

# SHOWTIMES

ACT EXPO 2015

MAY 7

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Two compressors and their accouterments, all on one skid. —Page 6

## Agility Building in Salisbury

North Carolina plant is to open later this year. —Page 9



PSI's Eric Cohen and PI's Bob Pachla celebrated the deal at ACT Expo yesterday.

## PSI Is Buying PI

Power Solutions International said yesterday that it's agreed to purchase Powertrain Integration for approximately \$30 million. The deal is expected to close in about 30 days.

Powertrain Integration supplies engines including the 8.0-liter 'PIthon' that powers the propane autogas S2G from Freightliner Custom Chassis Corp.

PSI (Booth 419) supplies a range of fuel-flexible engines ranging from .97 liters to 22 liters of displacement.

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## Smith Is Back: With Chinese Backing

Frito-Lay's Mike O'Connell (left) with Smith's Austin Hausmann — seen here with a Smith Electric Vehicle 'Newton' truck that's operating in Frito-Lay's Dallas-area fleet. It has 36,000 miles on its odometer!

With 12 million on-road miles on its all-electric delivery truck fleet, Smith Electric Vehicles is transitioning from demonstration phase to scale, with the announcement this week of a \$35 million joint venture with Hong Kong battery and vehicle producer FDG Electric Vehicles Limited.

The JV allows Smith to "go to our partners and say, we have stability, capital, capacity," business strategy and process VP Terry Pageler tells *ShowTimes*.

Smith's customers include Coca-Cola, FedEx Express, Staples and Frito-Lay, Smith's largest customer, whose 88-kilowatt-hour 2012 Smith Newton is on display here

in [Booth 1155](#). It's one of 265 Smiths in the company's national fleet, says Mike O'Connell, Frito-Lay senior director of fleet operations.

"The trucks have been great. Drivers like them. They meet all our needs."

The JV trucks will incorporate Smith's platform, control software and subsystems in a 12,000- to 16,500-GVW range truck with FDG's batteries. A modular approach will let customers choose battery capacity of roughly 20 to 160 kilowatt-hours, depending on their unique needs, Pageler says. The trucks will be assembled in Kansas City.



Air Liquide hydrogen boss Bob Osterreich

## Toyota Is Talking Free Hydrogen

A big selling point for hydrogen electric vehicles is their fast fueling. Toyota, which has seized the hydrogen fuel cell vehicle commercialization lead with its Mirai (already on sale in Japan) is planning to offer "free fuel to our first customers," Toyota Motor Sales fuel cell vehicles brand manager Ed LaRocque told *ShowTimes*.

Details are still being worked out, as U.S. sales of the Mirai don't begin until October. Toyota ([Booth 1137](#)) named eight Northern and Southern California dealerships that will handle the vehicle. Toyota is working with FirstElement Fuel on a California fueling station network.

Air Liquide, exhibiting here across the aisle from Toyota at [Booth 1036](#), is to build twelve 700-bar fueling stations in five states along the New York to Boston corridor: New York, New Jersey, Massachusetts, Connecticut and Rhode Island. First stations are to come online in early 2016.

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# NEW

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#### LIGHTWEIGHT

As a result of our joint venture with Hexagon, we have developed a new 27" diameter all carbon fiber construction cylinder, which provides greater capacity and reduced weight while maintaining outstanding strength characteristics.

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New, area Pressure Relief Device (PRD) technology releases pressure from the cylinders if a thermal event or damage to the system occurs. These new PRDs monitor the entire length of the cylinders and empty the fuel system with the fastest flow rate available.



# EDTA Points to Electricity Certainty

The Electric Drive Transportation Association is pleased to partner with the 2015 Alternative Clean Transportation (ACT) Expo, North America's largest clean fleet show. This year's program features a number of new workshops and forums focused on electric drive technology and how these vehicles are meeting the needs of drivers and fleet operators, while advancing American energy security, environmental sustainability, and economic independence from a monopoly fuel.

EDTA (Booth 1345) is the cross-industry trade association promoting the advancement of electric drive technology and electrified transportation. Our members represent the entire value chain of electric drive, including vehicle manufacturers, battery and component manufacturers, utilities and energy companies, smart grid and charging infrastructure developers. Collectively, we are committed to realizing the economic, national security, and environmental benefits of displacing oil with hybrid, plug-in hybrid, battery, and fuel cell electric vehicles.

Even with reduced imports, our energy and economic security continue to be threatened by oil dependence. Our transportation sector is still almost wholly fueled by a single commodity, whose price is set by the global market and whose availability is subject to significant geopolitical uncertainty.

Electrification offers fleet operators the benefits of cheaper, cleaner, quieter operation that benefits operators, consumers and companies' bottom lines. Automakers are expanding their commitment to electrification with offerings of diverse sizes, price points and capabilities, and nearly every major manufacturer now has an electric drive light-duty vehicle in the market and more on the way. Visit EDTA's Electric Drive Zone in the Exhibit Hall for a hands-on experience with some of the latest vehicles and technologies, including models from Nissan, Toyota and Ford.

During Thursday's program, EDTA members such as Clipper-Creek (Booth 1239), AeroVironment and Momentum Dynamics will explore technology and manufacturing breakthroughs in electric vehicle supply equipment (EVSE). Companies like ChargePoint, CarCharging and NRG eVgo will address national and regional charging infrastructure deployment and meeting driver needs at home and on the go.

Finally, a consistent theme throughout this week will be certainty in pricing. While oil prices may be low today, businesses are all too aware of oil price volatility and the challenges it can pose for a company with a gasoline-powered fleet. Electricity prices are substantially lower than petroleum fuels – even cheaper than headline-making \$2-per-gallon gasoline – and they are stable. Domestically-produced grid electricity, on average, can power plug-in cars at the equivalent of \$1 per gallon of gasoline – roughly 3.13 cents per mile.

Transforming the way we move goods and people and reducing our dependence on oil requires new ways of thinking, planning and operating. EDTA is excited to be part of that discussion this week in Dallas, and we invite you to continue that dialogue in Montreal, Quebec for the 29<sup>th</sup> World Electric Vehicle Symposium (EVS29), June 19-22, 2016.

