



## CNG Trucks for your 2018 Fleet, Carpe Diem!

Our first issue of the year is all about seizing the day. Read stories about the short order window for Ford MY2018 Super Duty vehicles and oil prices surging causing gasoline and diesel prices to be much higher than CNG prices. We also highlight a local fleet with hundreds of vehicles in the Weld County area; and, Noble Energy and its commitment to continue adding CNG trucks and support CNG school bus projects. Other timely goodies can be found in our E-News about upcoming events and products/services updates.



### Ford Super Duty Pickup Truck Order Bank Closing Early (March 2)

As mentioned in Redmark E-News, [Vol. II, Issue 4](#), the fleet order bank for Ford F-Series Super Duty class of trucks (F-250 thru F-350) is closing early this year. The last official day that Ford dealerships can take orders will be Friday, March 2, 2018. The order window for MY2019 Super Duty trucks will open earlier than normal in calendar 2018 and these less-than-typical order windows are due to various changes being made to the platform by Ford.

A word of caution to the thrifty fleet owner about price protection for MY2019 Super Duty trucks with MY2018 pricing. Ford Quality Vehicle Modifiers (QVMs) develop each year's CNG fuel systems for Ford and seek EPA certification each fall, once the early production vehicles are made available by Ford to the QVMs. This means that the CNG fuel system upfits are typically available a few months later. For example with MY2019 trucks, CNG fuel systems will likely be provided to the QVM installers such as Redmark CNG starting late 2018/early 2019 for MY2019 trucks.



The moral of this story is that if you want to put Ford CNG trucks into your fleet in calendar 2018, the MY2018 order windows are of key importance. Even if you are not 100% sure that you want a CNG Super Duty truck then at least order your MY2018 Super Duty trucks as gaseous-fuel prep so you have the option to upfit them by Redmark CNG when your dealer receives them or shortly after you take delivery. You can also have your Ford trucks directly shipped to Redmark CNG from the factory and then we deliver them to the Ford dealer for final prep and delivery to your

fleet.

For heavier F-Series models for MY2018, including the F-450 thru F-750 trucks, the order bank will be closing in a matter of months, which is the normal timeframe. The light duty F-150 MY2018 truck order window is expected to stay open until mid-to-late summer 2018. Some Ford dealerships purchase a pool of Ford F-Series trucks of various types with typical fleet configurations that can provide fleet ordering flexibility. Redmark CNG is in discussions with a few Ford dealerships in Colorado to consider purchasing a pool of such trucks that may include Super Duty units but nothing has been finalized yet (so don't count on this possibility unless you talk with a Redmark CNG representative first).

On a related note, the QVM CNG fuel systems for FY2018 trucks have all been certified and are available to Redmark CNG from our QVM technology suppliers. These include F-150 through F-750 trucks and some Transit and cab-and-chassis options. See below in this edition of our E-News for a link to the Redmark CNG brochure for Ford MY2018 trucks with details of engines available on CNG and other configuration options. And, if you have any questions about the availability of Ford F-Series MY2018 trucks or timing for CNG upfits this calendar year, let us know.



#### **Noble Energy is Ordering New CNG Vehicles, Bolstering its Fleet Commitment to CNG**

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Noble Energy is one of the leading oil and gas production companies based in the US. Coloradans are fortunate that Noble Energy has a large operation here, which is based in Greeley, to support development of petroleum resources from the DJ Basin. The company is also an environmental leader with the use of CNG trucks in its fleet and has developed a unique program to provide grants and other support to school districts that are interested in replacing their gasoline or diesel buses with new OEM buses that operate on CNG.

Today, Noble Energy operates nearly 200 trucks in Colorado on CNG. They provide base-load CNG fuel demand to various CNG retailers who have built fueling stations in Northern Colorado such as Sparq Natural Gas and X3CNG. They are continuing to add Super Duty and light-duty Ford trucks to their fleet this year with MY2018 units scheduled to be added from Q1 through Q3 this year. Their truck fleet operates in a bi-fuel configuration to allow for infrequent use of gasoline if the trucks are in field operations too far from a CNG fueling station.

