

Long Beach, CA • September 19–21 • 2009



# NATURAL GAS VEHICLES

## North America's Transportation Future —*Today*

Hosted by

# NGVAMERICA

Natural Gas Vehicles for America

Advocating the increasing use of NGVs where they benefit most.  
For the economy. For the environment. For health. For security. **For America.**

Annual NGV Conference – Summit



# Clean Energy — North America's leader in clean transportation

**Clean Energy** is the leading provider of vehicular natural gas (CNG and LNG) in North America, with a broad user base in the refuse, transit, shuttle, taxi, intrastate and interstate trucking, airport and municipal fleet sectors, with over 17,200 vehicles fueling at 184 strategic locations across the country.



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## Welcome

Welcome to NGVAmerica's Annual NGV Conference-Summit. The past year presented our industry with new opportunities and new challenges, and I am glad to report that the outlook for sustained market growth is excellent with NGVs well-positioned to become North America's Transportation Future – *Today*.

A new administration in the White House brings a new attitude regarding the role of advanced alternative fuel transportation technologies in meeting our energy diversity, environmental and economic goals. Important pro-NGV legislation introduced in Congress is garnering strong bipartisan support. The Potential Gas Committee's newest natural gas supply forecast is the most bullish issued since the organization's inception more than four decades ago. Several truck OEMs launched introduction of factory-built units in 2009, and an expanding SVM roster added new EPA-and CARB-certified retrofit and repower options.

While the worldwide economic downturn that plunged crude oil, gasoline and diesel prices from their historic highs in the spring of 2008 dampened some of the near-frantic pursuit of alternatives, most fleet operators, cognizant that the fundamentals have not changed and that higher petroleum prices will return with a vengeance as the world economy recovers, continue to seek solutions. A very favorable natural gas price differential and continued improvements in vehicle technology and performance position NGVs as an attractive cost-effective option. Most recently, the NGV industry fared well in securing ARRA "stimulus bill" grants, shoring up NGV programs sidelined due to local tax revenue shortfalls and reinvigorating NGV market development in once-inactive metro areas.

These and other technical, legislative, regulatory, marketing and communications topics are all on the table here in Long Beach. Thanks for attending and participating in the discussion.



Sincerely,  
Richard Kolodziej  
President  
NGVAmerica

## Dress Code, Cell Phones, Timing and Badges

NGVAmerica staff is glad you're here and we're at your service. To make every registrant's experience at the 2009 Annual NGV Conference-Summit the best it can be, we offer the following helpful hints and reminders about our program, our venue and Long Beach, California.

■ **Dress Code:** Mid-September weather in Long Beach may be expected to be clear, sunny skies, with daytime temperatures in the low 80's(F) and mild cool evenings in the mid 60's(F). Conference attendees are welcome to dress "Business Casual" for all events (e.g., ties optional, no shorts, ). A jacket or sweater is suggested for Sunday evening's outdoor rooftop reception at the Avia Hotel.

■ **Cell Phones/Pagers:** We understand that life continues elsewhere while you're here in the conference and that you may need to remain "reachable" for family members or business associates. As a courtesy to other conference participants, please set your phone/pager on one of its silent notification modes while in sessions.

■ **"Timing is Everything":** Throughout our program we've scheduled breaks to allow you to refresh, replenish and network. Enjoy the refreshments and, please, help us stay on schedule by returning to sessions promptly when the period is over.

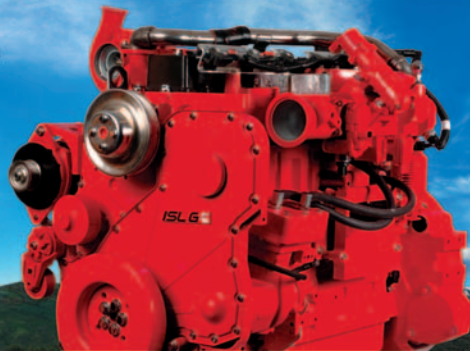
■ **Badges:** Wearing your badge helps us manage conference functions and costs more efficiently and it helps security staff know that you belong! An NGV Conference-Summit badge is required for access to all sessions, breaks, meals or functions. **Accompanying Guest** badges provide access only to the Sunday evening reception atop the Avia Hotel. **NGV Conference-Summit Registrant** badges provide access to WASTECON's Monday evening opening reception but not to any other WASTECON functions. NGVAmerica's WASTECON NGV Zone co-sponsors may pick up their Exhibitor badges from WASTECON's exhibitor pre-registration desk at the Long Beach Convention Center. Non-sponsors may register for a complimentary WASTECON Expo Visitor pass at WASTECON's on-site attendee registration desk.



