SANBAG / Ryder Trucks
Natural Gas Truck Project Update
Southern California Association of Governments
October 7, 2010
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 Public Relations & 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
“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 Tegnelia**, **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

$9.95 Million

$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

Natural Gas Truck Project
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

California Environmental Protection Agency
Air Resources Board
Orange LNG/LCNG Station
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

## Natural Gas Truck Project

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