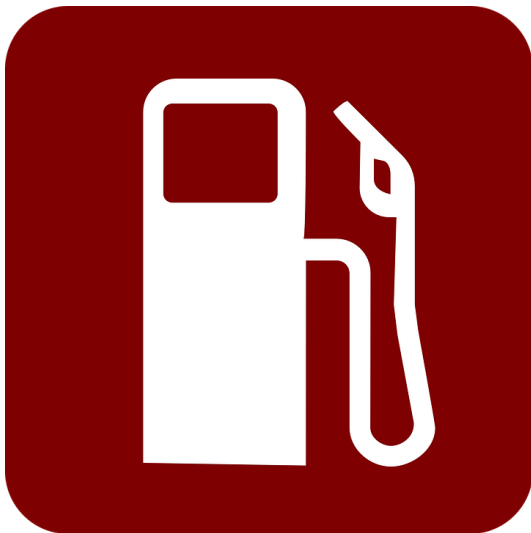


Noble Energy works with Element Fleet Management for most of their fleet additions. Redmark CNG has developed a program with Element, Noble Energy and Colorado Ford dealerships to support

additions of CNG trucks that for MY2017 included a pool of gaseous fuel prep F-150 trucks at Spradley Barr Ford Greeley. This pool of trucks allowed Noble and Element to continue adding CNG trucks well past the MY2017 Ford order deadlines last year. These Ford CNG trucks make economic sense to Noble Energy given today's higher prices for gasoline and diesel compared with CNG prices and the availability of cash grants from the Clean Air Fleets program managed by the Regional Air Quality Council (RAQC) and State of Colorado tax credits.

On another front, Noble Energy is working with the RAQC and other government agencies to provide matching cash grants to school districts that replace their existing buses with CNG buses. Most school bus manufacturers offer CNG options and typically rely on Cummins natural gas engines. A number of school districts in Weld County such as District RE-1 in Gilcrest have taken advantage of the Noble Energy program and are today operating a number of CNG school buses. These match grants help school districts buy CNG buses to generate clean air benefits and to reduce operating costs for such districts. Click [here](#) for information on this Noble Energy program.

## REDMARK E-News Room



### Gasoline and Diesel Prices on the Rise

Oil has been at or over \$60 a barrel for a number of months. Gasoline is around \$2.50/gallon and diesel is around \$2.80/gallon in Colorado. This means that fleets using CNG are recognizing significant savings. For example, [Sparq Natural Gas](#) is offering CNG at \$1.99/GGE for fleets that make a fuel purchase commitment. Coupled with Colorado cash grants and tax credits, this pricing allows strong fuel cost savings to fleets.

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VISIT OUR PRICE PAGE FOR UPDATES ON PETROLEUM/DIESEL & CNG PRICING, FUELING LOCATIONS, PRICE TRENDS AND DETAILED INFO ABOUT NEW STATIONS

# ARE YOU FUEL READY?

REDMARK FUEL FOR WORK PARTNERSHIP

## Redmark Brochures for New Ford & GM OEM-Quality Installations



**VEHICLE SERVICES**  
General Motors MY 2017-2018

Redmark installs CNG and LPG fuel systems for GM vehicles with the gaseous fuel engine (LC8 6.0L) and other engine platforms. We have been selected by leading CNG/LPG fuel system developers as a certified installation and service provider.

GM offers a large range of vehicles available with its LC8 6.0L gaseous fuel ready engine. Ask your dealer to select this engine option when ordering applicable vehicles.

**Fleet Experience** DEALER ready™

Order your CNG or LPG vehicles through select Rocky Mountain Region GM dealers. GM produces many of its fleet vehicles with the LC8 6.0L hardened engine and Redmark installs the gaseous fuel systems on this and other GM engine platforms at its facility. Once the vehicle is completed by Redmark as a NHTSA registered vehicle modifier, we deliver it on-time and ready for work to the GM dealer.

GM maintains the powertrain limited warranty for the vehicle and Redmark maintains the warranty for gaseous fuel system components. GM dealers are trained and supported by GM and Redmark to provide all of your warranty and other service needs.

