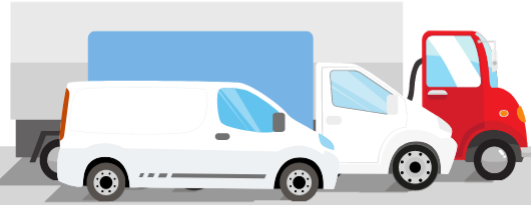


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Redmark E-News

Volume V, Issue 3 | September 2021

Welcome to the latest edition of Redmark E-News

**Double the Green with Redmark's PHEV-CNG Truck
Now Available for Demos!**



Starting now, fleets can reserve a 1-2 week trial session in Q4 to demo Redmark's new PHEV-CNG test vehicle. Redmark is taking orders for upfits to this configuration for MY2022 Ford Super Duty trucks and Transit vans, as well as various medium-duty truck models.

To support fleets who purchase PHEV-CNG vehicles, Redmark can coordinate on-site charging systems as a channel partner with ChargePoint and fleet fueling contracts for RNG access at X3CNG fueling stations.

RAQC funding and other incentives are available for PHEV-CNG vehicles.

Want to learn more? Email Kris Kielty at kris@redmark.com or call us at **(303) 287-6336**.

Job opportunities: Redmark is hiring service technicians to work in our Commerce City shop. If you are interested, check out the jobs page on our [website](#) or email jobs@redmark.com.