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- Meets 2010 emission standards today
- Lower fuel costs
- Reliable and durable
- Ratings from 250-320 hp



The ISL G is equipped with cooled exhaust gas recirculation (EGR) and a maintenance-free three-way catalyst to meet 2010 EPA NOx and PM targets today.

Low emissions, improved efficiency, and improved transient performance combined with lower fuel costs can add up to lower total costs with natural gas.

Explore **EVERY ALTERNATIVE.**

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### Highway & Energy Bill Eligible

Available vehicle and fuel incentives lower capital and life-cycle costs.

Unless otherwise indicated, all sessions take place at Long Beach Convention Center



## Program at a Glance

### Saturday, September 19, 2009

- |                    |  |
|--------------------|--|
| 8:00am - 12:00noon | CVEF Technology Committee (TC) Meeting<br><i>(All NGV Conference-Summit Registrants welcome to attend)</i> |
| 1:00pm - 5:00pm    | NGVAmerica Market Advisory Committee (MAC) Meeting<br><i>(NGVAmerica members only)</i>                     |

### Sunday, September 20, 2009

- |                 |  |
|-----------------|--|
| 1:30pm - 5:00pm | NGVAmerica Annual Meeting and Board Meeting<br><i>(All NGVAmerica members welcome to attend)</i>   |
| 6:00pm - 8:00pm | Reception with WASTECON guests - Avia Hotel Rooftop Pool Terrace<br><i>("NGV Conference-Summit Registrant," "Accompanying Guest" or "Invited Guest" badge required)</i><br><i>Sponsored by Chesapeake Energy, XTO Energy and EQT Corporation</i> |

### Monday, September 21, 2009

- |                     |  |
|---------------------|--|
| 7:30am - 8:15am     | <i>Continental Breakfast - Sponsored by Cummins Westport, Inc.</i>   |
| 8:15am - 8:40am     | President's and Chairman's Remarks; Mayor's Welcome  |
| 8:40am - 9:25am     | NGVs: North America's Transportation Future - <i>Today</i>   |
| 9:25am - 10:10am    | Examining America's Abundant Natural Gas Resource  |
| 10:10am - 10:35am   | South Coast AQMD's Results-Oriented Policy Making:<br>A Model for Others to Follow   |
| 10:35am - 11:00am   | <i>Networking Break - Sponsored by Sempra Energy Utilities</i>   |
| 11:00am - 12:00noon | Liquid Asset: LNG's Potential Contribution to America's Transportation Future  |
| 12:00pm - 1:30pm    | <i>Lunch - Sponsored by Clean Energy</i>   |
| 1:30pm - 2:20pm     | Global NGV Growth - Implications for the North American Market   |
| 2:20pm - 2:45pm     | Working Advocate-Ally Relationships to Accelerate NGV Market Growth  |
| 2:45pm - 3:15pm     | Biomethane: Making the Most of America's Emerging Renewable Natural Gas Supply   |
| 3:15pm - 3:35pm     | Presentation of 2009 NGV Achievement Awards  |
| 3:35pm - 4:20pm     | <i>Networking Break - Sponsored by Trillium USA</i>  |
| 4:20pm - 5:15pm     | NGV Insights and Hindsight: The View From Our Customers' Perspectives  |
| 5:15pm - 5:20pm     | Strategies For Success: Industry Leaders Roundtable/Audience Q&A   |
| 5:15pm - 5:20pm     | President's Closing Remarks/Adjourn  |
| 7:30pm - 9:30pm     | WASTECON Opening Reception at Hyatt Regency - Long Beach<br><i>(Hosted by SWANA, Sponsored by Waste Management. NGV Conference-Summit Registrants invited - ticket required)</i> |

### Tuesday, September 22, 2009

- |         |  |
|---------|--|
| 10:00am | Opening of WASTECON Expo - Long Beach Convention Center<br><i>(WASTECON Exhibitor or Attendee/Visitor pass required)</i> |
|---------|--|

**Annual NGV  
Conference-  
Summit**

**Long Beach, CA**

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**2009**



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**Saturday, September 19, 2009**

**8:00am – 12:00noon**

**Clean Vehicle Education Foundation (CVEF) Technology Committee (TC) Meeting**  
*(All NGV Conference-Summit Registrants are welcome to attend)*

Technology Committee members and other interested NGV Conference-Summit registrants will discuss progress on current CVEF RDD&D contract work, future NGV RDD&D funding potential, recent NGV incidents, codes and standards activities, cylinder issues, conversion technician and shop certification, and retrofit system certification issues.



