

ROAD TO NATURAL GAS

Volume IV

June 17, 2013



The fourth edition of **ROAD TO NATURAL GAS** includes updates of Clean Energy's growing portfolio of customers making the switch to natural gas as a transportation fuel or expanding their current fleets including **GE Transportation**, the company's first rail customer.

Another notable advancement was **UPS's** recent announcement that it will expand its LNG fleet with 700 additional tractors by the end of 2014. This expansion of a fleet by an industry-leader is a strong signal that natural gas fuel will play a major role in the future of trucking. Clean Energy will open multiple stations on **America's Natural Gas Highway**[®] and expand it with additional stations to support the expanding UPS LNG fleet.

This edition contains a listing of agreements signed since the third edition was released on February 25, 2013.



Rail

The railroad industry in the United States consumes 3.3 billion gallons of diesel a year. GE Transportation, the world's leading manufacturer of diesel-electric locomotives, has chosen Clean Energy as its fuel partner as it explores the opportunity to expand its offering to include LNG-powered locomotives.



Already a technology leader in the rail industry, **GE Transportation** conducted a test using LNG in a converted dual fuel locomotive on May 24 in Erie, PA. Clean Energy provided the fuel from its Pickens LNG Plant, fueling equipment and operational fueling consulting.



REFUSE & OTHER VOCATIONAL INDUSTRIES

Natural gas adoption continues aggressive growth within this segment; it is expected that 60 percent of new refuse trucks purchased in 2013 will be fueled by natural gas. Notable developments since the last edition of ROAD TO NATURAL GAS include:



Progressive Waste Solutions/BFI Canada in Barrie, Ontario will begin fueling 61 CNG trucks with Clean Energy.



Ferrara Bros. Building Materials Corp. in Flushing, NY will deploy an additional 12 CNG cement trucks.



Clean Energy completed construction of an additional CNG fueling station for **Republic Services** in Salinas, CA to fuel 30 CNG trucks.



Napa Valley Petroleum awarded Clean Energy a contract to upgrade and operate a CNG station in Napa, CA for refuse, transit and airport shuttles.



Garaventa Enterprises signed a contract for Clean Energy to build a portable CNG fueling station in Concord, CA to fuel four trucks initially and plans to expand this fleet to more than 70.



The **State of Colorado** began implementing its CNG fleet program with the purchase of 81 NGVs and plans to add 182 NGVs in 2014. Clean Energy is constructing a new CNG fueling station in Denver to support this growing fleet.



CR&R Waste Services in Perris, CA contracted Clean Energy to maintain their 50-truck CNG station.



Mission Linen Supply, a leading provider of uniform rental products, services and supplies in California, Arizona, Texas, Oregon, and New Mexico expanded its fleet of NGVs to six.



AIRPORT SHUTTLES, TAXIS & FLEETS

This segment continued its impressive performance for Clean Energy by delivering over 1.7 million gallons of natural gas in the last three months. Additional developments since the last edition of **ROAD TO NATURAL GAS** include:



Enterprise Rent-A-Car ordered 15 additional CNG buses expanding their fleet size to 30 at Los Angeles International.



Hertz added six CNG buses to its fleet of 34 natural gas vehicles servicing LAX.



Clean Energy executed a contract to operate its CNG station at **San Francisco International** for an additional nine years including a station upgrade. As of May 31, 2013, 100 percent of the shuttle vans operating at SFO will be CNG, representing over 200 vans.



The City of Chicago selected Clean Energy to own and operate a CNG station at O'Hare International.



Clean Energy was selected to assume the short-term lease and operation of **Massport's** CNG fueling station at **Boston's Logan**. The station fuels Massport's CNG fleet of transit buses and passenger vehicles as well as third-party fuelers.



Clean Energy was awarded the repair and maintenance agreement for the CNG station at **Washington's Reagan National** which operates six CNG buses.



MGM Hotel in Las Vegas, NV ordered six CNG Cadillac Escalade Limousines.



Courtyard Marriot at Newark Liberty International in New Jersey will begin fueling two shuttle buses with Clean Energy.



