



2011 ANGA Management Roundtable

October 4, 2011



Lead by Example

- We are the ones who can make Natural Gas Vehicles (NGV) a part of our future and create the market.
- The U.S. is behind in NGV's on the road with only 120,000 out of 250,000,000.



Implementation

Chicken or the Egg Theory

- **Vehicles vs. Filling Stations**
- **Both must be available**



Trussville Experience

- **Installing a public fueling station in our area at the site of a new Chevron service station.**
- **Hired a local engineering firm with CNG experience**
- **Started converting newer vehicles in our city fleet**
- **Purchased (3) NGV Honda Civics & wrapped them**
- **Purchased a small compressor for our office & then enlarged it to easily handle (8) vehicles.**
- **All new vehicles will be CNG.**
- **Converting (32) patrol cars to CNG**



Benefits of CNG and NGV

- Lower fuel cost – 25⁰% to 50⁰% or more
- You know what you pay for gas; do the math - approximately 8 gallons per MCF
- Increased Gas Sales for LDC's
- New Market
- Cleaner Burning - better for transportation equipment
- Less Pollution - better for the environment
- Dollars stay in the U.S. rather than going to foreign countries that may or may not be our friends.



Steps a Gas Utility Should Take

- Agree to integrate NGV's in your fleet plan.
- Fairly evaluate use of NGV's in your fleet.
- Support local, state and federal NGV incentives.
- Make each driver a salesperson with marketing info in the vehicle they drive:
 - MPG
 - Cost of Gas
 - Performance of Vehicles
 - Environmentally Friendly