



Holiday and CNG Greetings.

The year is almost over, but no winding down for us. This month's issue highlights Redmark's work in Denver, Pueblo and along the Front Range.



Redmark Works With Xcel Energy to Bring Best-In-Class Service to Their Fleets

Even though some gas and electric utilities don't use alternative fuels in their fleets, many are taking steps to lower their operating costs, help the environment and follow a "practice what you preach" doctrine by using their own energy product as vehicle fuel. Xcel Energy in Colorado has some vehicles that run on compressed natural gas (CNG) and is adding more. In addition, many trucks in their fleet transport CNG so customers don't run out of natural gas during pipeline or meter service work.



For this reason, Xcel had their gas department's service trucks outfitted by Redmark with high pressure natural gas cylinders and specialty hose reels. This way, they can flow gas into the homes and buildings of local Coloradans while servicing low pressure systems or meters, and their customers never experience a change in service. This transition during service work is so smooth, customers may not even notice that Xcel crews have been onsite!

Redmark also provides CSA certified tank inspections on Xcel vehicles with CNG cylinders on-board to make sure they are safe and compliant with applicable laws and regulations.



Delivery of Ford QVM and Chevy CNG Vehicles to Pueblo City-County Fleets in Conjunction with Spradley Dealerships

Redmark has been partnering with Spradley dealerships in Pueblo to produce MY 2016-17 natural gas vehicles for Southern Colorado fleets. When representatives for the dealerships were looking into natural gas and propane offerings they were skeptical. Who will buy them? Are they really clean and affordable? After noticing CNG vehicles being purchased by fleets elsewhere in Colorado and the follow-on opportunity to provide specialty repair and maintenance services, they became interested. Spradley learned there was one main producer of CNG vehicles in the region that meets OEM quality control and process requirements. That company was Redmark CNG Services and a partnership was formed for growing natural gas vehicle sales and service.



This partnership was timely because Sparq CNG opened a public CNG station in Pueblo in 2016 and the Pueblo City-County fleet management purchased CNG vehicles from Spradley. Financial incentives available from DOLA (Colorado Department of Local Affairs) enhanced the economics for the Pueblo fleet purchase and operation of these vehicles. In addition, the State of Colorado fleet placed new natural gas trucks for use by the Parks and Wildlife Division in the Southern Colorado area and they needed local repair and maintenance services. Through the support and training provided by Redmark, the Spradley dealerships are now offering these services as well as CSA certified CNG fuel tank inspections.

University of Denver Uses Redmark to Take Care of Their Private CNG Station Equipment

University of Denver has many assets: great educational programs and staff, a beautiful campus and a student culture steeped in history. But, did you know DU officials care so much about the environment that they operate their



fleet vehicles and Ritchie Center Zamboni ice machines on CNG?



DU had its first private CNG station installed for their on-campus service vehicles, almost twenty years ago. Some of the team members at Redmark actually installed that fuel station in the late nineties (this team also designed and engineered it). Today, Redmark is keeping it running with 24/7 reliability through its CNG fueling station operation and maintenance services group that was launched in September of this year. In addition, the team at Redmark provides repair services to Fuelmaker refueling devices located at the Ritchie Center ice arena to fuel their Zamboni ice machines.

Trucking Industry Hits Road Bump With Rising Diesel Prices

Fuel cost increases diminish fleets' buffer from weak shipper demand

THE WALL STREET JOURNAL

<http://www.wsj.com/articles/trucking-industry-hits-road-bump-with-rising-diesel-prices-1481573095>

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