Genevieve Cullen  
President, Electric Drive Transportation Association



Genevieve Cullen



## The Measurement Challenge

BSR, the international Business for Social Responsibility organization, is hosting a working session on “the science and next-generation practice of measuring the sustainability impacts of transportation fuel.”

*Buying More Sustainable Fuel: The Measurement Challenge* takes place at **8:30 this morning in Room C3**.

It's part of BSR's Future of Fuels initiative, supported by Coca-Cola, CSX Transportation, the GE Foundation, PepsiCo, Shell, Suncor Energy, the U.S. Department of Defense, UPS, Volvo North America, Wal-Mart, and Westport Innovations.

“We will consider the whole set of fuels for transportation, including petroleum, natural gas, biofuels, electrification, and

hydrogen, and results will inform the sustainability Fuel Tool being developed by Future of Fuels,” BSR says.

BSR Future of Fuels director Ryan Schuchard will conduct the session here.

Busy this morning? *BSR15: Resilient Business, Resilient World* takes place November 3-5 in San Francisco.

Walmart has experimented with CNG and LNG fuel, various hybrid technologies and even waste grease to power its Advanced Vehicle Experience Concept Truck (above), which is on show at **Booth 1755**. Peterbilt (Booth 136), Great Dane Trailers (1637) and Capstone Turbine are among the development partners.



Ryan Schuchard

SHOWTIMES

Publisher

Kirk Fetzer

415-385-0987; [Kirk@CTNPublishing.com](mailto:Kirk@CTNPublishing.com)

Editor

Rich Piellisch

415-305-9050; [Rich@FleetsandFuels.com](mailto:Rich@FleetsandFuels.com)

Writer

Jamie Knapp

Production Artist

Kevin Clarke

Advertising Manager

Nancy O'Brien

Advertising Manager

Brien O'Brien

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CONVENTION & TRADE SHOW NEWS

## Xperion's in Production in Ohio



Xperion reports that its all new 50,000-square-foot plant in Heath, Ohio is now fully operational, producing lightweight Type IV CNG cylinders. The state-of-the-art facility is centrally located, close to several OEM factories. Xperion is a member of Germany's Avanco Group. It is one of the largest CNG cylinder manufacturers in the world.

Xperion's Kerry Emswiler, Sean Ellen, CEO Holger Garbrecht, Roland Scillo and Dwight Hansen at [Booth 1123](#).



John Coursen and Wayne Powers of Worthington Industries

## Worthington for CNG Tanks, Rigs

Worthington Industries is promoting CNG cylinders and CNG cylinder assemblies for heavy duty vehicles – as well as propane autogas fuel vessels and cylinder safety – at [Booth 759](#).

“Worthington offers the only fully integrated CNG fuel system in the industry for heavy duty trucks,” says alt fuels GM Wayne Powers. With last year's acquisition of dHybrid, Worthington offers a full selection of CNG fuel systems, as well as fuel cylinders.

The CNG line-up includes back-of-cab, rail-mount, top-of-body and canopy designs, as well as tail-gate assemblies.

Worthington is close to final certification – it's expected late in June – of a new line of 26.2-inch-diameter Type III carbon fiber-on-aluminum CNG cylinders. Depending on the fill situation, they can hold 15% to 25% more natural gas than competing tanks, Powers says.

Worthington offers propane autogas fuel tanks, too – more than 1,000 variations, manufactured in Jefferson, Ohio and in Slupsk, Poland. All are made of welded steel, and all x-rayed for quality prior to shipping, Powers says.

Worthington continues to emphasize CNG cylinder safety. The industry is “averaging two cylinder rupture events a year right now, and people should be made aware of it,” says product line manager John Coursen, citing the greater number of NGVs in service and aging equipment.

Coursen argues that fuel vessels for natural gas vehicles should meet the same standards of safety required for other transportation modes, such as aircraft and ships and rail. That means testing to three-times service pressure instead of the factor of 2.25 now required. Worthington also advocates a drop test to better gauge impact resistance.

## 'Same Purchase Price as Diesel'

Quantum Fuel Systems and U.S. Gain Clean Fuel – suppliers of lightweight CNG cylinders and onboard CNG fuel assemblies and CNG fueling stations, respectively, announced a supply and marketing alliance to package and place CNG trucks “through existing dealership relationships at the same purchase price as diesel trucks.”

“This program gives the fleet and truck operators the opportunity to defer paying any upfront capital requirements,” said president and CEO Brian Olson.

The program is to initially include a 123-DGE

Quantum back-of-cab system on a Kenworth 680 truck. One payment plan would allow fleets to amortize the additional cost of the CNG fuel system via a CNG fuel contract with Gain. The CNG would be priced as low as \$1.99 per gallon.

Via a second option, the customer would pay the incremental cost at the time of the vehicle purchase and would buy fuel from Gain at preferred pricing levels. “In both cases, the customer can lock in a low CNG fuel price for up to five years,” the companies said here yesterday.

Gain is at [Booth 750](#). Quantum is at [1527](#).

## NACFE Details Efficiency Savings

Fourteen fleets saved \$477 million – about \$9,000 per year per truck – and cut carbon emissions by 19% in 2014 by adopting efficiency technologies, according to the North American Council on Freight Efficiency's fourth Annual Fleet Fuel Study, released here yesterday.

ROI for these 14 early adopters came in at 2.5 years, NACFE said, fueled by last year's high diesel prices.

“These technologies are working for these fleets. They're saving fuel, they're continuing to buy technologies over time,” NACFE executive director Mike Roeth said.

The nonprofit NACFE's study calculated data provided by the 14 participating fleets against a business-as-usual scenario, meaning fleets that don't adopt efficiency technologies.

NACFE ([Booth 1450](#)) surveyed the fleets, both large and small, to find out what percentage of their new purchases in any given year used any of 68 potential efficiency technologies. The results indicate an increased adoption rate of 42% in 2014 from a baseline of 18% in 2003.

As a result, the 14 fleets have achieved 7.0 mpg on average.

“These fleets offer a roadmap to other fleets, given their experience,” Roeth says.



Market development director Jennifer De Tapia (left) and Trillium CNG president Mary Boettcher with the PepsiCo Supplier of the Year trophy at [Booth 605](#).

