



Redmark is Red Hot for Fleets

Our third issue of the year covers Redmark's expansion as a Ford drop ship location for national fleets, medium-duty CNG truck market increase in Colorado, and Redmark's formal listing as a Ford QVM following its purchase last year of the Ward Alternative Energy vehicle services division.



Clean Energy Fuels Chooses Redmark as its National Dropship Location for CNG Fleet Vehicle Upfits

Clean Energy Fuels, the leading provider of natural gas fuel for transportation in North America, has chosen Redmark as their national Ford dropship location for upfit of model year 2017 service trucks and vans to compressed natural gas (CNG) operation. Redmark is an approved participant in the Ford QVM program through which Ford Motor Company and its dealers provide a large number of CNG and LPG vehicle platforms to fleets. In addition to being a Ford QVM, Redmark was designated a Ford dropship location for new vehicles produced at the factory to be directly shipped to Redmark for upfit to CNG and then delivered to Ford dealers for sale to fleet customers. Given Redmark's central location in the US, the company can now receive new Ford trucks and vans directly from Detroit, install the CNG fuel system and deliver them nationally to the Ford dealer of choice for each fleet.



Redmark will receive the new Ford vehicles purchased by Clean Energy Fuels for upfit at its Commerce City, Colorado, location and delivery to the various Clean Energy Fuels facilities around the country. Redmark has proved its ability to provide high quality CNG vehicle services over many years by supporting the CNG vehicle fleet at the Denver regional office of Clean Energy Fuels. Redmark can trace its DNA back to Clean Energy Fuels when its Denver vehicle services group was spun out in 2004. That vehicle services group was originally part of Blue Energy & Technologies/Natural Fuels when it was purchased by ENRG Fuels in 2003 and the combined company was renamed Clean Energy Fuels. Interestingly, the Dallas vehicle services group of Blue Energy & Technologies was spun out too and became BAF, which later became the Westport light-duty division. It's a small

world and Redmark is now a national player in the upfit and delivery of CNG vehicles.



Colorado Sees an Uptick in CNG Medium Duty Truck Sales

Fleets in Colorado are adopting more medium duty CNG trucks than in the past. Historically, most fleet CNG purchases have been either light duty trucks at one end of the scale or heavy duty trucks at the other end of the scale. But, the medium duty market at the mid-point of the truck scale has been slow to develop for CNG. Model year 2017 has been different. Freightliner, Isuzu and Ford medium duty CNG trucks are being purchased by local fleets.

For example, Transwest will soon be delivering a medium duty CNG truck with a grapple crane. Ordered by the City of Fort Collins, the M2 Freightliner truck includes the Cummins 9 liter ISL G natural gas engine. Redmark installed the Momentum tank system for Transwest, which holds 50 gallon equivalents of CNG.



Also for the City of Fort Collins and in partnership with Spradley Barr Ford, Redmark provided the Ford QVM upfit for a Ford F-550 truck with the 6.8 liter gaseous fuel prep engine for a custom flatbed design. Like the Freightliner truck, it is configured to only operate on CNG and holds 25 gallons equivalent of CNG fuel storage. Redmark also provided the upfit of an Isuzu NPR with the GM 6.0 liter V8 Vortec CNG LC8 engine for Weld County via its relationship with Weld County Garage.

More fleet managers are willing to purchase medium duty CNG trucks given the positive operating experience that area fleets are having and the fact that the number of CNG fueling stations continues to increase. For more information about where your fleet can access CNG fueling stations, visit our website at www.redmarkcng.com/fueling or the [Clean Cities Alternative Fuel Station Locator](#) to access the AFDC fueling widget. Let us know if you would also like information about which medium duty trucks are available for order with the natural gas option.



Redmark Passes Yearly Ford QVM Program Inspection with Flying Colors

Ford Motor Company created its Qualified Vehicle Modifier (QVM) program decades ago to establish consistent quality and safety standards for companies that install various components to new Ford vehicles after factory production but before delivery by the Ford dealer to the fleet customer. This overall QVM program includes ambulance bodies, utility beds, CNG and LPG fuel systems and other major alterations to a base new Ford vehicle. In 2014, Ward Alternative Energy's vehicle services division was approved by Ford as a QVM for CNG fuel systems and when this

division was sold to Redmark last year the QVM designation was transferred as part of the sale.



This spring, Ford conducted its annual inspection of its only Colorado based QVM for CNG fuel system installations, Redmark CNG Services. Our team at Redmark did a great job over the past year to meet and expand on the quality and safety procedures that were previously in place at Ward. The Ford inspection team approved our QVM program participation and recognized many of the features of our CNG installations as industry leading practices such as including low pressure CNG fuel filters, redundant check valves at the fill assembly, and being a pioneer in the use of Parker nylon flex hose for fuel lines. As part of the Ford QVM program, Redmark is registered with the National Highway Traffic Safety Administration (NHTSA) as are vehicle OEMs like Ford Motor Company. Click on the images to the left of this story to see our listing on Ford's website as a QVM and our QVM certificate at our website.

REDMARK E-News Room



Redmark Announces Addition of National CNG Parts Supply

Redmark CNG Services, the Rocky Mountain Region's #1 supplier of CNG and LPG vehicle and fueling station services, has announced that it will be expanding its regional parts warehouse and delivery service to a national footprint. The company carries many hard-to-find new and used parts such as high-pressure valves, fittings and other components needed for repair of many types of CNG vehicles and stations. Next time you are looking for a CNG part, give us a call.

October

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**The 11th round of funding for ALT Fuels
Colorado vehicle applications is open this
October**

REDMARK RESOURCES SECTION

FORWARD TO A FRIEND

Vehicle Services

Ford QVM Vehicles | CNG/LPG Installations | Repair and Maintenance | CSA Tank and Vehicle Inspections

Fueling Station Services

O&M Contracts | 24/7 Support | Remote Monitoring and Analytics | New Builds/Upgrades

Specialty Support

Parts Supply | Training | Roadside and Backup Fueling

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