TRUCKING SHIPPERS & CARRIERS

Momentum continues to build with long-haul trucking's transition to natural gas, below are a few recent developments within this segment:



UPS announced it will purchase an additional 700 LNG trucks and plans to build four LNG stations by the end of 2014. Clean Energy will support this expansion by either constructing LNG stations or opening **America's Natural Gas Highway (ANGH)** stations in Amarillo, North Houston, Mesquite and San Antonio as the fleet is deployed in Texas.



Land O' Lakes added eight CNG tractors to its existing fleet of LNG tractors deployed in Tulare, CA.



Fox Transportation of Los Angeles added 20 CNG trucks and plans to expand its fleet with both CNG and LNG vehicles.



Dillon Transport is adding 25 LNG trucks which will fuel at Clean Energy's ANGH station at Dillon's Dallas, TX Terminal.



TRANSIT

Approximately 35 percent of new buses purchased in 2013 will be fueled by natural gas. Clean Energy's expansion in this segment since February includes:

- Clean Energy was awarded a new contract to build and operate an additional CNG fueling station for the nation's largest natural gas fleet, operated by the **Los Angeles County Metropolitan Transportation Authority**.
- **Hillsborough County Area Regional Transit** in Tampa, FL has begun deployment of 250 CNG buses, all of which will be fueled at a private fueling station to be constructed by Clean Energy.
- Clean Energy upgraded an LCNG station for **City of Commerce, CA** and extended its operations, service maintenance and LNG supply contract for six years.
- Long-time Clean Energy customer, **Big Blue Bus** in Santa Monica, CA replaced an additional 19 diesel buses with CNG buses.
- The **City of Santa Clarita, CA** ordered 11 CNG buses.
- **Montebello Bus Lines in California** ordered 15 CNG buses to replace existing diesel buses.
- **The Regional Transportation Commission of Southern Nevada** is adding 45 CNG buses and support vehicles to its fleet which fuel at Clean Energy stations.
- The **Orange County Transit Authority** in California added five CNG buses.
- The **Valley Regional Transit** in Nampa, ID ordered seven additional CNG buses.
- **Hofstra University** on Long Island, NY will begin fueling its CNG shuttle bus with Clean Energy.
- **Yale University** in New Haven, CT will begin fueling its three paratransit vehicles with Clean Energy.
- **Sacramento Regional Transit** awarded Clean Energy a repair and maintenance contract for their natural gas station.
- **Napa Valley Unified School District** in California began fueling its fleet of 43 CNG school buses at a station recently acquired and upgraded by Clean Energy.



FACILITIES MODIFICATION

Clean Energy recently created a new Facilities Modification Services business unit to meet the growing demand for maintenance facilities as more fleets transition and expand to natural gas.



Clean Energy was selected by **Hillsborough County Area Regional Transit** in Tampa, FL to design, build, operate and maintain a new 250-bus CNG fueling station for the county's transit system. The agreement also includes a facilities modification and repair contract to modify two repair garage facilities as well as a five-year operation and maintenance agreement.



Clean Energy consulted with approximately 100 customers on code requirements and provided 55 site assessment reports detailing required building modifications, design and construction services and associated costs for upgrading facilities.



VEHICLE CONVERSIONS

A growing number of companies and organizations are modifying their fleets to take advantage of the economic and environmental benefits of natural gas. Select recent highlights achieved by Clean Energy subsidiary BAF include:



The **Southern California Gas Company** ordered the modification of 75 Ford F-250 trucks.



Home City Ice of Cincinnati, OH will convert an initial 14 Ford F-650 trucks.



BAF has 10 Ford F-Series trucks on order for **AAA of Oklahoma**.



BAF won a bid to convert numerous vehicles for the **National Joint Powers Alliance** of Staples, MN.



BAF launched the Ford F-59 "Strip-Chassis" at the National Truck Equipment Association show with great interest from national fleets. The model offers features that are critical to the commercial vehicle markets such as multi-stop couriers, linen and laundry, and food and beverage.



BAF subsidiary **ServoTech**, located in Belleville, MI, secured contracts to provide emissions abatement using its proprietary DeNOxer™ technology which reduces plant emissions up to 95 percent.