## Trillium Lauded by Frito-Lay

In what may be a first for an alt fuel supplier, Trillium CNG has been recognized as Supplier of the Year by the fleet division of Frito-Lay North America. Jennifer De Tapia, director of market development, accepted the honor from Frito-Lay fleet sustainability manager Ken Marko at PepsiCo's Annual Fleet Summit.

Trillium CNG earned the award for superior customer service and operational excellence in supporting Frito-Lay's network of one private and nine public access CNG stations.

Trillium dispensed more than 2.2 million GGEs to Frito-Lay last year. The stations had uptime rates approaching 100%. “Additionally,” says Trillium, “Frito-Lay recognized Trillium CNG specifically for its proactive safety procedures and on-site safety training.”

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# Clean Energy Makes It 'Easy'

## Demonstrates 'Easy Bay' Using New Demo Truck

Clean Energy Fuels is demonstrating its NGV Easy Bay maintenance facility modification product for natural gas vehicles at [Booth 1629](#), and at the same time is showing off one of its two new demonstration trucks.

NGV Easy Bay was introduced last year as "the first code-compliant fabric barrier system utilizing an industrial curtain designed for quick, cost-efficient installation and operation... the lowest cost separation and vapor containment system available."

ACT Expo attendees will be able to see how the Clean Energy system can sequester a natural gas truck at an existing facility.

The truck is a state-of-the-art Peterbilt 579 with 135-diesel gallon equivalent back-of-cab CNG cylinder array by Agility Fuel Systems ([Booth 437](#)).

Clean Energy has also purchased an LNG-fueled Freightliner Cascadia, with twin

rail-mounted tanks by Chart Industries ([Booth 727](#)) holding 156 DGEs.

The two will be used to let fleet operators test natural gas, at no charge, for several days.

"We already have a list of fleets that have signed up," says Clean Energy VP Chad Lindholm. "We're giving it as a tractor and you can put your load on the back."

Lindholm notes that in order to deliver optimal fuel economy and performance, both demo trucks have a direct drive transmission, partial chassis fairings, side extenders and a three piece roof fairing.

Freightliner is at [Booth 705](#). Peterbilt is at [136](#).

Clean Energy facility modifications sales manager Wally Dubno is to discuss his firm's NGV Easy Bay at the *Fuel, Infrastructure, and Training* session in [Room C1](#) at **9:00am today**.

Clean Energy Fuels VP Chad Lindholm in the driver's seat (note green seat belt) of the CNG Peterbilt. That's maintenance maestro Wally Dubno at left (note NGV Easy Bay curtain).



## Parker for NGVs, Parker for NGV Fueling

Parker Hannifin's Veriflo Division is promoting several natural gas vehicle-enabling products at [Booth 537](#).

For NGVs, Parker is showing the FM80 fuel regulation module. "The breakthrough," Parker says, "is the use of a robust piston design with best-in-class flow regulation, [and]

**Parker's FM80 fuel regulation module is billed as the industry's only fully integrated CNG flow control and regulation system for 5- to 12-liter engines.**

incorporation of a high-flow shutoff valve and a large high-flow filter." Heat exchange technology offers "stellar" extreme weather performance, while the FM80's anodized

aluminum design isolates gas and coolant.

For NGV fueling, the Parker XF70 fast-fill commercial and fleet dispenser has been designed as the industry's first NFPA 52 and CSA NGV fully-compliant solution for large fleets. The XF70 is the CNG fleet fueling industry's "first internet-enabled CNG dispenser, using IoT smart technology to manage fueling strategies and maintenance." Companion TF25 time-fill posts were designed for waste truck fleets.

## Bauer Launches M-Series Duplex

Bauer Compressors is showing its new M-Series Duplex natural gas compressor for the first time at [Booth 427](#). The unit combines two C23.2 compressors powered by a pair of totally enclosed, fan-cooled, high-efficiency 50-horsepower motors, with inlet buffer tank and vapor recovery tank on a single in-line skid.

Each compressor delivers 75 cubic feet per minute of fuel for a system total of 150 cfm at 5000 psi with an inlet pressure of 15 psi. The unit can accommodate inlet pressures as low as 5 psi and as high as 200.

Optional features of Bauer's new M-Series Duplex include high pressure drying, priority filling, cell phone modem with remote notification, on-skid NEMA 7 electrical panel, and under-skid storage.

As with other Bauer products, the company claims the industry's "best warranty," with 24/7 customer support for the new M-Series Duplex.

Bauer recently completed an expansion which added 16,500 square feet to the manufacturing area of its plant in Norfolk, Va. The facility houses state-of-the-art robotic sheet metal manufacturing equipment and an automated powder-coat paint line, as well as testing, evaluation and customer training facilities.

"This investment is testimony to Bauer's commitment to utilize the latest in world-class, state-of-the-art, high productivity manufacturing, assembly and testing facilities in support of our mission to provide our customers with the highest performing, highest quality compression systems on the market at the best value" said Bauer Compressors president Tony Bayat.

Bauer's Michael Mayer, John Mirabelli, Paula Hebert and Kelvin Sutano at [Booth 427](#).





# THIS IS INNOVATION

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# Autogas in Action at the Pump

## Or, Propane Dispensers: You've Come a Long Way, Baby

Propane autogas dispensers have come a long way.

This is welcome news to fleet operators whose goals are to run a more efficient, cost-effective and environmentally friendly operation.

PERC (the Propane Education & Research Council), a presenting sponsor of ACT Expo 2015 is providing timely information about why autogas makes sense at [Booth 407](#).

The clean, abundant and domestic alternative fuel results in reduced costs and better performance, and recent innovations at the pump have allowed for more accurate and simplified use for fleet operators.

All-inclusive web-based networked dispensers, advanced metering technology, more certifications and new fuel nozzles are streamlining the autogas refill process while providing greater efficiencies for fleet management.

### Data Drives Decision

Until just a few years ago, it was a challenge for a fleet operator to capture data that proved propane autogas vehicles made business sense. Today's web-based dispensers, like the new PRO-Vend 2000 from Superior Energy Systems ([Booth 407](#)), can track data for a virtually unlimited number of vehicles, drivers and customers.

