

Co-Hosted by



# “The Compelling Case for Natural Gas Vehicles (NGV)”

## Fleet Workshop

Wednesday, September 1, 2010  
Doubletree Hotel - Westborough, MA

### AGENDA

(as of August 18, 2010)

- 8:00am Registration and Continental Breakfast**
- 8:30am Welcome Remarks & Workshop Objectives**
- 8:45am Why We're Here:** A review of the market drivers that are prompting the move to compressed natural gas (CNG)- and liquefied natural gas (LNG)-powered vehicles.
- NGVs 101:** Overview of natural gas and NGV basics.
- Best Bets:** Which fleet/vehicle applications are the best candidates for successful NGV programs and why.
- 9:20am Wheels:** Available light-, medium- and heavy-duty NGVs and the sales-service channels that support them.
- 10:40am Refreshment Break**
- 11:00am Fill'er Up:** Fuel station design, development, ownership and operations options for fleets of all sizes.
- 12:00pm Lunch**
- 1:00pm OPM:** Identifying and securing available federal and state tax incentives and grants (“other people’s money”), which further improve NGV economics
- 1:50pm Been There - Done That:** Experiences/tips on NGV program implementation
- 2:50pm Refreshment Break**
- 3:05pm Dollars and “Sense”:** A review of NGV program economics including calculation of fuel costs, payback and life-cycle savings.
- 3:40pm Next Steps:** Tips on your next steps toward building a successful NGV program.
- 3:50pm Closing Remarks**
- 4:00pm Depart for nearby CNG station tour**

Curriculum Presenter/Moderator  
Stephe Yborra, Director of Market Analysis, Education & Communications  
Clean Vehicle Education Foundation  
with Invited Guest Speakers