Each GM CNG or LPG vehicle produced at Redmark goes through OEM detailed quality control procedures. All components and their installation procedures meet applicable emissions, safety and other codes and standards including EPA and NFPA-52.

**The GM LC8 6.0L Difference**

**More durability.** The GM 6.0 Liter V8 Vortec CNG/LPG LC8 Engine is tough. "Finding New Roads," in this truck won't be hard thanks to the hardened exhaust valves and well-tempered intake and exhaust valve seats; improved for greater gaseous fuel usability by GM.

**More notability.** This is the same 6.0L engine from GM that you know and love, just a little tougher. Its part of the Vortec engine family (Generation IV Small Block) and built to the same standards.

**More customization.** From fuel tank configurations to durable covers and filtration options, Redmark has the expertise and know-how to deliver built-to-spec vehicles to meet your specific fleet needs.

Gaseous fuels such as CNG and LPG are plentiful, inexpensive, clean and domestic.

Redmark is the Rocky Mountain Region's most experienced vehicle services provider. In fact, we have been installing and servicing CNG and LPG fuel systems for light-duty, heavy-duty and specialty vehicles for a quarter century, with thousands of installations completed for hundreds of fleet customers.

**VEHICLE SERVICES**  
Ford QVM MY 2017-2018

**Ford Gaseous-Fuel Prep OVM Installations**

Redmark is a Ford Qualified Vehicle Modifier (QVM) program partner for CNG and LPG fuel system installations. We are among a limited number of Ford OVM installers in the US.

**Fleet Experience** OEM ready™

Order your CNG or LPG vehicles through select Rocky Mountain Region Ford dealers, or through the Ford Dealer of your choice using our National Drop Ship Program. Ford produces vehicles with a Gaseous-Fuel Prep package, and Redmark installs the natural gas fuel systems at its QVM facility. Once the final manufacturing stage is complete, we deliver your vehicles on-time and ready for work to the Ford dealer.

Ford offers more CNG and LPG engine types and vehicle platforms than any other OEM, and these trucks are only produced through Ford's well-known QVM program. Driven by stringent requirements for QVM partners, this program ensures each vehicle you order will meet the highest standards for quality and safety.

Ford maintains the engine and powertrain limited warranty for the vehicle and Redmark maintains the warranty for OVM fuel system components. Ford dealers are trained and supported by Ford and Redmark to provide all of your warranty and other service needs.

Each Ford CNG or LPG vehicle produced at Redmark goes through the same detailed quality control procedures as required for all Ford QVM products. All components and their installation procedures meet applicable codes and standards. Such as EPA, FMVSS, Ford Q-185, and NFPA-52.

**The Ford QVM Difference**

**More vehicles.** Some vehicle manufacturers offer one, or just a few, natural gas fuels platforms or engine types. In contrast, Ford offers CNG and LPG vehicles that range from their Transit Connect to F-Series trucks and Transit vans to medium-duty trucks.

**More CNG & LPG fuel systems.** Redmark offers multiple fuel systems from Ford QVM developers (Landi Renzo, Altech-Eco and Roush). We help you determine which technology's features and benefits are best for your vehicle.

**More customization.** From fuel tank configurations to durable covers and filtration options, Redmark has the expertise and know-how to deliver built-to-spec vehicles to meet your specific fleet needs.

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**16**

**Statewide NGV Coalition Meeting**

**February**

**27**

**Statewide Clean Cities Stakeholder Meeting**

**March**

**2018**

**Regional Air Quality Council  
Expected to Open Alternative Fuel Vehicle**

**Grant Program  
Funding Round Soon**

**Estimated Release Date:  
Early March 2018**



**The Work Truck Show & Green Truck Summit  
Presented by NTEA**



**NAFA 2018 Institute and Expo**



April - May

30 - 4

## Advanced Clean Transportation (ACT) Expo 2018

REDMARK RESOURCES SECTION

REDMARK SERVICES SECTION

REDMARK NEWS 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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