A driver pulls up to a web-connected autogas dispenser, identifies himself through a keypad, and enters his personal identification number, vehicle number, mileage and any of the custom data fields his company requires. By recording fleet data like vehicle miles, miles per gallon and cost per mile, fleet managers can have real data to compare fuels.

Tailored system reports show whether the fleet is meeting its goals. Fleet operators can import that data into a third-party fuel management system and compare how their vehicles fueled by autogas are performing compared to their gasoline or diesel vehicles.

Some dispensers have touchscreen systems with a built-in video monitor that can be used for driver training, friendly fueling reminders – or even an advertisement.

The benefits include a quick auto-connection, less emissions and faster fueling. Several propane autogas “euro nozzles” are on the market, including one manufactured by Sweden's Staubli ([Booth 1323](#)) that Alliance AutoGas ([Booth 312](#)) and Superior Energy Systems use.

Mike Walters, VP of safety and training for Superior Energy Systems, says the nozzle simplifies the autogas refill process. He notes that no gloves or eyewear are needed to fuel. Todd



Superior Energy Systems' Pro-Vend Dual Hose propane autogas dispenser flanked by the SES Pro-Vend 1000 (left) and Pro-Vend 2000 – SES is now offering coriolis mass flow meters from Emerson Micro Motion.

### Error-Free Measurements

Mass flow metering is another recent advancement. Mass flow meters eliminate “fuel slippage,” an unavoidable side effect with mechanical meters. No volume corrections are needed to account for fluid variables, resulting in more reliable, error-free fuel measurement. Units with mass flow meters also lower costs, as they require little to no maintenance compared with mechanical meters, and can be replaced less often since they have no moving parts.

Mass flow meters work by introducing coriolis force into the flow stream of a fuel dispenser, then measuring liquid flow by detecting the resulting change in fluid momentum. Mass flow meters are ideal for measuring liquefied gases such as autogas due to the fuel's inherent temperature and pressure fluctuations.

Both CleanFuel USA ([Booth 300](#)) and Superior Energy Systems offer dispensers with mass flow meter technology.

### Positive Fill Experience

Countries in Europe have been using it for years, and now a new lightweight “euro-style” nozzle is gaining momentum in the U.S.

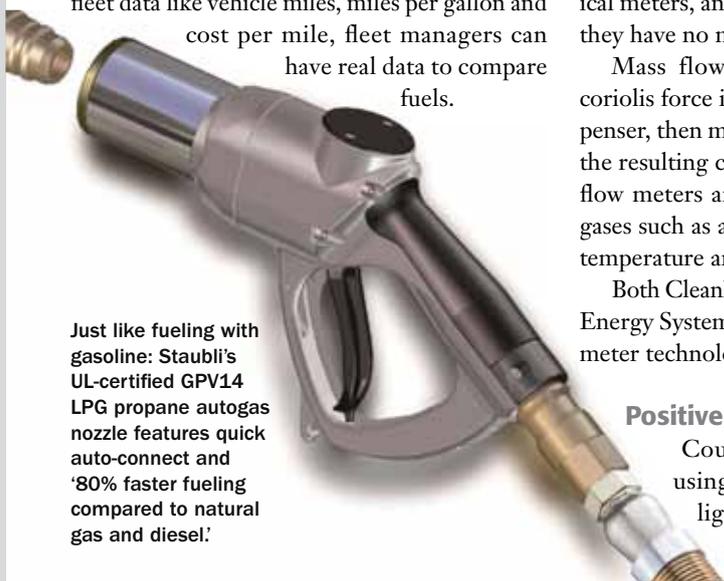
Mouw, VP at Roush CleanTech ([Booth 407](#)), says that the euro nozzle offers a positive fill experience for the end user, reduces fugitive emissions, and puts the U.S. on par with how autogas is dispensed around the world.

There's been a recent industry-wide consensus to standardize the euro nozzle instead of the Acme device currently used. To refill with the new nozzle, vehicles fueled by autogas can be retrofitted or an adaptor can be purchased.

### Safe and Certified

Propane has long been known as a safe energy. And the fuel dispensers are no different. Propane autogas dispensing systems comply with all applicable National Fire Protection Association (NFPA) standards, and are Underwriters Laboratories (UL)-listed and Canadian Standards Association (CSA)-approved. Now, many dispenser manufacturers are getting their units certified through the National Conference of Weights and Measures. The National Type Evaluation Program certification ensures national, uniform technical standards exist for weight and measuring devices and add yet another level of security for the end users.

Just like fueling with gasoline: Staubli's UL-certified GPV14 LPG propane autogas nozzle features quick auto-connect and '80% faster fueling compared to natural gas and diesel.'



# Agility to Open in North Carolina

## Hexagon Lincoln Cylinders to Be Made There Too

Agility Fuel Systems (Booth 437) released details yesterday about the 204,000-square-foot production facility it will open later this year in Salisbury, N.C. The plant, which will be Agility's third, is strategically located north of Charlotte in close proximity to heavy duty truck and bus OEM assembly plants.

Salisbury is about 14 miles from the Freightliner (Booth 705) factory in Cleveland, N.C.

In addition to CNG fuel cylinder assemblies, the Salisbury facility will see production of new Type IV all-composite cylinders from Hexagon Lincoln (Booth 337), fruit of the joint venture announced at ACT Expo 2014 one year ago in California.

The new Hexagon Lincoln tanks are to be lighter in weight than the company's current Tuffshell brand cylinders – and be available only through Agility.

"The new facility will be the industry's first vertically integrated natural gas fuel system production facility," Agility said, "ensuring best in class products, quality, cost and lead times."

"Meeting the growing demand for natural gas equipped trucks, this world class facility allows

for an additional 100,000 square feet of expansion, ensuring future scalability."

"Our new vertically integrated facility will enable improved logistics, guaranteed cylinder capacity to our customers, the highest standards of quality expected by OEMs, rapid product innovation and speed to market," said Agility president and CEO Barry Engle.

"Agility's investment in this facility demonstrates our deep commitment to the development and adoption of natural gas as a transportation fuel in the heavy duty vehicle industry," Engle said.