**1:00pm – 5:00pm**

**NGVAmerica Market Advisory Committee**  
*(NGVAmerica members only)*

Market Advisory Committee members will be briefed about vehicle, engine and platform developments, federal grant program awards, US DOE Clean Cities program activities and NGVAmerica membership development and retention initiatives. They'll also receive an update on NGVAmerica and CVEF 2009 market education, outreach and collateral material development activities and budgets and discuss preliminary 2010 budget allocation and planning. Non-MAC representatives from NGVAmerica member companies also are welcome to attend.

**Annual NGV  
Conference-  
Summit**

**Long Beach, CA**

**September 19–21**

**2009**

**SATURDAY  
SEPTEMBER  
19**

**REGISTRATION:**

Friday,  
September 18, 2009:  
4:00 - 6:00pm

Saturday,  
September 19, 2009:  
7:00am – 3:00pm

Sunday,  
September 20, 2009:  
12:00pm – 5:00pm

Monday,  
September 21, 2009:  
7:00am – 12:00noon

## Sunday, September 20, 2009

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**1:30pm – 5:00pm**

### **NGVAmerica Annual Meeting and Board Meeting**

*(All NGVAmerica members invited to attend)*

After a short NGVAmerica Annual Meeting at which elections will be held and other administrative items will be handled, the Board of Directors invites all member company representatives to stay for the Board Meeting which will include staff briefings covering the following: legislative and regulatory issues and progress on initiatives undertaken in 2009 and to be pursued in 2010; marketing, education and communications activities and suggested 2010 plans; and other association business our members raise for discussion.

**SUNDAY  
SEPTEMBER  
20**



**6:00pm – 8:00pm**

### **Reception Atop the Avia Hotel**

*Sponsored by*



NGV Conference-Summit registrants are invited to an evening of cocktails and hors d'oeuvres to re-connect with their industry peers and network with invited attendees of the Solid Waste Association of North America (SWANA) WASTE-CON Conference-Expo. Our venue, the rooftop pool terrace of the luxurious Avia Hotel, located just one block away, offers stunning views of the city, the harbor and the Queen Mary

## Monday, September 21, 2009

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**7:30am – 8:15am**

### **Continental Breakfast**

*Sponsored by*



Network with your peers over a hot cup of "Joe" and a light bite to eat while visiting with your NGV industry friends and associates. Please be seated at 8:10 so we may start our program promptly!

**MONDAY  
SEPTEMBER  
21**

**MONDAY  
SEPTEMBER**

**21**

*Continued*

*Long Beach offers superb dining, great shopping, world-class museums and other cultural activities all within a walking distance of our venue. Take advantage while you're here!*

**8:15am – 8:40am**

**Welcoming Remarks**

Richard Kolodziej, President – NGVAmerica  
Andrew Littlefair, Chairman – NGVAmerica; President & CEO – Clean Energy  
Hon. Robert “Bob” Foster, Mayor – City of Long Beach, California

After opening remarks from our President and Chairman, Mayor Foster, who serves as Chair of the Environmental Committee of the US Conference of Mayors, welcomes attendees to Long Beach and shares his own insights into the role of NGVs in helping America meet its air quality, energy diversity and economic goals.

**8:40am – 9:25am**

**Natural Gas Vehicles: North America’s Transportation Future – Today.**

Richard Kolodziej, President – NGVAmerica  
Alicia Milner, President – Canadian NGV Alliance

Prompted by high-visibility media campaigns, educational workshops and other outreach activities, fleet operators and consumers concerned about the inevitable return of high gasoline and diesel prices are looking more seriously at NGVs as a viable solution. Re-engagement by additional gas companies and equipment suppliers, government tax incentives and a broader selection of vehicles are essential to capitalizing on this increased interest to achieve our full market potential. Kolodziej and Milner provide their respective countries’ state-of-the-industry reports, addressing legislative, regulatory, technology, marketing and communications steps necessary to make the most of the NGV market momentum.

