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**McNeilus Truck's 'Ngen'**  
Minnesota's McNeilus Truck and Manufacturing launches Ngen program to promote an expanding line of natural gas-fueled refuse trucks and concrete mixers.

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**McNeilus**  
An Oshkosh Corporation Company

## Zytek Rocks

*UK Electric Drive Specialist Is Benefiting with Modec and Navistar As DoE 'Transportation Electrification' Winner: 1,000 e-Smarts Too*  
The UK's Zytek is a big winner as Navistar International and Modec collaborate on battery electric vehicles using a slice of the recently awarded federal Transportation Electrification money. Zytek will also supply drivetrains for 1,000 battery electric Smart cars, marking the beginning of series production.



*Daimler pledges to build 1,000 electric Smart cars with Zytek drives and Tesla battery packs in Hambach, France*

## Chrysler, Eaton, eTec, Ford, UQM

Navistar and Modec are working out a joint venture for battery electric vehicles for North and Latin American markets. The two have been collaborating for some time (*F&F*, Feb. 23), and their collaboration became public in a big way when President Barack Obama publicized \$2.4 billion worth of TE awards earlier this month — with a Navistar-dressed Modec truck as backdrop.

The largest TE awards are for battery firms (*F&F*, Aug. 10). Major vehicle projects involve Chrysler, Eaton, Ford, UQM.

Navistar and Modec are to build 400 battery trucks with \$39.2 million from DoE (matched by themselves). The vehicles will have 700-kilowatt Zytek drives and lithium ion battery packs by Scotland's Axeon with lithium iron phosphate cells. (The 1,000 Smart cars with Zytek drives will have

*more on page 2*

## More DesignLine Hybrids

New York City has deployed the first of its DesignLine hybrid buses with Capstone turbines as California's Antelope Valley is said to be buying 15.

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## Clean Energy, Westport Target Trucks

Goal of joint effort by leading natural gas vehicle fuel supplier and Canadian engine manufacturer is to let regional fleets test 'meaningful' numbers of trucks fueled by natural gas.

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## Clean Cities Strategy Workshop in Washington

The Department of Energy is hosting a two-day workshop in Washington next month to craft an advanced vehicle deployment strategy for the resurgent Clean Cities program.

DoE is also expected to award \$300 million in Clean Cities grants next month.

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## Electric & Hybrid Vehicles

### Zytek and Others Benefit *(continued)*

lithium ion battery packs from California's Tesla Motors. The electric Smarts are being built in Hambach, France. A few are destined for U.S. trials.)

Navistar's Workhorse Custom Chassis unit will market the Modec trucks, and is evaluating dealers now, says VP Jim Gavaghan. First availability will be Portland, Ore., followed by Sacramento by year-end and, according to current thinking, Chicago by early spring 2010.

"We're trying to leverage the electric vehicles to strengthen our legacy lines," Gavaghan told *F&F*.



Worth another look: President Obama announced Navistar's \$39.2 million award, one of 48 from DoE for Transportation Electrification, with a Modec battery truck in Navistar livery on August 5 in Wakarusa, Ind.

Arizona's eTec and partner Nissan have been awarded \$99.8 million in TE money to demonstrate as many as 5,000 Nissan EVs with a 100-mile range while deploying as many as 12,500 Level 2 and 250 Level 3 chargers.

Ford, supported by TE money, is working with the Electric Power Research

Institute as project manager under contract to the South Coast Air Quality Management District. An overall effort worth some \$90 million is split roughly 50-50 between federal money to South Coast and matching funds raised through EPRI via letters of commitment from 53 U.S.

and Canadian utilities. 378 plug-in hybrid electric trucks are to be built with Eaton drivetrains: 50 based on the Ford F-250 pickup and the rest on the heavier F-550, most to be bucket trucks with Altec lifts.

