

UTILITY & PUBLIC FLEET MANAGEMENT
 WORKING GROUP MEETING
 September 19, 2004
 Henry B. Gonzalez Convention Center

MEETING NOTES

What Types of Vehicles Will Be Purchased for 2005 (5 fleets and 2 upfitters represented)

HD - 26000	#
Crew Trucks - Quest Star FL70's	5 - 10
PG&E FL70's	10 - 20
Dumps - IH	5
GHM's (Crew/Dumps)	30
Freightliner - No Air (Dump)	1
Trash Trucks (Sterling)	50
Sweepers (Eagle)	2
Tractors (Freightliner)	2
Tractors (Volvo)	10
Total for HD 26000+ GVWR	125
MD > 8500 - 26,000	#
1 - 1 ½ Ton - Crew Vans - Ford	10
Light Dump - Ford	10
Tow Trucks - Ford	10
1 - 1 ½ tons	10
1 - 1 ½ ton Dedicated GMS	60
1 - 1 ½ ton Ford	139
Total for 8500 - 26000 GVWR	239
Light Duty - Pick-Up Trucks < 8500	#
¾ ton GM	75
½ - ¾ ton GM	20
¼ ton Ford	20
½ - ¾ Ford	10
Cargo Vans - Dedicated Ford	5 - 6
Caravan	41
Vans	15
SUV's	300 (5-6)??
Total for Light Duty Pick-Up Trucks <under 8500 GVWR	523
Passenger Vehicles	#
Civic	100+
Taurus (Ethanol)	20
Civic	1
Civics	2 - 3
Taurus	40
Civic	17
Cavaliers??	207
Total Passenger Vehicles	375

Discussion Points:

- Website survey: If this vehicle existed, would you buy it? Would you buy this natural gas vehicle? How much would you pay?
- Utilize people and their relationships
- Clean cities - NAFA
- Questions of legality when all utilities purchase together
- Can this effort generate more volume?
- Need an interim step to get OEM's back on road
- Strategize - LD, MD, HD.
 - How you implement is key
 - May need to segregate strategies based on vehicle type
- All the major manufacturers are building these vehicle types in Europe/other countries
- All the OEMs have always been through an up-fitter
- Get dealership to push sales so it looks seamless to customer
- EPACT compliance
 - Facing more exemptions, which had been going down
 - Buy used GSAs
 - Conversion: Must be new; within 4 months of putting the vehicle into service. (Not sure if conversions are being crash-tested)
 - Credit market: Last year 1200 credits exchanged hands
 - Exemptions: almost all come from utilities. 50% of their requests will be denied due to availability of biodiesel
- Hybrids currently not in program, nor are neighborhood Evs

Roundtable

- Mario: include Canada
- Ron Flowers: concurred with HD, feels ok with LD, want to go further down, costs greater DC area interested
- Gordon Larsen: Hope we can get together. More key in MD & HD
- Jeff Clarke: Linda Lustien, DOE, interested. Would like to work with group
- Bob Petsinger: Most working with conversions. Need to get OEMs involved
- Sheri Vanhooser: Lots of confusion with OEM rules. Small volume manufacturers can meet user needs
- Jose Cano: Still in attainment in Corpus Christi
- Tom Wiczorek: Not to the point on attainment. Being pushed pretty heavily to prepare. Also wants to look at CNG. Looking at garbage fleet. Problem with infrastructure.
- Mark Childers: Works for Tom
- Ron Gulmi: Key Span. Lot happening that we can leverage
- Alex Bell: Bell Power need to look at various ??? sources to leverage efforts. Help with website development.
- Matt Creeden: Good thing on station side.