"The company plans to invest \$7.5 million in Salisbury," the North Carolina Department of Commerce said in breaking news of the new Agility plant this past December.

In addition to the Hexagon Lincoln CNG cylinders,

Agility's new plant capabilities will include

- fabrication equipment for producing structures and covers;
- an in-house state of the art paint line "to guarantee the highest quality and finish consistent with truck and bus OEM requirements;"
- a fuel system assembly line designed for maximum flexibility in assembling different fuel system configurations for a wide range of customers and applications;
- multiple flow-through bays to maximize installation efficiency for a variety of vehicles and system configurations; and
- onsite fueling capability for both CNG and LNG systems.

"This plant will deliver the best quality fuel systems in the industry," Agility said.



Agility's new plant in North Carolina is to open later this year.

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# Love's Opens in Georgia



Dallas to Thomson! See the full national map at [Booth 237](#).

Love's Travel Stops said Monday that an agreement with the operator Werner Enterprises has led to its opening its first fast-fill CNG outlet in Georgia. Love's existing travel stop in Thomson is now dispensing CNG for heavy duty trucks with a CNG fueling option for passenger vehicles. It's the second CNG facility in the greater Augusta area. "Thomson is an ideal location because Interstate 20 is a major east-west route," said Love's natural gas GM Bill Cashmareck.

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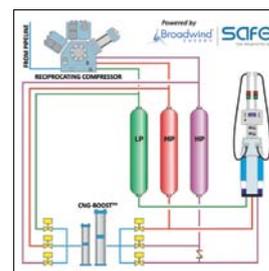


# Safe & Broadwind Launch 'CNG Boost'

Safe North America and distribution partner Broadwind Energy are promoting "CNG Boost" hydraulic compression technology as an easy way to effectively add capacity at compressed natural gas fueling installations.

CNG Boost hydraulic compressors can operate with a wide range of suction pressure, Broadwind says, without a regulator.

"When the compressor is used as a booster, the system always supplies compressed gas at the right pressure, assuring the highest refueling pressure throughout the vehicle refueling cycle," Broadwind says, "maximizing the use of storage volume and providing a vehicle full-fill."



Schematic view of Safe-Broadwind 'CNG Boost.'

Broadwind notes that the CNG Boost compressor is also well suited for trailer unloading at daughter stations.

Safe is exhibiting with corporate affiliate Landi Renzo USA at [Booth 737](#).

The two-cylinder, liquid-cooled compact CNG Boost design allows for installation in locations with limited space. "In addition, the operating speed and oil free design result in almost zero maintenance."

Broadwind says that the add-on can maximize storage capacity up to 90% while increasing fuel delivery rates to as high as 19 gasoline gallon equivalents per minute.

## Isuzu's Versatile NPR

Isuzu's gasoline-fueled NPR with 6.0-liter GM engine may be ordered with CNG or propane autogas via the manufacturer's ship-through system. Landi Renzo USA ([Booth 737](#)) supplies CNG systems. Minnesota's Bi-Phase Technologies handles propane. Isuzu is at [Booth 227](#).





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# World CNG: Limos & LNG

## Seattle Firm Emphasizes Norm-Breaking Natural Gas Vehicles

An order for stretched Cadillac limousines, CNG-fueled, for MGM Resorts in Las Vegas has helped World CNG redefine itself as a provider of custom natural gas vehicles that aren't available anywhere else. LNG-powered Potelco utility trucks in Washington State are another example.

World CNG (Booth 1721) secured its own U.S. EPA certification of the re-flashed fuel systems for the Cadillac XTS vehicles with 3.6-liter direct injection engines, Alpers says. The stretched limousines have a single Type IV fuel tank. The 21-by-45-inch Hexagon Lincoln (Booth 337) cylinder holds 15 GGEs.

The LNG trucks for Potelco include first-

of-a-kind Ford (Booth 1027) F-550 vehicles fueled by LNG.

"These are two very high-end, very customized natural gas vehicle products," says World CNG president Garret Alpers.

"We're applying our engineering expertise and calibration clout," he said.

Clean Energy Fuels (Booth 1629) has an agreement to supply fuel to Potelco's approximately 75 LNG work trucks, with annual consumption estimated at some 360,000 diesel gallon equivalents.

Clean Energy is supplying Potelco from a temporary station as a permanent site is developed, says VP Chad Lindholm. "All fuel for Potelco is directly delivered from our temp station into their two Orca trucks," he says.

Supported by a new stable of calibration specialists, the World CNG strategy is to offer custom NGV designs for vehicles and fueling combinations that haven't before been available. An LNG-fueled Ford F-550 work truck for Washington State's Potelco is seen here. Adam Huff photo courtesy World CNG



# Propane-Diesel Dual Fuel

Blossman Services and its affiliated Alliance AutoGas unit have shifted the focus of their propane-diesel dual fuel technology to the 12.8-liter Volvo D13/Mack MP8 engine.

Testing for both U.S. EPA mixed fuel and California certification of the system is nearly complete.

Blossman is seeking intermediate certification of model year 2010 to 2013 engines.

The 12.8-liter Volvo D13 test vehicle may be seen at the Propane Education & Research Council display (Booth 407). Alliance AutoGas is at Booth 312.

Volvo D13 test vehicle at Blossman's new Autogas Research & Technology Center in Asheville, N.C.



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## SNAPSHOTS

### Clean Air Power via Bruckner

UK- and San Diego-based Clean Air Power has reported a distribution partnership for its Genesis-Edge dual fuel system with Bruckner Truck Sales, "giving it exposure to the southwestern region of the U.S., where Bruckner runs Volvo and Mack dealerships." Genesis-Edge is the only dual-fuel system in the U.S. to have achieved full certification from the U.S. EPA and the California Air Resources Board. CAP (Booth 1708) also reported major new business for its components unit: an order for high-pressure coalescing filters from a leading supplier of compressed natural gas fuel storage systems, expected to be worth some \$374,000 over the 12-month period starting in June 2015. Clean Air Power also supplies natural gas engine system injectors, injector blocks, pressure regulators, and hydraulic valves.



