



Natural Gas Infrastructure Partnering Workshop

Workshop Objectives

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Workshop Objectives

- Implement a different approach to natural gas fueling infrastructure deployment
- Bring together NGV fleets and fuel providers to initiate and consummate fueling station discussions
- Work the concept of fleets sharing fueling stations for mutual benefit
- Continue the process of station deployment in southern California for fleet and general consumer use

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Workshop Objectives

- “Anchor fleet” approach has been most successful for fueling station deployment
 - Guaranteed monthly minimum gasoline (or diesel) gallon equivalent (GGE/DGE) buy from station/fuel provider
 - Requires roughly 500 to 1000 vehicle population (less heavy vehicles)
- Expand that concept to anchor fleets with public access and credit card convenience
 - Conventional fueling station
- New paradigm – home fueling

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Workshop Objectives

- Today's Agenda
 - Provide a better understanding of what it takes to put a natural gas fueling station in place
 - Identify how partnerships can be implemented and who can help
 - Partnership success stories
 - Let's Make A Deal
 - How'd we do?

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