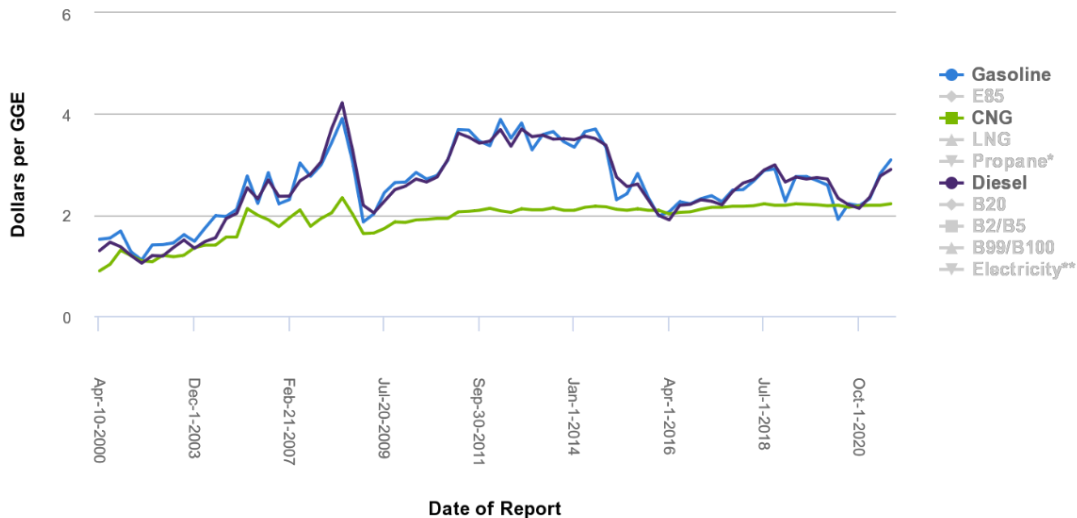
- News Briefs -

Gas Prices Soar, RNG Stays Low



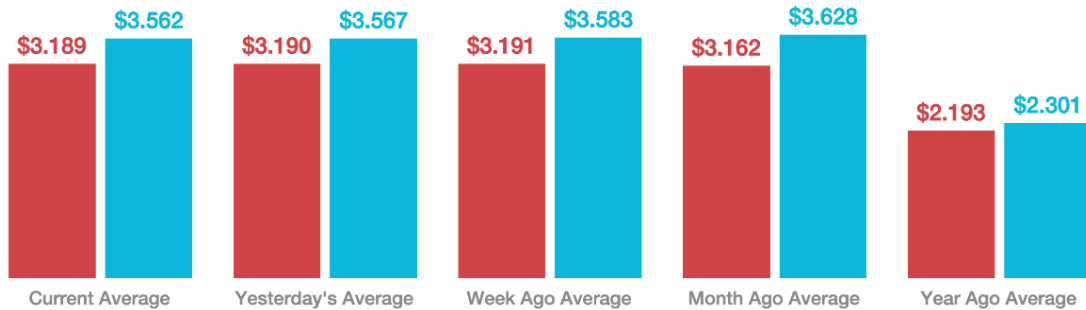
It looks like high gas prices are here to stay. [Oil prices have risen above \\$80 per barrel for the first time in 3 years.](#) That means that advanced fuel options, particularly natural gas, are looking better than ever for fleets. The graph below from the [Alternative Fuels Data Center](#) shows the jump in gas and diesel prices compared to the steady price of CNG.

Average Retail Fuel Prices in the United States



Last updated: July 2021
Printed on: September 23

In Colorado, gas prices are even higher than the national average.



National gas prices versus **Colorado** gas prices - www.gasprices.aaa.com

CNG is dramatically cheaper, even more so with fleet volume pricing (which is offered by our partners [X3CNG](#)). For an option that is better, cheaper, *and* cleaner, most fueling sites offer RNG at the same price as CNG. Plus, fleets using renewable natural gas can qualify for a variety of incentives and tax credits -- with more coming in 2022.



Colorado Transportation Bill is a Win for Advanced Fuels

This summer, Governor Jared Polis signed into law Senate Bill 260, the \$5.4 billion bill to strengthen Colorado's transportation system. In addition to funding much-needed improvements to the state's infrastructure over the next decade, SB-260 is a major win for advanced fuels.

SB-260 allocates \$730 million over the next decade to boost advanced fuel vehicles for fleets, including EVs and RNG vehicles. The Bill establishes several new "enterprises" within the state government, including a Clean Fleet enterprise and a Clean Transit enterprise. Both enterprises will work to advance sustainable fleet vehicles, including RNG and EVs. The new incentives for clean fleet vehicles will begin in 2022.

The New Fuels Initiative, co-founded by Redmark and X3CNG, was a key player in getting RNG incentives on par with EVs in the new legislation. The NFI group, which partnered with the Colorado Motor Carriers Association and many others, was represented by lobbyist Scott Chase at PoliticalWorks to make sure incentives for RNG, EVs, and hydrogen advanced fuel options are on a level playing field.

"EVs, RNG, and hydrogen each have a fit but with different fleet applications," said Redmark President Kris Kielty. "For example, fleets need affordable, accessible, clean options like renewable natural gas for medium- and heavy-duty applications and EVs make more sense for automobiles and some light trucks."

NFI is now working on a bill to extend Colorado tax credits for renewable fuels, which will be introduced early in the 2022 legislative session. To get involved, please contact paul.nelson@saoradh.com or smerrow@ngvamerica.org.



RAQC Grants Reopen October 1st

The [Regional Air Quality Council \(RAQC\)](#) is opening its next round of funding for grants to purchase alternative fuel vehicles through the [ALT Fuels Colorado program](#) until **October 29th**. Funding is available for the replacement of pre-2009 vehicles with full-electric (battery electric or hydrogen fuel cell electric) or renewable natural gas (RNG) vehicles. [...Read More](#)

- Featured Resources -



- **Care about RNG in Colorado? Two opportunities to get involved:**
 - Join the Colorado Energy Office Recovered Methane Working Group - contact Maria Eisemann at maria.eisemann@state.co.us.
 - Colorado Natural Gas Coalition - contact Sherrie Merrow at smerrow@ngvamerica.org.
- **Redmark webinar hosted by Drive Clean Colorado:** Check out our webinar from earlier this summer, featuring our partners at ChargePoint, X3CNG, and the Rocky Mountain Fleet Dealership Network. You can watch the video [here](#).
- Check out [this infographic](#) from NGVAmerica on decarbonizing transportation with RNG.