### The VersusGas 'Tauros'

Poland's FHT VersusGas is promoting its VR-C "Tauros" pressure reducer for SGI/sequential gas injection CNG conversions at Booth 1042. The compact unit can handle the high flow rates needed for larger natural gas engines, the manufacturer says, with optimized thermal management for better engine efficiency. VersusGas offers SGI equipment, including injectors and OBD kits for engine control units, for both natural gas and propane autogas-fueled vehicles.



### NAR for Class 5 Dedicated-Gas

California's North American Repower is making its effective debut here this week, showing an International 4000 series truck with spark-ignition DT 466 engine running entirely on natural gas.

Used engines are modified for dedicated-natural gas operation by Missouri's Springfield Remanufacturing Corp, says NAR's John Reed.

Lean-burn operation makes for fuel efficiency "pretty much on a par with diesel," Reed says.

The North American Repower truck was in yesterday's ride-and-drive, and will be at the McComma's Landfill today, available to those taking the ACT Expo tour. Or, visit the Repowered NGV Alliance at Booth 938.

North American Repower's International 4000 with 7.6-liter spark-ignition lean-burn DT 466 engine.



### Zenith for Battery Vans and Shuttles

Zenith Motors is promoting its battery electric vehicles – available as a cargo truck or van – at Booth 1429. The firm promises single-charge range of up to 120 miles for a cargo van with 3,800-pound payload capacity or a 12-passenger shuttle bus. Kentucky-based Zenith noted earlier this year that its EVs are eligible for funding under both the Drive Clean Chicago and California HVIP voucher programs, with up to \$50,000 per vehicle available via the latter.

### Xebec: Unprecedented Growth

Xebec is crediting market expansion and product improvements for "unprecedented growth" in natural gas dryer sales: a gain of 49% in 2014. "The global market is growing for natural gas vehicles with an associated build-out of natural gas refueling infrastructure," Xebec said last week. Xebec also pointed to "new, state-of-the-art features" on its dryers, including temperature transmitters with RTD instead of thermocouple sensors for improved accuracy. The Houston-, Quebec- and Shanghai-based firm says that by reducing design complexity, it has been able to improve its dryer pricing. Xebec's X-Series filters, introduced at ACT Expo 2014 and shown here, have been CRN-certified for use across Canada. Booth 1113.



### Westport iCE Packs for Universal

New Freightliner Cascadia trucks for Universal LNG feature iCE Pack 240 twin LNG fuel tanks from Westport (Booth 748), providing a single fill range of 700 miles with an 80,000-pounds load, Universal said last week. The Houston-based company said it has taken delivery of the first four of 95 vehicles. The tractors have 11.9-liter ISX12 G engines from Cummins Westport (Booth 746). Freightliner is at Booth 705.



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## Trillium for 56 Central Freightliners

The Evo Trillium CNG joint venture and Central Freight Lines hosted the grand opening of a new CNG fueling station in Fort Worth on the early morning of Earth Day, April 22.

The station has four fueling lanes, three 250-horsepower compressors, and both NGV1 and transit-capable nozzles, says Evo CNG sales VP Tom Kiley. Like other Trillium CNG stations, it features Trillium's hydraulic intensifier



Evo Trillium celebrated the grand opening of this CNG station in Fort Worth on Earth Day.

technology for more thorough fills. It's open 24/7 and all major credit and fleet cards are accepted.

The new public access station will support Central's CNG fleet, including 56 new Freightliner Cascadia tractors.

Central Freight Lines, explains business development manager Mari Ellen Borowski, is a CNG pioneer, as the firm fielded 14 Class 8 Peterbilt trucks with the 8.9-liter Cummins Westport ISL G engine in 2012.

Trials were successful and Central bought 100 more ISL G-powered trucks, this time built by Freightliner. "A number of these make up our fleet in San Antonio," Borowski says, "where we have built another CNG fueling station to support the unique fully CNG local peddle fleet."

Borowski notes that in addition to San Antonio and the new Fort Worth station by Evo Trillium, Central partnered with Questar Fueling (Booth 837) in Houston – "with 120 pumps, it is the largest CNG fueling station in the country."

"With these stations we are able to run the triangle in Texas and serve the major market areas with a clean, reliable fleet," she says.

"We will be expanding our CNG miles and look to continue to add equipment and eventually run from Dallas to Los Angeles clean and green," Borowski told *Fleets & Fuels*.

Trillium CNG is at Booth 605. Freightliner is across the aisle at Booth 705.



The commitment to 66 Cummins Westport ISX12 G-powered Freightliner trucks with Anheuser-Busch in Houston marks the beer company's 'first conversion of an entire fleet and represents a significant milestone in demonstrating the company's commitment to reducing environmental impact in logistics.'

## 66 Ryder NGVs for Anheuser-Busch

Just in time for this past year's football season, Ryder System and Anheuser-Busch celebrated their commitment for 66 compressed natural gas trucks to replace the beer giant's existing fleet in Houston.

The trucks are being leased from Ryder and will be operated by J.B. Hunt in what the Anheuser-Busch senior transportation director James Sembrot terms a unique arrangement to facilitate use of the clean fuel.

Normally, Sembrot told *Fleets & Fuels*, J.B. Hunt would buy the trucks and haul the beer. "This is the first time that we've changed from that model," he said, explaining that the new arrangement relieves Hunt of maintenance and residual value issues, as these concerns are assumed by Ryder.

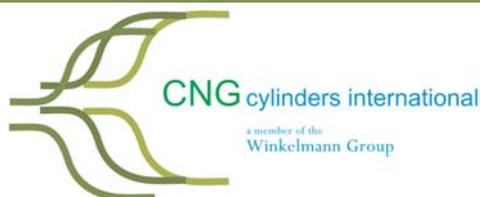
The deal "marks Anheuser-Busch's first conversion of an entire fleet," the companies said in September. It also represented Ryder's first project with Anheuser-Busch and Ryder's largest natural gas vehicle deployment to date. (Ryder shortly thereafter announced deployment of 100 CNG trucks with C.A.T. in Canada.)

Ryder is installing 166-DGE back-of-cab fuel systems on the trucks for Anheuser-Busch.

