This Spring, Green Your Fleet & Bottom Line

Our second issue of the year brings you stories about Rush Truck Center's new offering of CNG Ford ladder vans, Colorado State University's choice of Redmark to support their methane project with a fueling station upgrade and other work, model year 2017 OEM fleet vehicle order deadlines, and a calendar of important dates for fleet managers.

Colorado State University Chooses Redmark for CNG Station Upgrade & Specialized CNG Truck

Colorado State University (CSU) is home to the Rams and a world class engineering college. Research and development activities not only occur on campus but at the Powerhouse facility for engine testing, development of new technologies, and incubation of companies and organizations that work in the cleantech and clean industries.

CSU awarded two projects to Redmark in 2017 that will help support the work by the University on a new methane emissions research project (evaluating natural gas pipeline compressor stations). The first award was for Redmark to upfit an existing CNG truck operated by CSU with an extensive set of CNG fuel storage tanks and related equipment. The second award was for Redmark to upgrade the CNG fueling station at CSU for use in this project and for other activities at the Powerhouse.

This research project is being funded by the US Department of Energy, and includes CSU, AECOM and other industry partners. The focal point of this study will be directed at compressor stations in pipeline gathering systems that take natural gas from wells and move it to gas processing facilities for later distribution across our great Nation.

This work is a follow-on study to a previous work by Anthony Marchese, CSU professor of Mechanical Engineering. Last time, downwind techniques were used to measure entire facilities at a time; this new research allows a much more pinpointed approach. Eighty natural gas compressor stations and 300 or more compressor units will be measured in this $1.8 million research

project. We are excited by the work at the University to better understand the low-carbon footprint of natural gas.

Redmark Partners with Rush Truck Center for Ford CNG Vans with Automated Ladder Systems

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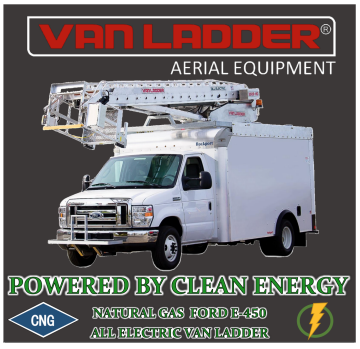
Rush Truck Center in Commerce City has chosen Ford Qualified Vehicle Modifier (QVM) Redmark CNG Services to provide the CNG fuel system installation on new utility vans with aerial equipment ladders sold in Colorado. Fleets buying these new vans receive the Van Ladder equipment and utility box from Brink's Mfg. Co. installed on model year 2017 Ford cutaway E-450 vans delivered by Ford with the CNG fuel system installed by Redmark. Buyers of these vans will be eligible for the Colorado CNG vehicle tax credit of $10,000 and cash rebates from the Regional Air Quality Council (see Redmark E-news: Vol. II, Issue 1 here) of up to an additional $15,000 per truck.

Work trucks and vans are the life blood for building and maintaining the infrastructure of cities and industrial facilities. These are the light and medium-duty trucks and vans operated by commercial and government fleets with specialty tool boxes, utility beds, and various equipment installed ranging from welders to lifts. CNG is a great fuel for work trucks and vans because it reduces the emissions and saves money for the operators. These vehicles tend to use a lot of fuel so the cost savings from operating on CNG compared with gasoline or diesel are significant.



These Van Ladder vehicles will be powered by CNG when driving and the aerial equipment will be powered by electricity when the vehicle is stationary. That means no job site vehicle emissions and reduced driving emissions – a great benefit to helping keep our air clean in Colorado. Key features of these vehicles from Rush Truck Center include no outriggers required for aerial lift operation, 45 foot working height with a 28 feet side reach, and 350 pounds of aerial lift bucket capacity. Various body styles are available and Redmark offers a range of CNG fuel tank configurations.

Ford and GM Model Year 2017 OEM Fleet Truck and Van Order Deadlines Approaching

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It's hard to believe that nearly a quarter of the year has passed us by already. For fleets, this means time is running short to order the model year 2017 vehicles of their choice for deployment into operation this calendar year. A few order deadlines have already passed by such as for the Ford Transit Connect van in February attributable to special model changes being prepared for 2018. For most light and medium-duty trucks and vans the order

deadlines range from early May to early June and depend on the chassis type, engine platform and other features.

These deadlines tend to creep up on us and before we know it a fleet is calling a Ford or GM member of the Redmark dealer network to search national databases for the remaining trucks or vans already built and on a lot someplace in hopes that they can find the right vehicle.

This problem can be made worse by the fact that for a fleet to have a Ford vehicle upfit with a CNG or LPG Ford QVM fuel system the vehicle needs to be ordered as a gaseous fuel prep vehicle (a special order code) to fully comply with Ford warranty requirements. This is a similar situation for fleets buying GM trucks or vans with the 6.0L engine as it needs to be the LC8 version of that engine to be upfit by Redmark on CNG or LPG.

We know that fleets would rather buy vehicles with specifications of their choice and have the vehicle be OEM approved for CNG or LPG fuel system installation and operation. And, the CNG and LPG fuel system technology developers won't have their model year 2018 EPA certifications until the first quarter of next year. So, if you want to put a CNG or LPG vehicle into operation this year and start saving money compared with gasoline or diesel versions of these vehicles, let us know if you have any questions about the OEM fleet order deadlines for specific vans or trucks. We will then put you in touch with members of our dealership network to get your fleet vehicle on order in time.

REDMARK E-News Room

Cobham Type 4 CNG Cylinders Selected by Redmark — Orchard Park, New York

Cobham recently announced that Redmark CNG Services, the Rocky Mountain Region's #1 supplier of CNG and LPG vehicle and station services, has chosen Cobham as a Type 4 cylinder preferred supplier. "We like the availability, quality and precision that Cobham has to offer," said Redmark's president, Kris Kielty. Redmark is also evaluating Type 1, 2 and 3 cylinders from Cobham.

REDMARK EVENTS PAGE

March

30	**2017 MHC Colorado Truck Expo** **Denver Merchandise Mart**
March 31	**DEADLINE:** **Make sure to get your applications for the RAQC Alt Fuels Vehicle Grants submitted.**
April 7	**NAFA Rocky Mountain Chapter Meeting** **Rocky Mountain Chapter is visiting the Denver Auto Show** **Meeting admission includes Auto Show ticket**
April 19	**National Alternative Fuel Vehicle Day - ODYSSEY Day** **Located at the CU Boulder Campus** **Sponsored by Colorado Clean Cities**
May 1 - 4	**Advanced Clean Transportation (ACT) Expo:** **Long Beach, California**
May 10	**Rocky Mountain Fleet Management Association (RMFMA) [FleetPros]** **Colorado Chapter Spring Meeting & Expo** **Adams County Fairgrounds, Brighton, Colorado**

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