Recently bankrupt Chrysler has a \$70 million award, with 11 public fleet partners to "develop, validate, and deploy 220 advanced plug-in hybrid electric pickups and minivans." At least one existing (minivan?) platform is expected to be used. Now a private company insisting on secrecy, Chrysler has reorganized its EV work, bringing its Global Electric Motorcars operation for neighborhood EVs in Fargo closer to its ENVI electric vehicle program, which features pure battery and range extended EVs. Stephen Williams was named head of innovation and pre-program concepts at ENVI last month.



Axeon lithium ion pack for Workhorse Modecs

Lou Rhodes is Chrysler ENVI president.

Colorado's UQM Technologies has a \$45.1 million TE award to establish volume manufacturing of its established drivetrain products.

Toda America has \$35 million in TE money for production of nickel-cobalt-metal cathode material for lithium ion batteries in Goose Creek, S.C.

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## Electric & Hybrid Vehicles

### Battery M2s by EVI

*EVI Says It Will Upfit Freightliners in Stockton With Drivetrains & Batteries from Its Affiliates* Electric Vehicles International, a venerable outfit with connections in Indiana and Mexico (*F&F*, April 6), is getting settled in a new 53,000-square-foot headquarters facility in Stockton, Calif., where it pledges to produce all-electric Freightliner trucks.

EVI is buying Freightliner M2 gliders from Daimler to outfit as battery electrics, says the firm's new sales VP, Steve Riley. They will be available as Class 4 to Class 6 vehicles, he told *F&F*, with GVWs from 14,000 to 25,950 pounds.



*EVI continues to manufacture light electric vehicles in Toluca, Mexico*

Range will vary from 60 to 155 miles depending on model and battery options, Riley says. EVI will use drivetrain hardware from its affiliate **Light Engineering** in Indiana, specifically high-efficiency electric motors employing LE's patented amorphous iron technology.

The LE motors will be driven by lithium iron magnesium phosphate batteries from Valence Technology (Austin, Texas; NASDAQ:VLNC) — which also shares significant ownership with EVI.

"We are vertically integrated," Riley says.

(A fourth affiliated company, **OEMTek**, south of San Francisco, converts Toyota Prius hybrids to plug-in operation using Valence batteries.)

EVI will host a grand opening in Stockton next month, and is launching an e-truck road show as well.

Ricky Hanna is EVI president.

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### BAE for King County-Seattle Hybrids

BAE Systems is talking up the use of its HybriDrive brand series hybrid electric drivetrains, now with lithium ion cells from A123Systems, for Orion VII hybrid buses.

King County Metro Transit is buying 500 hybrid vehicles, with an option for 200 more, from Daimler Buses North America (*F&F*, August 10). The initial order is for 93.

"Incorporating our hybrid system into the King County fleet is a powerful combination toward the goals of reducing fleet emissions and combating the escalating cost of diesel fuel," BAE transport systems GM Rich Hopf says in a release. BAE's lithium ion energy storage "offers longer life

than other battery technologies and reduces vehicle weight," BAE says. BAE says HybriDrive powers more than 2,000 buses in North America and the UK.

The unit value of the initial buses is \$492,825, says Steve Policar of King County — \$45.8 million for 93. *F&F* used a significantly higher hybrid bus cost estimate from the California Air Resources Board in the August 10 issue.

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### Azure in Napa

"We're hoping to see, 15, 16, 17" miles per gallon from a new hybrid Nexbus from Collins Bus, says Ralph Knight of the Napa Valley Unified School District in California — compared with about 10 mpg, tops, from existing buses. Put another way, it's a gain of at least 40%, Knight told *F&F*.

Drivetrain supplier Azure Dynamics (Toronto:AZD) says the Collins Nexbus for Napa is the first hybrid electric Type A school bus anywhere. It features Azure's Balance parallel drive and Ford E-450 chassis.

Azure CEO Scott Harrison called Collins "the clear leader in the Type A school bus market" with more than 70 dealers in the U.S. and Canada.

