

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

RALEIGH, NORTH CAROLINA 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 ANGI Energy Systems) while visiting vendors' displays and CNG vehicles outside.
- 8:30am** **Welcome Remarks**
Kathy Boyer – Coordinator, Triangle Clean Cities Coalition (Triangle J Council of Governments)
Bill Eaker – Coordinator, Land of Sky Clean Vehicles Coalition (Land of Sky Regional Council)
John Morrison – Assistant Secretary of Commerce, State of North Carolina
Jason Wager – Coordinator, Centralina Clean Fuels Coalition (Centralina Council of Governments)
Sheila Holman – Deputy Director, NC Dept. of Environment and Natural Resources, Division of Air Quality
- 8:50am** **Why We're Here:** A review of the economic, environmental and national energy security market drivers.
NGVs 101: Overview of natural gas and NGV basics.
Best Bets: Which applications are the best candidates for successful NGV programs and why.
- 9:30am** **Wheels:** A review of available light-, medium- and heavy-duty NGVs and their sales-service channels.
Guest Presenters:
Todd Eaton – Sales Representative, Altech-Eco Corporation
Ronn Jones – Vice President of Business Development, Baker Equipment
Bill Calvert – Vice President of Sales, BAF Technologies
Ira Dorfman – Eastern Region Sales Manager, Emission Solutions Inc.
Bill Boyce – Eastern Region Sales Manager, Cummins Westport Inc.
- 10:40am** **Refreshment Break:** Grab some refreshment (courtesy of IMW Industries), visit with our tabletop sponsors and co-hosts 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.
Guest Presenter:
Jared Hightower, Sales Manager – GreenField Compression
- 12:00noon** **Lunch** – After enjoying lunch (compliments of PSNC Energy), we've allotted a bit more time for you to visit the vehicle, equipment and service providers once again before our afternoon program.
- 1:00pm** **OPM:** A summary of federal and state tax incentives and grants (“other people’s money”)
Assisting:
Clean Cities Program Coordinators: Kathy Boyer (TCCC), Bill Eaker (LOSCVC), Jason Wager (CCFC)
- 1:50pm** **Been There, Done That:** Hear about successful NGV deployment programs in various niche markets
- 2:50pm** **Quick Refreshment and Stretch Break**
- 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.
- 3:45pm** **Adjourn:** Workshop attendees are encouraged to join us for a tour of PSNC Energy's nearby CNG station. Shuttles will depart promptly at 3:55pm and return to the RCC at approximately 5:30pm.