



BAF Overview

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Agenda

- ✘ Why BAF?
- ✘ CNG Conversion Process and Vehicle Operation
- ✘ BAF's Vehicle Lineup

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✘ Why BAF?

✘ CNG Conversion Process and Vehicle Operation

✘ BAF's Vehicle Lineup

✱ **BAF** *is the leading provider of natural gas vehicle conversions in the United States*

- ✱ Founded in 1992 by industry veterans
- ✱ More than 18,000 conversions completed to date
- ✱ Proprietary fuel systems – dedicated and bi-fuel
- ✱ Extensive in-house engineering and design team



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Why BAF?

Fully Integrated Alternate Energy Solutions

- ✘ Light-duty vehicles are crash tested to ensure conformance to FMVSS-303
 - ✘ Not done “by analysis” like others
- ✘ ***The only CNG converter to achieve “3Q” Status with Ford***
 - ✘ ***QVM - Qualified Vehicle Modifier***
 - ✘ ***QFC – Quality Fleet Care***
 - ✘ ***QCM – Qualified Calibration Modifier***
 - ✘ This means that BAF is utilizing Ford OEM calibration standards for CNG and not “hacking into” or performing an “unauthorized reflash” of the original calibration



Why BAF?

Quality Control

- ✘ BAF is ISO9001 certified
- ✘ 10 QC technicians monitor our conversion process from start to finish
- ✘ All vehicles have drivability data captures reviewed by QC technicians and our calibration engineers
- ✘ Daily analysis of defects provides:
 - Immediate feedback regarding problems
 - Input into upfitter training material
 - A “heads up” regarding potential field issues



Why BAF?

Ease of Ordering

- ⌘ Vehicles must be ordered with the “gaseous prep” package
 - Includes hardened valves and valve seats to work with “dry” CNG fuel
- ⌘ Vehicles are shipped directly to BAF Dallas or one of our 20+ BAF-trained and certified upfitters throughout the country for conversion to CNG
- ⌘ Vehicles are delivered through the ordering dealer

Why BAF?

Unparalleled Levels of Service and Support

- ✘ BAF's QVM status means that the original Ford warranty is not voided as a result of the conversion process

- ✘ Any issues can be addressed directly through one of more than 60 BAF-trained and certified Ford dealers

- ✘ Have a fleet that wants to do the service work themselves?
 - BAF will also train customer fleet service personnel to perform service on the BAF conversion
 - We will also train drivers on how to operate and fuel the vehicles

Agenda

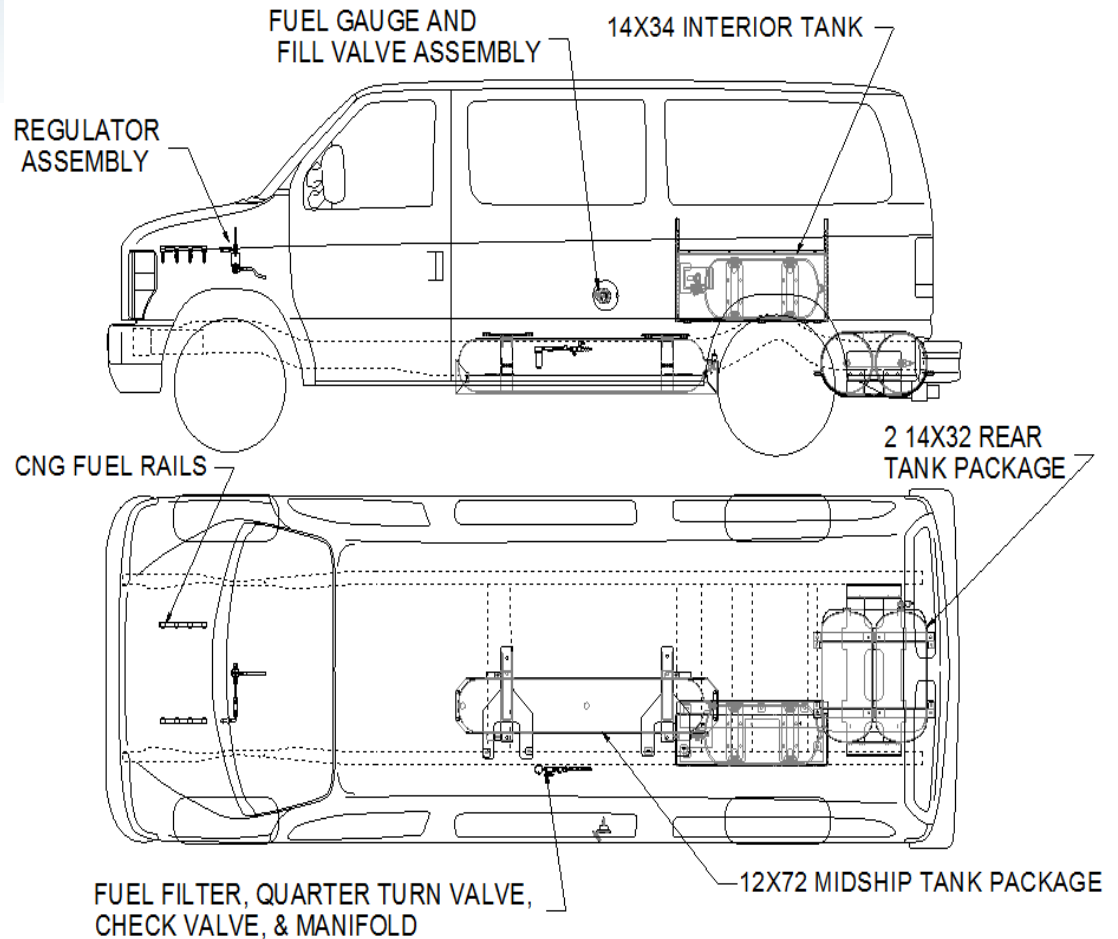
✘ Why BAF?

