

# “The Compelling Case for Natural Gas Vehicles (NGV) in Public and Private Fleets”

## WORKSHOP AGENDA

Curriculum Presenter/Moderator

Stephe Yborra, Director of Market Analysis, Education & Communications - Clean Vehicle Education Foundation

- 7:45am**      **Registration / Continental Breakfast:** Get your badge and grab a cup of Joe and a bite to eat while visiting with vendors and checking out CNG vehicles located just outside the Global Learning Center.
- 8:30am**      **Welcome Remarks**
- 8:40am**      **Why We’re Here:** A review of the economic, environmental and national energy security market drivers prompting the move to CNG- and LNG-powered vehicles.
- NGVs 101:** Overview of natural gas and NGV basics.
- Best Bets:** Which applications are the best candidates for successful NGV programs and why.
- 9:15am**      **Wheels:** A review of available light-, medium- and heavy-duty NGVs and their sales-service channels.  
*Co-Presenters:*  
Par Neiburger, Sales Manager - Altech-Eco  
Bill Calvert, Vice President of Sales & Marketing - BAF Technologies  
Ira Dorfman, Regional Sales Manager – Emissions Solutions Inc.  
Bill Boyce, Regional Sales Manager – Cummins Westport Inc
- 10:40am**      **Refreshment Break:** Another opportunity to visit with vendors and *please* return promptly at break’s end.
- 11:00am**      **Fill’er Up:** Fuel station design, development, ownership and operations options for fleets of all sizes.
- 12:00noon**      **Lunch** – After enjoying lunch (compliments of AGL Resources/Atlanta Gas Light), we’ve allotted extra time for you to visit the vehicle, equipment and service providers before our afternoon program.
- 1:00pm**      **OPM:** A summary of federal and state tax incentives and grants (“other people’s money”),  
*Assisting:*  
Don Francis, Executive Director – Partnership for Clean Transportation/Clean Cities – Atlanta  
William Cook, Program Mgr – Engines & Fuels Unit, GA Environmental Protection Division - DNR
- 1:55pm**      **Been There, Done That:** Hear about successful NGV deployment programs  
*Co-Presenters:*  
Chris Dobbins, Fleet Director (retired) – City of Asheville, NC  
Robert Hall – United Parcel Service  
Brooks McAllister, President – Next Power LLC
- 3:00pm**      **Dollars and “Sense”:** A brief review of NGV program economics including how to calculate fuel costs, simple payback and life-cycle savings.
- 3:30pm**      **Next Steps:** Tips on your next steps toward building a successful NGV program.
- 3:40pm**      **Adjourn:** Workshop attendees are encouraged to join us for a tour of MARTA’s Perry Road CNG station. CNG shuttle service departs promptly at 3:45pm and will return at approximately 4:30pm.