



# ***SANBAG / Ryder Trucks***

## ***Natural Gas Truck Project Update***

California Energy Commission PIER Program Meeting

July 13, 2010

**DOCKET**

**10-IEP-1F**

DATE JUL 13 2010

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**Governments**  
**SANBAG**  
**Working Together**

# Project Overview

- First natural gas truck deployment in a commercial truck rental and leasing operation
- \$19.3 Million in Federal & State Funding
  - 202 Heavy-Duty Natural Gas Trucks (LNG & CNG)
  - 2 Public Access LNG/LCNG Refueling Stations
  - 3 Maintenance Shop Upgrades for NGV Repair
  - Personnel & Customer Training
  - Project Management & Administration
  - Project PR & Marketing

# About SANBAG

- The council of governments and transportation planning agency for the 2 million residents of San Bernardino County.
- Responsible for cooperative regional planning and furthering an efficient multi-modal transportation system countywide.
- Supports freeway construction projects, regional and local road improvements, commuter rail and bus transit, freeway service patrol, ridesharing and congestion management efforts.
- Administers Measure I (half-cent transportation sales tax approved by voters in 1989 and again in 2004)

# About Ryder Trucks

- Provides leading-edge transportation, logistics and supply chain management solutions worldwide
- 399th on the FORTUNE 500®
- Offer short-term rentals, long-term leases, or Ryder's dedicated logistics services
- 1,200 customers and 6,500 trucks in SoCal



# Strong Executive Level Support

“As an industry leader for almost 80 years, Ryder remains committed to leveraging its expertise and the latest technologies to deliver world-class transportation products and services that build long-term value for our customers,” commented **Tony Tegnella, President of Global Fleet Management Solutions** for Ryder. “With more than 1,200 customers and 6,000 commercial trucks operating in the Southern California region, this project represents a tremendous opportunity to expose Ryder’s large and diverse commercial customer base to a leading-edge, environmentally sound and efficient fleet solution.”

# Project Funding

**\$36.3 Million TOTAL PROJECT COST**

**\$9.308 Million**

- California Energy Commission (CEC) Assembly Bill 118 Alternative and Renewable Fuel & Vehicle Technology Program.



**\$9.95 Million**

- American Recovery and Reinvestment Act of 2009 (ARRA) through the U.S. Department of Energy's (DOE) Alternative Fuel and Advanced Technology Vehicles Pilot Program



**\$17.06 Million**

- Ryder Trucks



# Annual Project Benefits

## Energy Security, Green Jobs + Emission Reductions

- Displace 1.51 Million Gallons of Diesel Fuel Use
- Use Nearly 3.0 Million Gallons of Domestically Produced Low Carbon LNG
- Create & Sustain 400+ Jobs
- Reduce 4,194 Metric Tons of GHG Emissions
- 131 Tons of NOx Reductions
- 2.65 Tons of Diesel PM Emissions Eliminated