Sembrot credits state programs for helping make the Houston fleet conversion happen – Ryder participates in TNGVGP, the Texas Natural Gas Vehicle Grant Program, which is funded by Texas Emissions Reduction Plan (TERP) initiatives, and is administered by TCEQ, the Texas Commission on Environmental Quality.

"Houston is a strategic choice due to the central location to our facilities and distribution radius," he said in the announcement, "as well as its proximity to fueling stations." Ryder will maintain the new Freightliner trucks in Houston at one of the facilities it's upgraded to handle NGV work.

Freightliner is at Booth 705.



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## Lightning Hybrids Opens UK Subsidiary

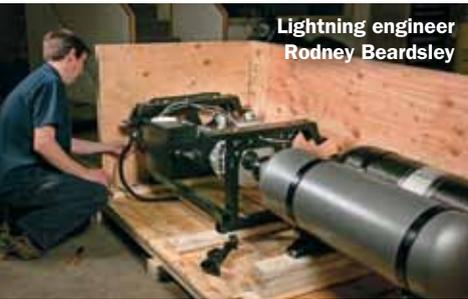
Lightning Hybrids has opened offices near London's Heathrow Airport to spearhead the firm's international expansion, which has already seen placement of vehicles in Canada and India.

Lightning (Booth 1107) said last week that trials by SGS Environmental Testing Corp using Orange County Bus and Braunschweig City drive cycles found that the hydraulic hybrid technology "consistently and significantly reduced harmful vehicle emissions, regardless of

OEM platform."

NOx output of a gasoline engine vehicle "was 0.15 grams per mile on the OC Bus drive cycle, with the Lightning Hybrids system installed," Lightning reported. "This can be compared with the NOx output of a GM diesel engine on the same platform and drive cycle but without the Lightning Hybrids system, which emitted 4.23 grams per mile – making the hybridized gasoline vehicle an astounding *28 times less polluting than the equivalent conventional diesel vehicle.*" (emphasis added)

"These results – immediate, material, and consistent emissions reductions – come as no surprise to us," said Lightning president and co-founder Tim Reeser. "Regardless of platform, engine or fuel types tested, the results tell the same story."



## The First CNG-Fueled T880

Kenworth Truck is showing a T880 tractor with 145-DGE back-of-cab-CNG fuel system by dHybrid (now Worthington) at Booth 555. The truck with 13-speed Eaton transmission is operated by Minnesota's Beaver Creek Transport – Kenworth's first customer for a natural gas-fueled version of the aerodynamic tractor.



Minnesota's Beaver Creek Transport was the lead customer for the CNG version of Kenworth's T880.

Beaver Creek has its own slow-fill CNG fueling facility by TruStar Energy (Booth 827).

Kenworth is also showing a T880 roll-off refuse hauler with Allison 6-speed transmission and fuel system by Trilogy CNG (1613), and a T680 day cab with Eaton UltraShift Plus transmission and CNG installation by Agility (437).

All three have the 400-horsepower version of the 11.9-liter ISX12 G by Cummins Westport (746).

Worthington (ex-dHybrid) is at Booth 759.

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## Shell Opens Two More LNG Stations

Shell has opened liquefied natural gas truck fueling lanes at two more Travel Centers of America locations: here in Texas at Baytown, immediately east of Houston, and in Lafayette, La.

The Baytown and Lafayette outlets are the second and third stations for the partnership, as the companies made LNG fuel available to trucks at Ontario, Calif. last year – announced at ACT Expo 2014.

“All of our LNG lanes are ‘super lanes’ in that they are equipped to dispense LNG, diesel and DEF,” said TA president and CEO Tom O’Brien.

“Because super lanes are integrated with existing fuel lanes, we do not interrupt truck traffic flow, or reduce available truck parking spaces,” he said.

“We now have six truck repair and maintenance facilities that perform repair and maintenance on LNG and CNG vehicles,” O’Brien added.

“We see an opportunity in using LNG as a lower cost and cleaner fuel alternative to diesel,

and expect the strengthening supply chain in North America to give customers reassurance that LNG is becoming a bigger part of the transport fuel mix,” said Shell downstream LNG Americas GM Christian Buelow.

Shell opened its first LNG station in Canada in 2013, and now has a second operating there. Shell is also the charter customer for the first U.S.-flag ship running primarily on LNG, Harvey Gulf International Marine’s *Harvey Energy*, now helping supply Shell deepwater production platforms in the Gulf of Mexico.

Shell earlier this year officially opened its first LNG fueling facility in Europe, at a truck station at Rotterdam Waalhaven, the Netherlands. The station is close to a busy truck route, Shell says, “which runs through the Netherlands to Belgium, France, and the Ruhr Area of Germany.”

The Rotterdam station has a capacity of 70,000 liters of LNG (nearly 18,500 U.S. gallons), Shell says – enough to fuel about 170 trucks per day.

Shell LNG is at [Booth 819](#).



Chart Industries ([Booth 727](#)) said late in 2013 that it would supply equipment for as many as 20 LNG outlets operated by Shell and Travel Centers of America. The Baytown, Texas facility shown here supports LNG truck service to the Port of Houston.

## Heartland CNG for Landi Renzo

Landi Renzo USA is showing a U.S. EPA-certified bi-fuel Ford F-550 truck with 6.2-liter engine at [Booth 737](#). The vehicle was outfitted with a back-of-cab CNG fuel system assembly by Heartland CNG in Oklahoma City, and driven to Dallas.

Heartland teamed with Dakota Bodies of Watertown, S.D. on the prototype unit on show here, says company president Justin Steckman. The modular unit is designed for easy shipping and assembly, he says, and provides work truck storage space in addition to its function as a fuel system.

The use of aluminum instead of steel, Steckman notes, “reduces the amount of heat that is absorbed into the CNG storage compartment, which will result in better fills at the CNG pump.”

The demo unit here has two G-Store Type IV cylinders from Luxfer ([Booth 646](#)) for a total capacity of 47.4 gasoline gallon equivalents. Parker Veriflow ([537](#)) fittings from Tulsa-based Precision Fitting & Gauge allow the truck to pass CNG fuel to other vehicles in emergencies.