The Napa Nexbus was delivered via **A-Z Bus Sales** in Colton, Calif. NAPA plans to use the vehicle for special needs transportation.

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### 'The Crowbar'

"That was the crowbar that helped break up the logjam" — GM's Bob Lutz says of Elon Musk and **Tesla Motors** in an article on the influential EV startup in today's

issue of *The New Yorker*.

The piece by Tad Friend is hardly, however, a love-fest: "Inevitably," Lutz says, "Tesla will discover that the only way to succeed on the scale we have is to be exactly like us."


Counters Musk, "Our success will make Toyota worry about what BMW will do, and GM worry about Honda — will create a concern about being late for the party. So our role is as a guiding light, helping bring these cars to market five or ten years faster that they would have otherwise."

Friend says California Gov. Arnold Schwarzenegger returned his Tesla Roadster "because it constrained his mighty deltoids."

## Hybrid & Electric Vehicles

### Vattenfall Likes Volvo

Real OEM vehicles are the key to the establishment of real electric transportation, says Vattenfall business development director Ulrich Frieser.

For this reason the Swedish utility, **VATTENFALL**  which operates some 2,000 vehicles, has avoided start-up and aftermarket products and is instead concentrating on a plug-in hybrid electric vehicle initiative with Volvo.

"We don't want to destroy demand for these vehicles by coming out too early," Frieser says.

Volvo is testing two PHEV versions of its V70 sedan (with hard carbon-mixed oxide lithium ion batteries by Indiana's EnerDel; *F&F*, July 27), tackling such issues as safety and packaging of battery and components.

Volvo is working with Vattenfall on charging protocols and other infrastructure needs.

As for the utility's service trucks and other heavy vehicles, "We will electrify our fleet once the vehicles are there," Frieser told *F&F*. HTUF Europe, anyone?

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### UK Auto Group Sets Up an EV Unit

Tesla Motors is among the members as Great Britain's Society of Motor Manufacturers and Traders has established an Electric Vehicle Group "to promote a collaborative industry-wide approach to the development of ultra-low carbon technologies"

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### AV Reports 'Smart Grid' Patent

AeroVironment reports award of U.S. patent 7,444,192.

"Reactive replenishable device management," the company says, will facilitate the optimal charging, management, control and maintenance of battery packs, chargers and electric vehicles.

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### EMD Sets Phoenix Office

New York's Electro Motive Designs, a new company, has already opened a branch office, setting up shop in Phoenix. As reported (*F&F*, June 29), EMD is applying more than 20 years of engineering experience to the development, integration and support of battery electric and both series and parallel hybrid electric drives.

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## Turbines for Antelope Valley

California Agency Orders More DesignLines

As First Bus Enters Service in New York City

The first of 30 and perhaps 90 DesignLine hybrid buses for New York City Transit has entered service, NYCT says, noting that the pioneering vehicle will initially be used on a route in Manhattan.

NYCT confirmed last year that it had ordered 60 of the vehicles with series drives powered by Capstone turbines, with an option for 60 more. (*F&F*, Sept. 1).

Separately, the Antelope Valley Transit Authority in Southern California has added 11 buses to an existing order of four, reports DesignLine sales VP James Gaspard. The AVTA buses are expected to be fitted with



Capstone C65 Capstone's 65-kilowatt C65 model.

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### 'If It Didn't Belong, It Didn't Belong'

That Buick PHEV? Forget it. "The new GM is listening, and moving quickly," General Motors vice chair Tom Stephens writes in a company [blog](#), explaining why the automaker has canceled a brand new Buick crossover SUV (*F&F*, August 10) that was to have had a plug-in hybrid option.

"We were all struck by the consistency of the criticism of the compact crossover," Stephens says, "and it was decided that if it didn't belong, it didn't belong.

"Buick crossover canceled."

