



Leading By Example: NGVs in Municipal Applications

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Why Municipal Fleets?

- **Application for every type of alternative fuel and AFV**
- **Most are centrally fueled, operate in limited geographic area**
- **Very large potential market nationwide**
- **Municipalities aren't mandated but offer tremendous potential**
- **Municipalities have leverage with contract service providers**
- **Socio-political drivers – (lead by example, early adopter)**
 - **Public health concerns**
 - **Regulatory compliance issues**
 - **National agenda (petroleum dependence, Mid-East conflicts)**
- **Many success stories**



Major Challenges

- **The political environment, “turf” issues**
- **Overcoming financial hurdles due to the economy’s impact on municipal budgets**
- **Finding key decision makers**
- **Identifying and motivating high-level champions**
- **Elected officials often have limited tenure**
- **Number of offices involved in any process**
- **“Risk-averse” climate**
- **Education/training mechanisms are often non-existent**
- **Environmental impact may be low for many fleet vehicles**



What Affects Decision?

Department

- Procurement/OMB/Comptroller
- Senior Executive
- Fleet Services
- Energy
- Environmental Protection
- Planning/Zoning/Codes/Permits

Issues/Drivers

- Buy American, Vendors, Warranty, Order Process/Delivery Time, Price, Life-cycle Costs, Fund Availability, Resale Value
- Air Quality/Public Health, Regulatory Compliance, Budget Management, Public Perception
- Vehicle Performance/ Reliability, Operational Costs, Parts/Services, Operator & Mechanic Training, Fueling Availability and Reliability
- Short-/Long-term Fuel Costs, Delivery Options and Reliability, Fuel Quality
- Public Health, Federal/State Regulatory Compliance, M&V
- Compliance with Community Plans/ Needs, Public Safety



Diverse Types of Fleets

- **Police cars**
- **School buses**
- **Transit buses and shuttles**
- **Sedans, Pick-ups, Vans**
- **Street sweepers**
- **Refuse haulers**
- **Step-vans, Box trucks, other MDVs**
- **Plows, dump-, bucket-trucks, other HDVs**



Many Commercial AFVs on the Market Now