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## XL Trumpets 10 Million Customer Miles

### More than a Million Per Month as Ford Transit Added

Vehicles converted to hybrid electric operation using XL Hybrids upfit equipment have logged 10 million road miles, the Massachusetts company said Monday. Big-name commercial operators, municipalities and nonprofits using the XL3 Hybrid Electric Drive in their delivery, service and passenger fleets are now logging more than one million miles per month, XL said.

Also on Monday, XL spread the word that its XL3 drive is being made available on model year 2015 and 2016 Ford Transit cargo vans and passenger wagons.

“In addition to the fast onboarding of new clients, we have loyal customers returning with new orders, including The Coca-Cola Company, ThyssenKrupp Elevator, The City of Boston, PepsiCo and more,” said XL Hybrids co-founder and VP Clay Siegert.

“With a growing list of upfit and installation partners, XL Hybrids can support customer deployment coast to coast in the United States, as well as in Canada,” Siegert said.

With 10 million miles achieved, XL says, customers have

- saved 160,000-plus gallons of gasoline;
- eliminated 1,400-plus tons of carbon dioxide emissions; and
- saved 1,500 hours of driver productivity with fewer stops for fuel fill-ups; and
- experienced 99.9% vehicle uptime.

At the current rate of more than one million miles driven per month, XL Hybrids’ effective savings is equivalent to removing 380 passenger cars from the road, or sequestering the same amount of carbon as 1,460 acres of forest, the firm says.

The XL3 Hybrid Electric Drive System delivers a 25% increase in miles per gallon and 20% reduction in carbon dioxide emissions. “The cost savings are immediate,” the company says, “because the technology does not require any plugs or refueling infrastructure and no special driver training.”



XL Hybrids business development manager David Breault waves the flag at Booth 1145.

“There is zero impact on fleet operations, while boosting sustainability efforts.”

XL says it’s extending XL3 platform availability from GM vans up through Class 4 trucks. Compatible models include the Reach commercial diesel van by Isuzu and Utilimaster, as well as the Ford E-350 and E-450 cutaways with stripped chassis. XL is at [Booth 1145](#).

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# Rethink Methane Is Set for June 9-10

## Learn About P2G Linking Natural Gas to Wind & Solar

ACT Expo organizer Gladstein, Neandross & Associates has set **June 9-10** for the inaugural Rethink Methane Symposium, which will take place at the Sheraton Grand Sacramento Hotel in Sacramento, Calif.

A key area of focus will be power-to-grid technology – P2G – linking methane (i.e. natural gas) to the renewables wind and solar.

“The U.S. faces the daunting challenge of continuing economic growth while simultaneously mitigating the triple threats of smog, toxic air contaminants, and climate change,” says GNA president Cliff Gladstein.

The Rethink Methane Symposium will address “the advancement of renewable methane as both a transportation fuel and as a storage medium for renewably generated power.”

P2G technology allows power derived from wind and solar to be stored for when it's needed. At the heart of P2G is “renewable synthetic” methane, made by using wind- or solar-derived electricity to make hydrogen via electrolysis. The hydrogen is combined with carbon dioxide from any number of waste or organic sources to make methane, which can be stored or transported via the

existing natural infrastructure – or used immediately to fuel vehicles.

Hector De La Torre of the California Air Resources Board, Peter Lehner of the Natural Resources Defense Council, Julia Levin of the Bioenergy Association of California, and Alan Lloyd, president emeritus of the International Council on Clean Transportation, are the featured speakers at the Rethink Methane Symposium.

“P2G is a revolutionary, disruptive technology, which not only provides a source of renewable hydrogen and methane gases, but also enables energy planners to think of renewable power as a baseload technology rather than an undependable intermittent source of electricity,” states a GNA Rethink Methane backgrounder (emphasis added).

“Through P2G, unlimited amounts of renewably-generated power can be stored indefinitely, transported to regions of energy demand, and



Cliff Gladstein

distributed to virtually any kind of end-use customer.

“This ‘synthetic’ source of renewable methane may well be a key solution to the barrier impeding the expansion of renewable power generation.”

Separately, Southern California Gas said last month that it is “bringing sci-fi innovation to life,” joining with the Energy Department’s National Renewable Energy Laboratory and the National Fuel Cell Research Center to

launch demonstration projects “to create and test a carbon-free, power-to-gas system for the first time ever in the U.S.” The technology converts electricity into gaseous energy – P2G – “and could provide North America with a large-scale, cost-effective solution for storing excess energy produced from renewable sources,” the utility said.

Attendance at June’s Rethink Methane Symposium is free for representatives of government and non-profit organizations. The conference fee is just \$250 for industry representatives.

GNA is at **Booth 927**, or [www.rethinkmethane.org](http://www.rethinkmethane.org).



*enables energy planners to think of renewable power as a baseload technology rather than an undependable intermittent source of electricity,”* states a GNA Rethink Methane backgrounder (emphasis added).



## LNG Is for Ships Too

October’s High Horsepower Summit will explore the opportunities presented by the nascent shift of the maritime industry to LNG fuel. The world’s first container ship built for LNG operation was launched last month in San Diego. It’s expected to get its first LNG from Clean Energy Fuels (**Booth 1629**). Later, as the *Isla Bella* and a sister ship connect Florida and Puerto Rico, fuel will be furnished by a new plant in Jacksonville by partners including Pivotal LNG (**Booth 1009**).

## High Horsepower Summit 2015 – Right Here

Gladstein, Neandross & Associates will host the fourth edition of its HHP Summit right here at the Kay Bailey Hutchison Convention Center in Dallas: **October 26-29**. The HHP Summit covers the increasing use of natural gas to fuel the high horsepower engines that drive ships, locomotives, mine vehicles, and energy exploration and production: drilling rigs and hydraulic fracturing. Previous HHP Summits took place in Houston, Chicago and New Orleans. GNA is at **Booth 927**.



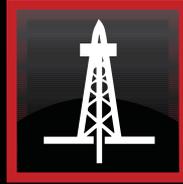
## Back to the Beach

Organizer Gladstein, Neandross & Associates is taking ACT Expo back to Southern California next year, slating the Alternative Clean Transportation Expo for **May 2-5, 2016** at the Long Beach Convention Center. GNA is at **Booth 927**.



# Natural Gas for High Horsepower HHP SUMMIT

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