# CNG Straight Trucks





# LNG & CNG Tractors

## *LNG Tractors*



## *CNG Tractor*



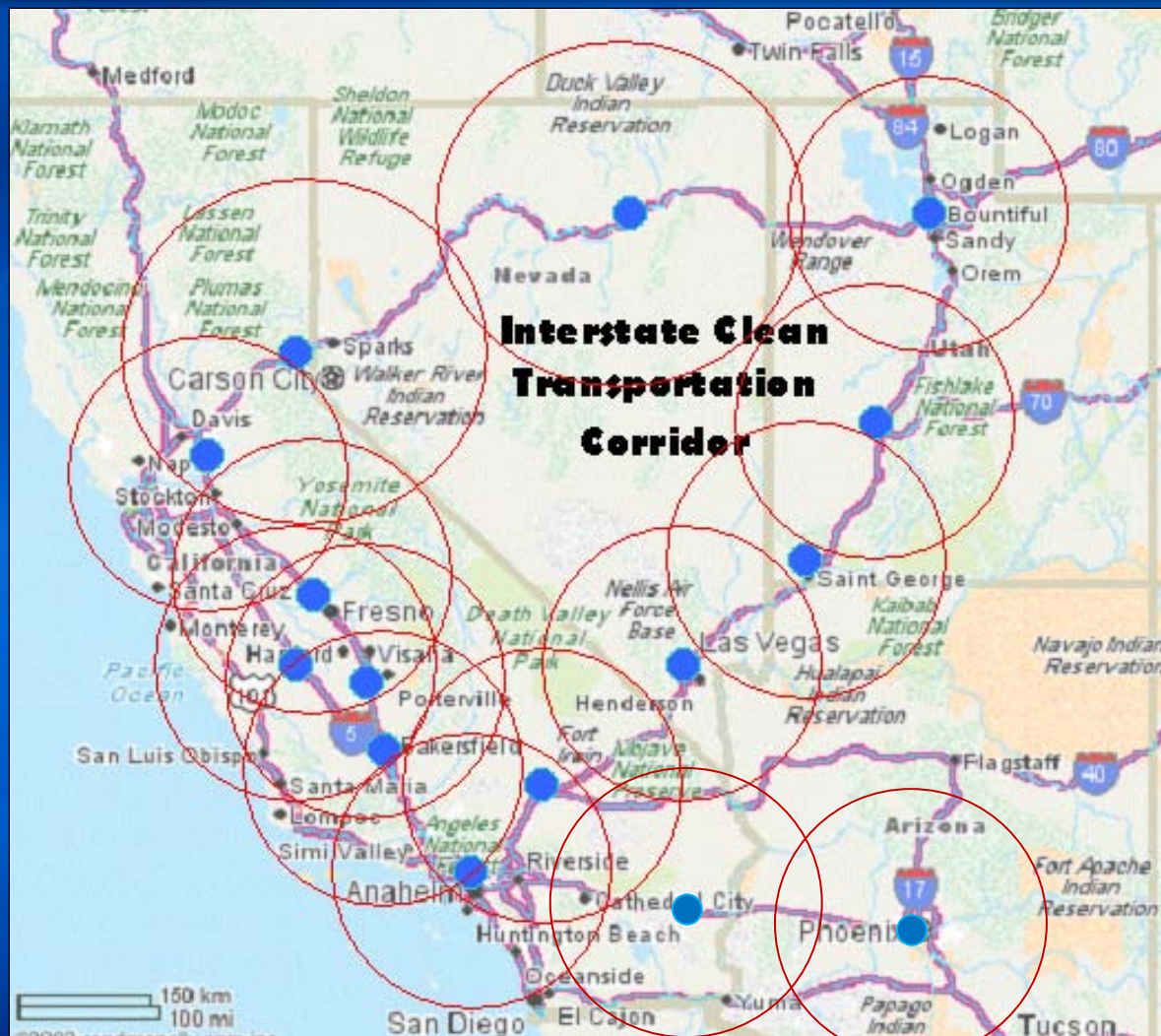
# New NG Truck Maintenance



# New Public LNG/LCNG Fueling

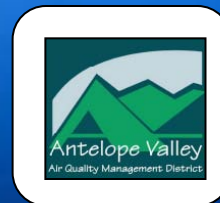


# Interstate Clean Transportation Corridor (ICTC)

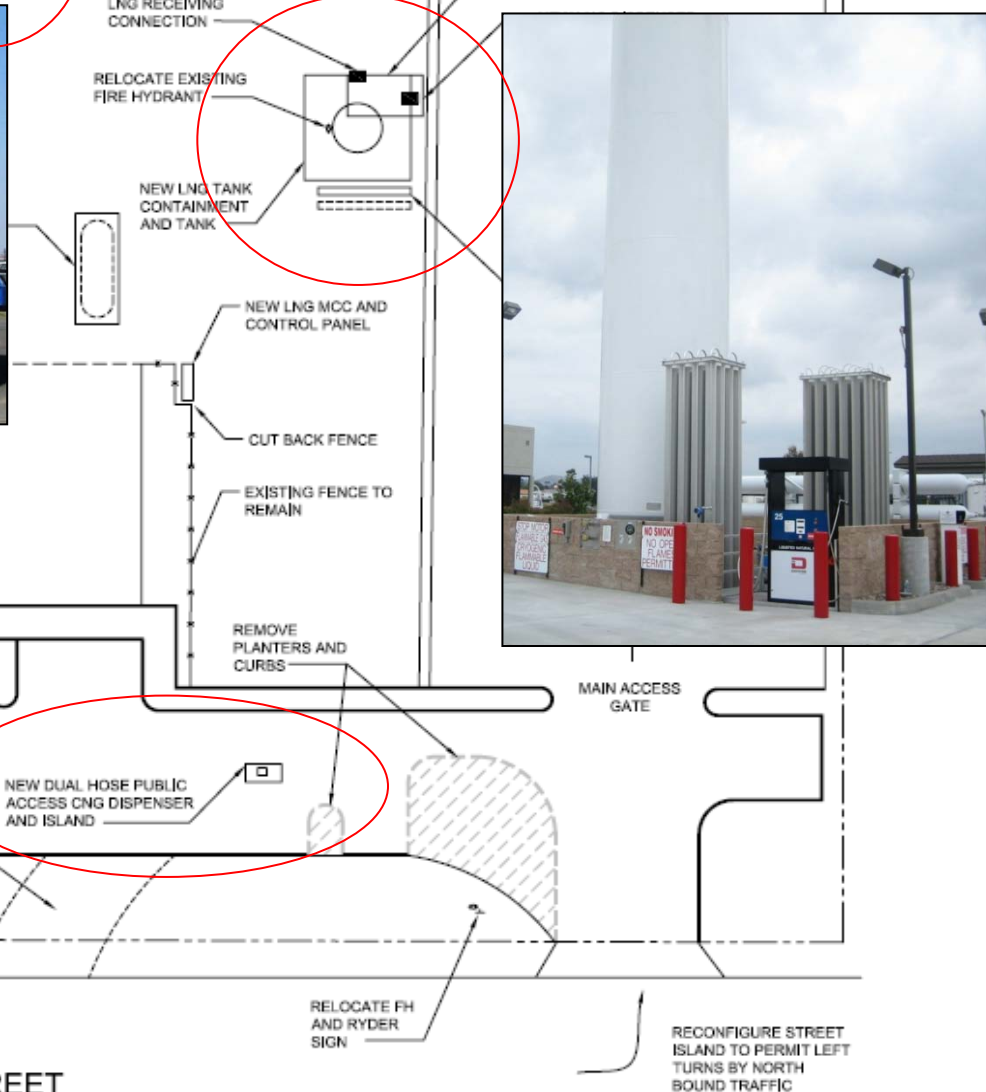


# Interstate Clean Transportation Corridor (ICTC)

- Most successful planned clean fuel corridor in the U.S.
- Public-private partnership with multiple federal, state and local public agencies
  - Founding Members: US DOE, CEC, & SANBAG
- Initiated in 1996
- Directed by GNA
- Multiple Awards



# Orange LNG/LCNG Station



MAIN STREET

# New Public LNG/LCNG Fueling

***Barstow LNG  
Station***



***Tulare LCNG  
Station***

# Training

- Natural Gas Engine Maintenance
- On-Board LNG Tank Maintenance
- CNG Tank Inspections
- Fuel Station Operations & Routine Maintenance
- NG Truck Driver Training
- Fire Department & Emergency Responders Training



# Project Management

- Project Management and Planning
- Vehicle Deployment
- Infrastructure Development
  - Environmental Compliance (NEPA/CEQA)
  - Station RFPs and Construction Oversight
  - LNG Fuel Procurement
  - Maintenance Facility Modifications
- Training Coordination & Delivery
- Outreach & Marketing
- Grant Administration, Documentation and Reporting



# Marketing & Outreach

- Promotional & Media Events (Ribbon Cutting, Truck Delivery, etc.)
- Press Releases Highlighting Milestones
- Outreach & Education for Local Fleet Operators, Public Officials, and Others
- Presentations at Conferences, Public Forums, etc.
- Articles and Info. in Partner Publications, Websites, Trade Journals, etc.
- Development of a Website to Promote the Project



