

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

ANN ARBOR MICHIGAN - WORKSHOP AGENDA

Curriculum Presenter/Moderator

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

- 8:00am** **Registration / Continental Breakfast:** Get your badge and grab a cup of Joe and a bite to eat (compliments of NGVAmerica) while visiting displays and checking out CNG vehicles located just outside.
- 8:30am** **Welcome Remarks**
Robyn Skodzinsky, Project Manager – Clean Energy Coalition / Ann Arbor Area Clean Cities
Jerry Norcia, President – DTE Energy/MichCon
- 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.
Guest Presenters:
Kevin Fern, Chief Technology Officer – Natural Drive Partners, LLC
Bill Boyce, Eastern Region Sales Manager – Cummins Westport Inc.
- 10:25am** **Refreshment Break:** Grab some refreshment (courtesy of ANGI Energy Systems), visit with our tabletop sponsors and co-hosts and *please* return promptly at break’s end.
- 10:45am** **Fill’er Up:** Fuel station design, development, ownership and operations options for fleets of all sizes.
Guest Presenter:
Scott Zepp, Regional Sales Manager – GreenField Compression
- 11:50am** **Lunch** – After enjoying lunch (compliments of DTE Energy/MichCon), we’ve allotted time for you to visit the vehicle, equipment and service providers once again before our afternoon program.
- 12:50pm** **OPM:** A summary of federal and state tax incentives and grants (“other people’s money”),
Assisting:
Maggie Striz-Calnin, Program Coordinator – Greater Lansing Area Clean Cities
- 1:45pm** **Been There, Done That:** Hear about successful NGV deployment programs
Co-Presenters:
Kris Kyler, President – Kyler Brothers HVAC/Geothermal
Stephen Iachetta, Airport Planner & Environmental Manager – Albany International Airport
Ed Pritchard, VP Fleet Operations & Procurement - Silver Eagle Distributors (invited)
- 2:45pm** **Quick Refreshment and Stretch Break**
- 2:55pm** **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.
- 3:45pm** **Adjourn:** Workshop attendees are encouraged to join us for a tour of the DTE Energy/MichCon CNG station at the nearby Meijers. CNG shuttle service departs promptly at 3:50pm and will return at approximately 5:10pm.