. This report offers guidance on how and where to install equipment to keep electric vehicles powered up and running reliably. The report also discusses a range of options that will improve EV charging options at multi-unit housing and in nearby neighborhood settings. The report also considers common factors to consider while siting a charging station on a specific property, such as connecting to electrical power, power capacity, network communications, integrating with existing and new infrastructure, and environmental conditions. It can be found by visiting <http://www.vacleancities.org/news/report-on-electric-vehicle-charging-stations>.

Another report was released that detailed EV station accessibility for persons with disabilities. "EV Charging for Persons with Disabilities" covers accessible parking, access from vehicle to charging equipment, using the EV charging station, returning to recharge the vehicle, accessing the destination, and fast charger considerations. This report can be found at www.virginiaev.org.

GM Offers CNG Vehicles

At the 2012 Work Truck Show, Virginia Clean Cities Stakeholder General Motors demonstrated the 2013 Bi-Fuel Silverado 2500 that can run on cheaper, cleaner, domestic compressed natural gas or regular gasoline, and is engineered and produced by GM under their warranty and dealer network. 5 year 100,000 powertrain warranty, 6.0L V8 engine, 17gge CNG and 36 Gal gasoline tank is 650+ range. More info at www.gmfleet.com/afv. Virginia Clean Cities published a Stakeholder Snapshot video featuring Gary Ragland of GM talking about GM's new offerings. You can view it and all other Virginia Clean Cities videos by visiting our YouTube page at www.youtube.com/user/VirginiaCleanCities.

Stakeholder Submission: Dominion Electric Vehicles

(Note: We will try to feature an article submitted by one of our stakeholder organizations in each edition. Please contact Ryan to find out how to submit an article.)

As budgets tighten, as gasoline prices accelerate, as individuals and institutions pay greater attention to their carbon footprint and Sustainability issues, electric utility vehicles are experiencing renewed popularity.

These EV's are inexpensive to acquire, inexpensive to operate and return great benefit. They are zero-emission and quietly utilize inexpensive fuel for pennies a mile. Most important, they are not toys and they are not "just golf carts". They are commercially-viable vehicles that can do the work of small gas-powered trucks and vans.

The phrase "Task-Oriented Vehicles" has recently been coined to describe this category. It is an appropriate term because electric utility vehicles can be configured to perform a wide variety of tasks. When range and ambient temperature information is analyzed, electric utility vehicles can be properly equipped and outfitted to perform important work tasks.

In addition to typical use on campuses, around factories, businesses, parks, and municipalities, electric utility vehicles now serve as food vending carts, EMS rescue vehicles, street corner food trucks, plows, spreaders, wheelchair transports, and more.

As you review vehicle needs and purchase contracts, please consider the low costs and high efficiency of task oriented small electric vehicles.

—Andy Kaplan, Dominion Electric Vehicles

USB Biobased Solutions for Government

President Obama made a major announcement for the nation on February 21, 2012. The White House Memorandum "Driving Innovation and Creating Jobs in Rural America through Biobased and Sustainable Product Procurement," directs the federal government to dramatically increase its purchases of biobased products during the next two years.

The initiative is designed to strengthen the economy, create jobs and support business growth. It recognizes that biobased products help U.S. energy security.

"President Obama understands that a strong American economy is tied to a healthy, vibrant rural economy," said Agriculture Secretary Tom Vilsack, who chairs the White House Rural Council. "The actions we are taking will bring new economic investments to our rural communities, to ensure the people who live in these towns have a better, brighter future."

Please visit www.soybiobased.org for a copy of the White House Memorandum

New and Renewing Stakeholders



Alliance AutoGas offers a one-stop shop to get your fleet up-and-running on clean, economical propane autogas. With a turn-key solution, including vehicle conversion, on-site fueling, and ongoing safety training and technical support, you'll be saving money and reducing emissions in no time.

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

5/4- National Propane Partner Meeting, Asheville, NC

5/6- [EDTA Electric Vehicles Symposium](#), Los Angeles, CA

5/11- SPADP Veolia Press Event, Baltimore Maryland

5/15- [ACT Expo](#), Long Beach (Register with discount codes CCFLEETVA for fleet stakeholders OR CLEANCITIESVA for non-fleet stakeholders for up to 25% off registration!)

5/21-25- [AGL Resources CNG Training Series](#), Atlanta, GA

5/22- GWRCCC Alternative Fuels Conference, Washington DC

6/13- VCC Stakeholder Lunch, Harrisonburg, VA

6/18- Government Fleet Expo, Denver, CO (Register with code VCC12 for \$50 off conference pass)

7/25- Compelling Case for Natural Gas Workshop, Richmond, VA

Please visit www.vacleancities.org, or contact Ryan at rcornett@vacleancities.org for the latest information about all Virginia Clean Cities Events.

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