

# **2002 Natural Gas Infrastructure Workshop**

## **Overview of Infrastructure Partnership Activity**

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& Natural Gas Infrastructure Workshop  
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## Key barriers relate to fueling station **SIZE** and **FUEL THROUGHPUT**

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- NG stations that dispense large fuel volumes (e.g., transit, refuse) have already become self-sustaining commercial ventures, but . . .
- **Low fuel throughput** at many existing or planned stations remains a major barrier to wider NGV deployment
- Current formula for commercially attractive stations is well known:
  - 15,000 to 20,000 Gasoline Gallon Equivalents per month
  - at least one **“Anchor Fleet”**
  - Turnkey provider offering “take or pay” contract for anchor fleet
- **Issue:** smaller fleets can’t generate sufficient fuel throughput by themselves to achieve anchor fleet status
- How can we sustain and expand NG use in lower-throughput applications considered “strategic” for long-term viability?
- Government funding: very important . . . but not the long-term answer
- Must maximize the **VOLUME** of fuel dispensed at each station

# Objective of Partnering Workshop

We have unused capacity -- why not open our station to a nearby fleet?

Maybe I can fuel my 3 CNG school buses at the city's station -- it's only 3 miles away . . .

Promote cost-effective NG infrastructure through increased sharing of stations by fleets

We need another fleet to cost-share our new L/CNG station . . .

**Approach:** open a dialogue about opportunities (and barriers) for fleets to “help themselves” by pooling fuel demand and resources (funding, knowledge, locations, etc.)

# Focus and Methodology for Afternoon Session

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- **WORK**shop: your help is needed to identify:
  - how to maximize existing funding resources for NG stations
  - opportunities, barriers, logistical issues, etc. related to greater sharing of NG stations among fleets
- Fleet representatives have been broken out by four local counties
- Each group will have one or more “facilitators”
- Approximately 60 to 90 minutes of **informal** discussion planned
- Feedback and ideas sought from
  - fleets that can OFFER station access, or NEED station access
  - station vendors, fuel vendors, government agency reps, etc.
- Today is only the first step: follow-up among interested parties will be essential
- After the break, please re-convene in the exhibition hall . . .

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## Locations and “Assignments” for Infrastructure Partnering Activity

Fleet Location	Discussion Area	Facilitators
Los Angeles County	Ford	Peter Ward / Kathleen Nawaz
Orange County	Honda	Mike Eaves / Roxanne Dempsey
Riverside County	General Motors	Richard Parish / Rosa Washington
San Bernardino County	Exhibitor Area	Jeff Clarke / Doug Horne

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# THE END