**9:25am – 10:10am**

**Examining America’s Abundant Natural Gas Resource**

Christopher McGill, Managing Director of Policy Analysis –  
American Gas Association

The long term outlook for natural gas supply, demand and pricing plays a critical role in the decision-making of fuel retailers, customers and vehicle manufacturers. With substantial new domestic discoveries and improved shale production capabilities, the outlook for natural gas supply is more bullish than ever. McGill discusses the forecast for natural gas supply, sharing his observations about competitive energy supplies and projections and the potential impact on NGV market development.

**10:10am – 10:35am**

**South Coast AQMD’s Results-Oriented Policy Making: A Model for Others to Follow**

Henry Hogo, Asst. Deputy Executive Officer–  
Science & Technology Advancement  
South Coast Air Quality Management District

SCAQMD’s programs have been effective in promoting transition to advanced transportation solutions while simultaneously improving air quality and delivering economic benefits to the region. They are an example for other jurisdictions around the country to follow. In this session, you’ll hear how AQMD programs have resulted in greater NGV deployment, remaining challenges and opportunities, and insights for other policy makers’ consideration in implementing similar programs.



**10:35am – 11:00am**  
**Networking Break**

*Sponsored by*



Discuss the morning presentations with your colleagues while enjoying a fresh cup of coffee, tea or other refreshment. Please help us stay on schedule by returning to the general session when the break is over.

**11:00am – 12:00noon**

**Liquid Asset: LNG's Potential Contribution to America's Transportation Future**

Moderator:

Erik Neandross, CEO – Gladstein, Neandross & Associates

Panelists:

Jim Weiler, GM of Bulk Gas Products – Chart Inc./NexGen Fueling

Bryan Luftglass, Energy Segment Manager – Linde

Kevin Markey, Vice President of Sales – Applied LNG Technologies

Brian Griley, President – Southern Counties Express, Inc

Jonathan Burke, VP of Int'l Development & External Affairs – Westport Innovations, Inc.

For the NGV market to grow to 1.25TCF (18 billion GGE) by 2025 and 3.5TCF (28 billion GGE) by 2030, as has been suggested by opinion-leaders both inside and outside the NGV industry, LNG use will have to increase exponentially from its present market position of approximately 20% of total vehicular natural gas use. After briefly outlining some of the supply, distribution and vehicle challenges and opportunities, our moderator calls on panelists to discuss what strategies and steps our industry must undertake to achieve this aggressive goal.

**12:00pm – 1:30pm**

**Lunch**

*Sponsored by*



Featured Guest:

Dr. Jeffrey M. Seisler, CEO – Clean Fuels Consulting

**Global NGV Growth – Implications for the North American Market**

Dr. Seisler, a respected NGV industry leader, discusses world NGV market developments, sharing his observations about the implications of global trends on North American NGV stakeholders and how they can identify the best opportunities and business strategies to sustain the NGV industry into the future.

**1:30pm – 2:20pm**

**Working Advocate-Ally Relationships to Accelerate NGV Market Growth**

Moderator:

Stephe Yborra, Director of Marketing & Communications, NGVAmerica

Panelists:

Andrew Hudgins, Project Leader – US DOE Clean Cities/NREL

Graham Mattison, Equity Research Analyst – Lazard Capital Markets

Rob Bacyinski, Manager of Alternative Fuels Business Development – DTE Energy

Bob Carrick, Western Region Vocational Manager, Natural Gas – Daimler Trucks

Effective NGV marketing programs are often the synergistic result of a coalition of allies who share a similar mission and goals. Our panelists discuss their own NGV market development activities and how industry stakeholders can coordinate more closely to enhance alliances to achieve greater market success.

MONDAY  
SEPTEMBER

21

Continued

*The Long Beach Convention Center, host to SWANA's WASTECON, the premier event for the nation's municipal refuse, recycling and landfill management professionals.*

2:20pm – 2:45pm

**Biomethane: Making the Most of America's Emerging Renewable Natural Gas Supply**

John Boesel, President & CEO – CALSTART

A variety of landfill, dairy farm, and sewage treatment plant projects are garnering increased awareness of biomethane's potential contribution to our nation's transportation energy mix. Boesel briefly summarizes current projects, highlighting successes and remaining technical and regulatory challenges necessary to making biomethane-based CNG and LNG more mainstream, and touching on green marketing aspects that have captured public attention.