✘ CNG Conversion Process and Vehicle Operation

✘ BAF's Vehicle Lineup

BAF Dedicated CNG Conversion Process

1. All gasoline components removed
2. Tanks are installed and fuel lines run to regulator
3. Underhood components added
 - Fuel injectors
 - Fuel lines
4. Computer reprogrammed for CNG
5. QC inspection/14-mile driving loop



CNG Vehicle Operation

※ Vehicle fuel economy and performance are comparable to a gasoline vehicle

- CNG vehicles will not have the same fuel economy and performance as a diesel vehicle

※ Vehicle maintenance:

- CNG system (especially the high pressure side of the system) must be serviced by trained personnel
- Other routine engine maintenance (i.e. oil changes) are the same as on a gasoline vehicle
 - **Oil analysis needs to be performed to be certain, but extended oil change intervals are common thanks to the “clean” CNG fuel**

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✘ Why BAF?

✘ CNG Conversion Process and Vehicle Operation

✘ **BAF's Vehicle Lineup**

Products

BAF provides the largest offering of CARB/EPA Certified Ford Vehicles



Transit Connect



Ford E-Series



Ford F-Series



Dedicated CNG Ford Transit Connect

- ✘ Taxi and cargo/work truck configurations available
- ✘ BAF dedicated CNG system
- ✘ 12 → 18 Gasoline Gallon Equivalent fuel capacity available
- ✘ EPA/CARB Certified
- ✘ HOV eligible in many states



Dedicated/Bi-Fuel CNG F-Series Pickup Overview

- ✧ Ford F-250/350 w/6.2L V8 (2012)
- ✧ **Bi-fuel (CNG/gasoline) option available on F-250/350**
- ✧ 10 – 40+ Gasoline Gallon Equivalent capacity available
- ✧ EPA certified; CARB available from MY12
- ✧ Certified SULEV; HOV eligible in many states



Dedicated CNG F450/550/650 Overview

- ✘ Ford F-450/550 with 6.8L V10
- ✘ **Gaseous prep package also to be offered on F650 from March 2012**
- ✘ EPA/CARB certified
- ✘ BAF is the leader in offering solutions to cope with the unique needs of these vehicles:
 - Customized tank placement/mounting
 - Fuel capacity to 60+ GGE



Dedicated/Bi-Fuel CNG E-250/350 Van Overview

- ✘ Conversion available on 5.4L V8 (E-250/350) with gaseous prep option
- ✘ CARB/EPA Certified SULEV
- ✘ 20 – 25 Gasoline Gallon Equivalent (GGE) standard on dedicated E250/350
- ✘ **Bi-fuel (CNG/gasoline) option available on E-250/350**
- ✘ **10 GGE standard on bi-fuel; 15 or 20 GGE optional**



Dedicated CNG E-450 Shuttle Overview

- ✧ Available on 6.8L V10 with gaseous prep option
- ✧ CARB/EPA Certified SULEV
- ✧ 29 GGE standard on E450; additional capacity available (50 GGE +)



BAF has a Nationwide sales presence – contact us!

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Thank You