- Events -

Webinar - Propane Presents: The Paratransit Market

12 pm MT/2 pm ET, September 30

The medium-duty fleet market and the demanding duty-cycle of these vehicles depend on a reliable fuel that can go the distance. It's why more than 7,000 paratransit vehicles across America now run on propane autogas. Colin Messer of Land of Enchantment Clean Cities Coalition, New Mexico, Paul Strobis of Broward County Transit, Florida, and Tim Geibel of the Crawford Area Transportation Authority in Pennsylvania will join PERC's Stephen Whaley, director of autogas business development to discuss why they made the switch to propane autogas and the savings they discovered. Fleet managers across the nation are partnering with the country's major manufacturers and turning to propane autogas to power their paratransit fleet vehicles; and, with the lowest total cost-of-ownership, are getting the job done and meeting sustainability goals while saving more. [Register here.](#)



Webinar - EV Fleet Trends: Advice from the Experts

10 am MT /11 am CDT, October 13

Featuring Mark Poll with Ford presenting on the release of the highly anticipated Ford Lightning F150 and the Westport, CT Police Department sharing their experiences integrating 6 plugin hybrid and electric vehicles into their fleet, including a Tesla Model 3 patrol car. Scott Barrios of Entergy and Ann Vail of Louisiana Clean Fuels round out the panel to share expert advice on the steps that need to be taken in order to successfully add an EV to your fleet. [Register here.](#)



Webinar Series - Coalition for Renewable Natural Gas

11 am MT/1 pm ET, Wednesdays

At 1:00pm Eastern nearly every week, hosted or endorsed

'Wednesday Webinars' will feature expert members and partners on a variety of RNG industry-relevant Leadership, Education, Advocacy, Development and Sustainability topics.

[Find the schedule here.](#)



In-Person Event - NGV21

The Wigwam Resort, Phoenix, AZ

October 19 -21

NGVAmerica's Annual Industry Summit – NGV21 – goes over three days – Tuesday, October 19th through Thursday, October 21st. NGV21 is the only dedicated natural gas in transportation alternative fuels conference and show focused on the North American market. On-road, off-road and everything in between will be featured, from traditional freight, refuse, and transit applications to growing marine, rail, and construction use. Program details are being finalized now. Early Bird registration will be available, and a special government employee/Clean Cities program rate is available. [Learn more here.](#)



Webinar - Best Practices of the Top Green Fleets 2021

4 pm MT/2 pm ET, October 21

This session will feature the top Green Fleet Award winners for 2021 out of a possible 38,000 public fleets in North America. Get the straight story on the methodologies and technologies that work for the top Green Fleets! You will learn how the fleets were able to get funding for alternative fuel vehicles, as well as the infrastructure to support them. They will also present the ROIs for their projects. These are tools, tips and strategies that you can use in your operation the next day. [Register here.](#)



- Sponsor Message -



A Message from:



[X3CNG](#) is a leading CNG fueling station operator in the Rocky Mountain Region. X3CNG has the largest network of public-access CNG fueling stations in Colorado and offers multiple solutions to fleets that help them reduce their carbon footprint, lower criteria pollutants, and improve fleet economics. All locations offer renewable natural gas (RNG), which helps fleets participate in grant programs and other financial incentives. X3CNG and Redmark often partner to bring solutions to fleet customers such as [roadside emergency vehicle fueling](#) and other support services.

If you are interested in learning about RNG or how your fleet can qualify for vehicle incentives by replacing CNG with RNG, please contact James Mora at james.mora@x3cng.com.



Advanced Fuel Vehicles & Services

marketing@redmark.com | (303) 287-6336 | www.redmark.com



Fleet Vehicle Services

Ford QVM & eQVM Vehicles | CNG/LPG Upfits | HEV/PHEV Upfits
Repair & Maintenance | CSA Tank & Vehicle Inspections

Fueling & Charging Station Services

CNG & LPG Station Services, Upgrades & New Builds | Electric Charging Systems
Modular/Mobile Fueling | Fuel for Work Partnership

Specialty Support

National Parts Supply | Roadside & Backup Fueling & Charging | Training
CNG Trailer Maintenance & Repair | Truck Accessories

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