## Natural Gas Vehicles

### First of the LNG Freightliners

The first liquefied natural gas-fueled Freightliner M2 truck was delivered last week, says sales chief Bob Carrick, who told *F&F* that this first of an early order of five will in turn be handed to owner-operators serving the ports by the Los Angeles Freightliner South Bay Truck Center.

The vehicles are the first-ever factory Freightliners powered by natural gas. The LNG model will be followed by CNG later in the year.

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## Natural Gas Vehicles

### CNG by GESI

*Busy Builder of Fueling Infrastructure Reports Three Southern California Jobs*

Gas Equipment Systems, Inc. has new work near its Southern California base, reporting fresh contracts for private-access compressed natural gas fueling installations for

- the Azusa Unified School District, time fill for ten school buses;
- the City of South Pasadena, time fill for ten medium duty city fleet vehicles; and
- the City of Cathedral City, time fill for 12 medium duty city fleet vehicles.

According to GESI president Larry Ozier, the firm has CNG fueling projects in train for Groot Industries, a refuse company in Elk Grove Village, Ill. with 40 CNG trucks); for Burrtec Waste Industries in Azusa; for the Morongo Basin Transit Authority in Joshua Tree, Calif.; and at an Avery retail gasoline station in San Juan Capistrano.



GESI installation for Rancho Cucamonga

### 'Our Reach Is Growing'

GESI just completed construction at a City of Rancho Cucamonga yard directly across the street from company headquarters.

"Our business and our reach is growing across the country, we are packaging larger compressor systems, adding staff, and planning to relocate to larger facilities very soon," Ozier says.

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### NGV Summit *chez* WasteCon Next Month

NGVAmerica and the Clean Vehicle Education Foundation are holding their National NGV Conference-Summit coincident with WasteCon 2009 at the Long Beach Convention Center in Long Beach, Calif.

The NGV Summit is being held **September 19-21.**

The annual WasteCon Conference and Exposition, which will include an NGV Zone, is being held **September 22-24.**

*Natural Gas Vehicles: North America's Transportation Future - Today* is the NGV Summit theme.

WasteCon is organized by Organized by the Solid Waste Association of North America. *The Power of Solid Waste* is the theme.

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**More Meetings News & Listings on Page 7**

### Try It, You'll Like It

*Clean Energy Mounts a New Sales Push: 'A Meaningful Number of Trucks to Test'*

Clean Energy Fuels (NASDAQ:CLNE) has mounted a new sales push aimed at approximately 20 of the largest fleets in the United States, with a strategy of fielding enough sample vehicles to convince buyers of the fuel-saving and pollution-reducing benefits of natural gas operation. "The plan is to have these fleets take a meaningful number of trucks to test so they can gain a good degree of operating experience," said Clean Energy president Andrew Littlefair.



LNG-fueled T800s by Kenworth with GX engines by Westport

"The key market of regional trucking," Littlefair said, is the target of Clean Energy's new joint effort with Westport Innovations (Toronto:WPT).

"Several of them are already testing vehicles," Littlefair said of the target fleets, stating that at least one contract is close to being signed.

Westport offers a 15-liter engine, now called the GX, suitable for Class 8 trucks. It uses high pressure direct injection with a small amount of pilot diesel to fire mostly methane operation, usually with liquefied natural gas for range.

Littlefair publicized the large fleets initiative with Westport during a session with securities analysts that is now available via [seekingalpha.com](http://seekingalpha.com).

Littlefair also reported:

- Clean Energy sold \$23.7 million gasoline gallon equivalents in the second quarter, is up 28% from a year ago and 30% sequentially.
- Clean Energy acquired the natural gas vehicle operation of Exterran Energy, adding four large transit fleets with about 15,000 buses and 25 million gallons of volume a year. "We now fuel about 5,100 transit buses everyday," Littlefair said.
- Clean Energy opened the largest LNG truck fueling station in the world, supporting the San Pedro Bay ports Cleaner Action Plan and Clean Truck program. The station is pumping some 8,800 gallons a day, as various Port programs increase vehicle deployment. "We could have about 1,000 port trucks fueling on LNG hopefully by year-end," Littlefair said.
- Clean Energy has Clean Cities proposals pending in conjunction with almost 100 different partners on 71 fueling stations in 12 states involving upwards of 5,700 NGVs.

