

California Energy Commission

Advisory Committee Meeting

Alternative & Renewable Fuel Vehicle Technology Program

Jim Williams

Director Sales & Distribution New Products

March 7, 2011

Overview - Introductions

- **Supporting Attendees**

- **Jim Williams**

Director Sales & Distribution – New Products

- **Scott Sutarik**

Vocational Sales Associate – West Coast

- **Mel Assagai**

Director of Government Affairs

- **Alan Nielson**

Western Regional Sales Manager
Emission Solutions Inc.



Vehicle Deployment Support

- **CEC Support Critical For Early Deployment**

- Start-up volume costs high and need financial support
- Supports customer business case for purchase decision
 - 3 year payback critical to purchase decision

- **Deployment in California Will:**

- Support early clean air vehicle deployment (\$25,000,000)
- Reduce emissions
- 100% utilization of alternate fuel
- Strongly supports 29 California Navistar dealerships
 - Keeps dealerships viable
 - Supports high paying jobs in California
- Supports California Component Suppliers
 - Agility Fuel Systems (FAB + Enviromech)
 - Body Equipment Manufacturers



Supports Training Requirements

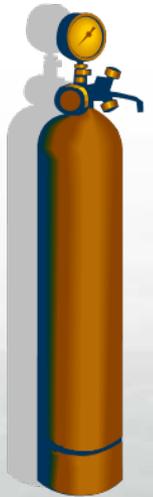
- **Natural Gas Platforms Require Navistar Dealership Skill Training**

- New technologies require new skills:
 - Service Technician Training
 - Parts Employee Training
 - Supporting documentation creation
 - Parts Cataloging
 - Technical Service Manuals
 - Training Curriculums (Web and hands on)
- Envision utilization of California based training creators and Community Collage training support
 - Supports Skilled California Jobs and Community Collages



Supports Infrastructure Improvements

- **Dealership Facility Upgrades Required**
 - CNG/LNG Engine Platforms Require California Dealership Facility Safety Enhancements
 - Explosion Proof Lighting
 - Service Center High Volume Air Transfer Systems
 - Fueling Stations
 - Special Tools and Equipment
 - Deployment of Natural Gas Units Need Long Term Parts and Service Customer Support To be Successful
- **Navistar Encourages CEC to Continue Fueling Infrastructure Support**



Navistar / ESI Support

Navistar And ESI Strongly Support AB-118 And Its Goals Critical To Our Joint Success

- Supports Deployment of Clean Natural Gas Vehicles
- Supports Expansion and Breadth of Clean Vehicle Technologies & Platforms
- Supports Training Requirements For Optimum Customer Support
- Supports Dealership Infrastructure Requirements To Safely Work on New Natural Gas Powered Units