# Project Timeline

PROJECT MILESTONE		START DATE	DATE COMPLETE
<b>PHASE I</b>	T1: Contract Execution (SANBAG and Ryder)	August 4, 2010	August 11, 2010
<b>PHASE II</b>	T2: NG Truck Order / Deployment (70 units) T2: Year 2 NG Truck Order/Deployment (132 units)	October 11, 2010 January 1, 2011	December 31, 2010 September 30, 2011
	T3: Driver & Mechanic Training	September 31, 2010	January 28, 2011
	T4: LNG/LCNG Fuel Station Vendor Selection	October 28, 2010	December 15, 2010
	T5: LNG/LCNG Fuel Station Permitting, NEPA/CEQA	March 30, 2011	August 1, 2011
	T6: LNG/LCNG Station Construction - LNG/LCNG Station Equipment Ordered - Site Work / Civil Improvement - LNG/LCNG Station Equipment Delivered - LNG/LCNG Station Equipment Installed	March 15, 2011 May 30, 2011 June 1, 2011 July 1, 2011	May 30, 2011 September 1, 2011 September 31, 2011 January 31, 2012
<b>PHASE III</b>	T7: LNG/LCNG Fuel Station Ribbon Cutting	March 30, 2012	April 30, 2012
	T8: Operations, Management and Reporting	June 2012	December 22, 2014

# Keys to Success

- GNA-SANBAG-CEC-DOE have a long history of success working together on similar projects (ICTC)
- The Ryder project is technically and economically feasible
- The Ryder project is a true public/private partnership
- There is constant communication among the team via weekly conference calls and email and phone in-between
- Ryder's status as 'best in the business' and their access to 1,200 customers will magnify the penetration and impact of the project
- 1,200 customers in SoCal: potential for NGV truck proliferation
- Ryder's purchasing power can influence OEM product development



***Thank You !!!***  
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