

# CALIFORNIA FUNDING for Natural Gas Goods Movement Trucks



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# Before we get **STARTED**

- » **Q&A:** Please submit your questions to the host using the Q&A box in the lower right-hand corner.
- » **Survey:** A 30-second survey will pop-up at the end. We appreciate your feedback!
- » **Presentations:** A recording of today's webinar will be emailed to attendees by the end of this week.
- » **Technical Issues:** Contact Mikhail Taskaya at [Mikhail.Taskaya@gladstein.org](mailto:Mikhail.Taskaya@gladstein.org) or **310-573-8567**.

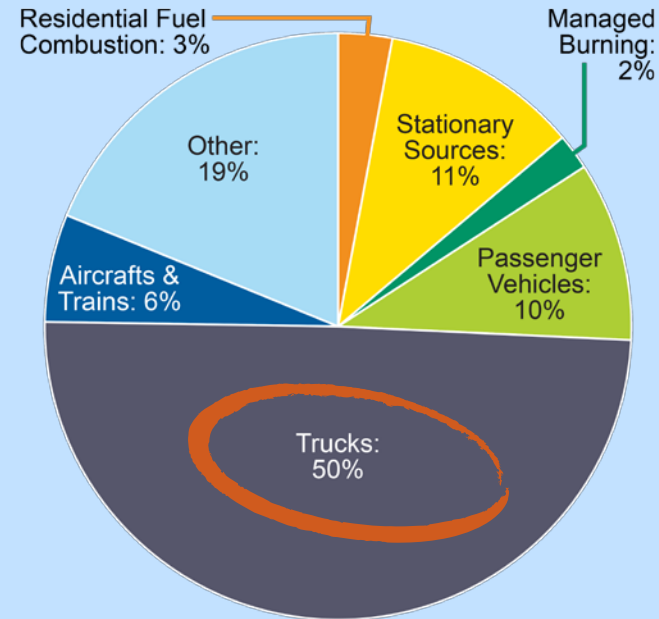


# Regulators are targeting HEAVY DUTY VEHICLES



#1 SOURCE of Daily NO<sub>x</sub> EMISSIONS  
in the San Joaquin Valley,  
Contributing to:

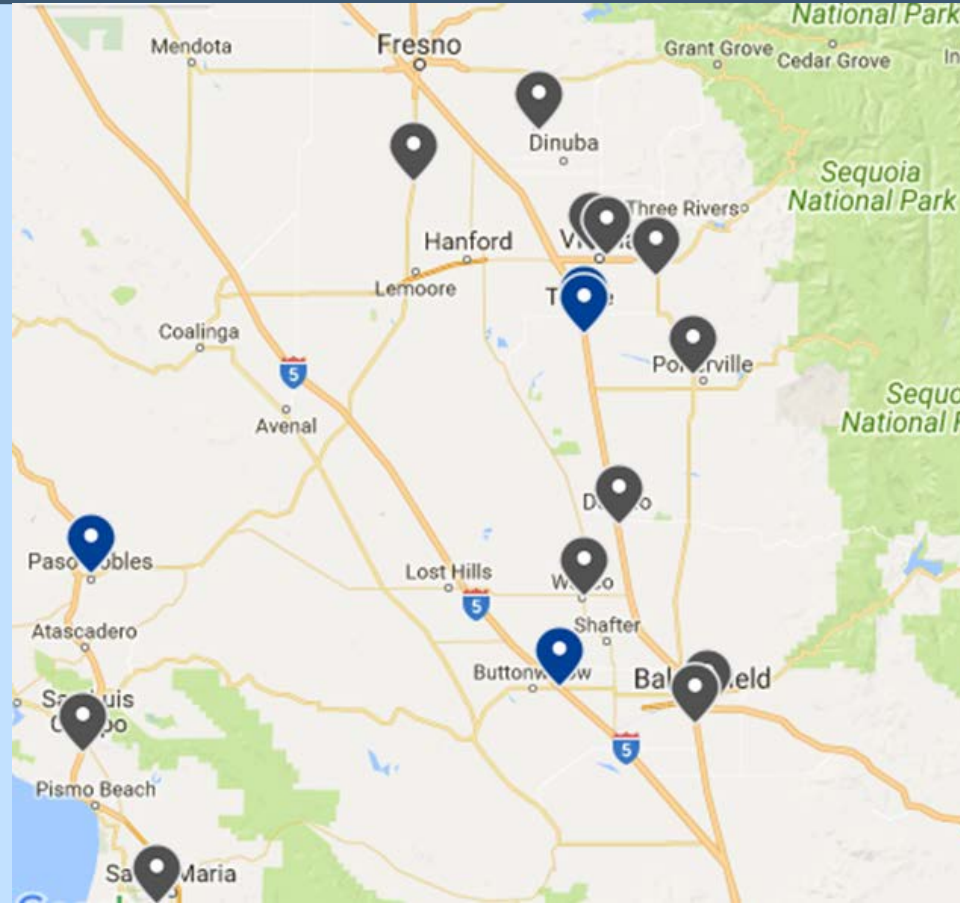
- **Asthma**
- **Respiratory Illness**
- **Heart Disease**
- **Premature Death**