2:45pm – 3:15pm

**2009 Annual NGV Achievement Awards**

Richard Kolodziej, President – NGVAmerica

Doug Horne, President – Clean Vehicle Education Foundation

Join us in recognizing customers, clean fuel advocates and NGV equipment and service suppliers whose leadership, dedication and creativity have contributed to the growth and vitality of the NGV market.

3:15pm – 3:35pm

**Networking Break**

*Sponsored by*



Take a few minutes to stretch, get refreshment and chat with your fellow conference-summit attendees before settling back in for the final sessions.

3:35pm – 4:20pm

**NGV Insights and Hindsight: The View From Our Customers' Perspectives**

Moderator:

Rich Piellisch, Editor – *Fleets & Fuels*

Panelists:

Jerome Webber, Vice President of Fleet Operations – AT&T

Paul Condran, Equipment Maintenance Manager – City of Culver City, CA

Brooks McAllister, Maintenance Div. Director – Georgia Regional Transp. Auth.

Additional Panelist to be announced

Successful market penetration of any product or service requires listening to customers to understand their needs and adapting as necessary. We've asked NGV customers from several sectors to provide their insights and perspectives on what it took to implement their own NGV program and to share their thoughts on what we're doing right, how we might improve, and tips that may help us achieve success with others in their market sector.



**4:20pm – 5:15pm**

**Strategies For Success: Industry Leaders Roundtable/Audience Q&A**

Moderator:

Andrew Littlefair, President & CEO – Clean Energy

Panelists:

Richard Kolodziej, President – NGVAmerica

Gord Exel, Vice President & General Manager – Americas – Cummins Westport, Inc.

Joe Pike, CEO – EnviroMech Industries

Bill Zobel, Sr. Vice President of Business Development – Trillium USA

Taylor Shinn, Manager of Corporate Development – Chesapeake Energy Corporation

Tim Standke, Director of Automotive Operations – IMPCO Technologies, Inc.

Following up on the day's sessions, our panel of NGV industry stakeholders discusses strategies needed for the NGV market to achieve its full potential and become North America's transportation cornerstone. Topics: What steps do we collectively take to ensure that existing tax credits are improved and extended and that additional favorable legislative and regulatory measures are enacted? How do we enlist greater general public support of more aggressive NGV market development policies while managing their expectations for more public-access fueling infrastructure? What do OEMs need from us to accelerate commercialization of additional vehicles and how do we facilitate the SVM market without compromising industry-led safety standards and practices? As public attention increasingly turns toward renewable energy, how do we position natural gas and our biomethane message? How do we get more local gas companies to re-engage and what tools and resources will they need to be successful? These and other questions will undoubtedly be on the table during this lively and fast-paced roundtable and we encourage audience participation.

**5:15pm – 5:20pm**

**Closing Remarks/Adjourn**

Richard Kolodziej, President – NGVAmerica

**7:30pm – 9:30pm**

**WASTECON Welcome Reception at the Hyatt Regency**

By special arrangement between NGVAmerica and the Solid Waste Association of North America (SWANA), NGV Conference-Summit registrants are invited to attend WASTECON's welcome reception at the Hyatt Regency Hotel, which is adjacent to the Long Beach Convention Center. Access to the WASTECON reception requires a ticket, which will be distributed to NGV Conference-Summit registrants on site. Additional tickets may be purchased from NGVAmerica for \$65 each.

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**Tuesday, September 22, 2009**

**10:00am**

**WASTECON Expo Opens at Long Beach Convention Center**

NGVAmerica has coordinated a mini "NGV Zone" on the WASTECON show floor, comprising NGVAmerica's pavilion space (booth #1353) featuring 11 different vehicle, engine and equipment and service companies. In addition, several members have exhibits elsewhere on the floor. A WASTECON Exhibitor or WASTECON Expo Visitor pass is required for entry into the expo hall.

**TUESDAY  
SEPTEMBER  
22**



# AMERICA'S NATURAL GAS CHAMPION



**Reasons we champion natural gas.** Our nation. Our planet. Our schools and small towns. Energy goes to the very heart of our nation's ability to survive, grow and prosper. Every day, more people see what we see in natural gas. And every day, we see more opportunities to make it possible for clean energy to be the standard, not the exception. That's why we're **America's Champion of Natural Gas.**



AMERICA'S CHAMPION OF NATURAL GAS™

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