# Domestic & Low-Carbon FUEL

## BENEFITS of Natural Gas:

- **Cleaner:** 95% less NO<sub>x</sub>; 15% to 125% less GHG; can meet “greener fleet” objectives
- **Affordable:** Historically 30-50% cheaper than diesel
- **Abundant:** 150+ year supply
- **American:** 93% sourced domestically
- **Available:** 2000+ fuel stations nationwide and 10-12 coming online each month



# Ultra-Low Emissions ENGINES

## EPA Certified “Near Zero” Natural Gas Engine

- World’s first HD engine to meet CARB’s most stringent low-NOx emission standard of 0.02 g/bhp-hr Nox
- 11.9 L, 400 HP, available for orders
- Closed Crankcase Ventilation vacuum helps reduce methane emissions by 70%
- Full size Big Rigs, Class 8



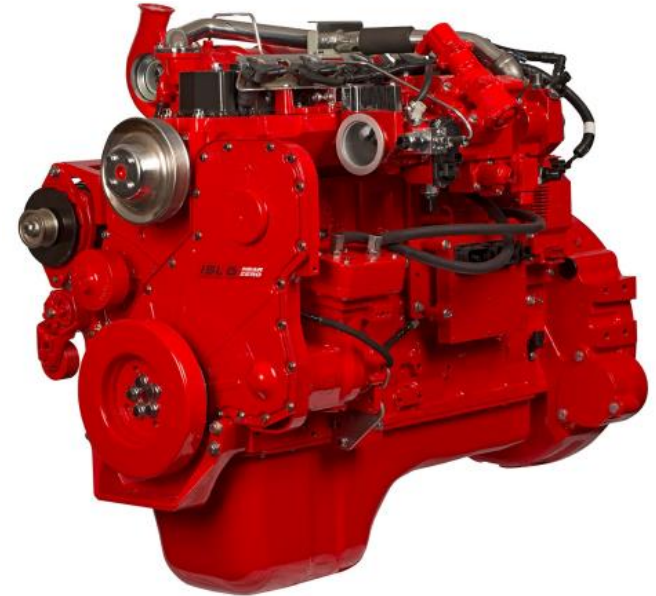
**90% Cleaner**

than the EPA's current HD NOx emission standard



**HD BEV Equivalent**

based on comparing NOx emissions associated with HD BEV charging





# Cost Effective & Commercially Available VEHICLES

## ROAD-TESTED VEHICLES:

- The most cost effective NOx emissions reductions across multiple MD and HD applications
- Available from national OEMs with established sales and service networks
- More than 160,000 NGVs on the road in the U.S. and 23 million worldwide



### Natural Gas



Technology Cost \$150,000  
**NOx Reduced 3,810 lbs**



### Diesel

Technology Cost \$100,000  
NOx Reduced 1,858 lbs



### Electric

Technology Cost \$324,000  
NOx Reduced 3,810 lbs

SoCalGas

# FLEET SERVICES

## INFORMATION & Education

- **CNG and Natural Gas Vehicles**
- **One-stop shop and neutral party for resources and vendors**
- **Grant and Incentives**

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## ON-SITE Fueling

- **Line extensions, upgrades, meter sets**
- **Project management: outline project steps, implementation plan, assist with rollout**

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Two dedicated

**ACCOUNT EXECUTIVES**



# SoCalGas PRODUCTS & SERVICES

Low Carbon Fuel  
Standard

Reduced pump prices at SoCalGas and  
SDG&E stations

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Compression Services Tariff  
CNG Stations

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Assistance:  
Grant Application

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Feasibility analysis:  
Financial Tool





# CUSTOMER TESTIMONIALS

## Leading Freight Transportation Fleets are Successfully Operating Natural Gas Trucks, Including:

### UPS

"With more than 4,400 natural gas vehicles and a network of fueling stations, UPS has had great results using natural gas as an alternative fuel in our fleet. In 2016, we used more than 61 million gallons of natural gas in our ground fleet, which included 4.6 million gallons of renewable natural gas... and decreased CO2 emissions by 100,000 metric tons."

*- Mark Wallace, UPS Senior Vice  
President Global Engineering  
and Sustainability*

### Dillon Transport

"Dillon Transport deployed the first natural gas truck in 2011. Since then we have grown our fleet to over 250 Cummins Westport 12 liter natural gas engines. We successfully haul 80,000+ GVW loads every day in many areas of the US. Our customers appreciate the low emissions of air pollutants and greenhouse gases from our fleet and our reliable deliveries."

*- Charles Musgrove, President,  
Dillon Transport*

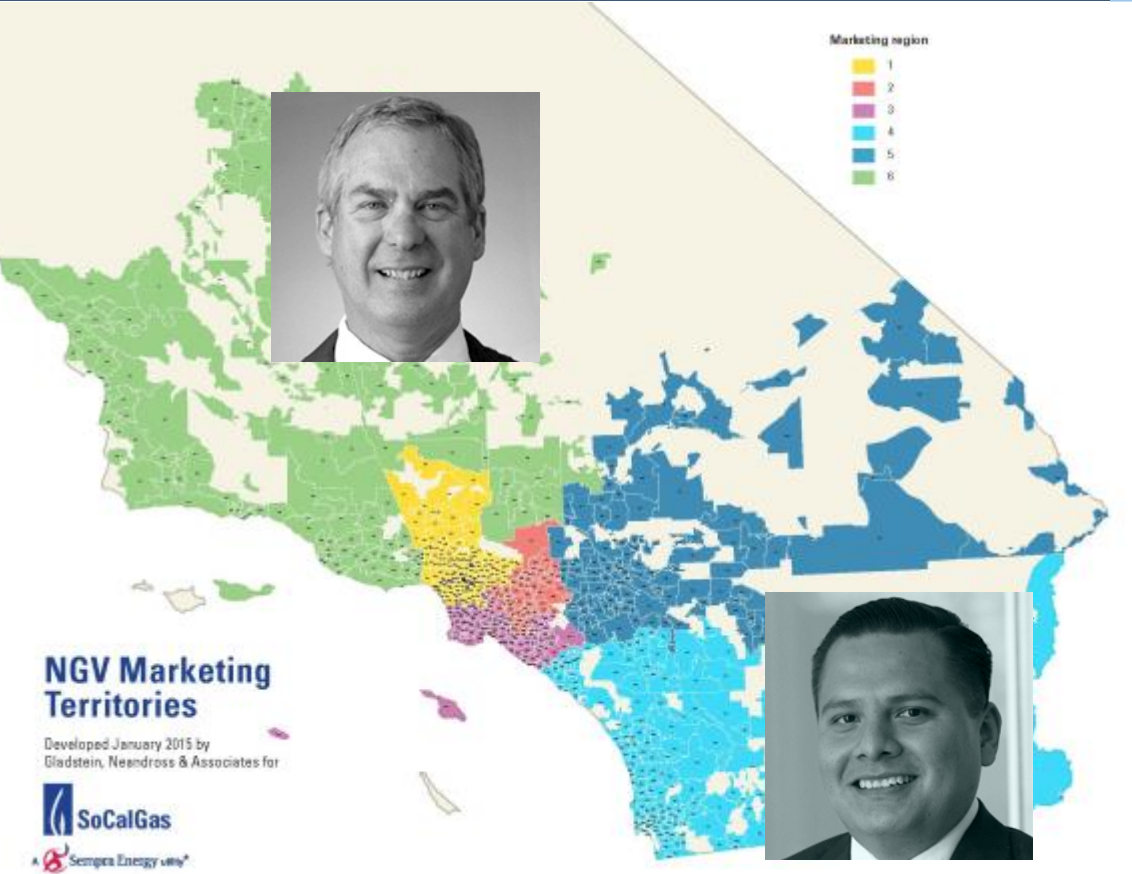
### Sheehy

"Sheehy Mail Contractors deployed our first CNG 12L tractors in 2013; since then our fleet of CNG 12L tractors has grown to 80 power units. CNG now makes up 94% of our total fuel purchases. The fleet has operated over 30,000,000 miles. The performance of the CNG tractors have been as good as the diesels. The drivers prefer the CNG tractors for the cleanliness of the fueling experience and the quietness of the vehicles."

*- John Sheehy, President  
Sheehy Enterprises, Inc.*

# At Your Service SoCalGas

# ACCOUNT EXECES



LOS ANGELES  
ORANGE COUNTY  
CENTRAL VALLEY

**Mike Bolin**

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INLAND EMPIRE  
IMPERIAL VALLEY  
SAN DIEGO

**Jesus Sosa**

# Over the lifecycle, natural gas is a **GOOD INVESTMENT**



# THANK YOU!

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- **My info: [mbolin@semprautilities.com](mailto:mbolin@semprautilities.com) or (213) 200-1585**