Clean Energy has reported significant lower revenues thus far in 2009, citing lower prices for natural gas. But the firm's cost of sales has dropped too: thus gross margin increased to \$11.7 million in the second quarter of 2009, up from \$8.6 million in the first quarter of 2009, a gain of more than 36%. Net losses, however, increased.

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## Natural Gas Vehicles

### New Low Carbon Numbers

The California Air Resources Board has released new LCFS (low carbon fuel standard) figures for various forms of natural gas, including biomethane. Landfill methane comes in lowest, says the California Natural Gas Vehicle Coalition. CNGVC, Justin Malan or executive director Pete Price, 916-448-1015; [justin@cngvc.org](mailto:justin@cngvc.org); [www.cngvc.org](http://www.cngvc.org)

### BAF Partners with Steelweld

BAF Technologies has added Steelweld Equipment as a partner for its line of U.S. EPA- and California-approved, "CalComp" brand dedicated-CNG conversions of Ford vehicles to methane.

St. Clair, Mo.-based Steelweld, a work and utility truck outfitter founded in 1932, also has locations in Temple, Texas and Hemet, Calif. (east of L.A.).

Training commences this week in Texas, confirms Steelhead COO Tom Mueller.

Fleet customer requests for CNG conversions led to the tie-up with BAF, he says.

Steelweld is owned by Elaine and Jerry Hunter.

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Dad's Root Beer upfit dates from the 1940s

### Everest Kanto to Sell in China

India's Everest Kanto Cylinder, a major manufacturer of Type I compressed natural gas cylinders, will commence sales in China by October, according to a report cited by NGV Global. EKC's China plant reportedly has capacity to make 200,000 CNG tanks per year. Product is currently exported to India and Middle East. The plant represents an investment of \$27 million, says the DNA India news service.

EKC has plants in Aurangabad, Tarapur and Gandhidam in India, and a plant in Dubai.

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### More CNG from Apache

Independent oil and gas producer Apache, as pledged earlier this year (F&F, May 4) is adding half a dozen new CNG stations to the one it opened this month in Elk City, Okla.

Apache has committed to two more stations in Oklahoma, three in Texas, and one in New Mexico, says Apache central region power manager Tim Tomlinson.

Apache is working with J-W Power to build the new CNG facilities. And, Tomlinson told F&F last week, "We've got others planned."

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## Biodiesel

### Russ Teall Touts Aries

*A Biodiesel Industries-Aerojet-Navy Process Seen Yielding More Reliable Military Biofuels*  
Biodiesel Industries says that a six-year collaborative effort with the U.S. Navy — now joined by Aerojet — has "successfully demonstrated methods to produce cleaner and more reliable sources of renewable fuels for military use."

Aries (for Automated Real-time, Remote, Integrated Energy System), is said to be "a highly automated, portable biodiesel production unit that can be controlled from a remote location... These features ensure reliable process control and optimal production yields," states a release.

Biodiesel Industries has long been working with the Navy. "The addition of Aerojet's expertise in integrated system design, fluidic management and control systems development, coupled with decades of experience in chemical formulation processes has allowed the partnership to make extraordinary strides," the firm says.

"Aerojet and the Navy are the perfect partners for this endeavor," says Biodiesel Industries president Russ Teall, stating this his company's ongoing efforts with jatropha, algae and other biofuel feedstocks "are critically important." The system applies Aerojet control technologies to provide real-time sensing and management of fuel chemistry and processing parameters, he says.

Biodiesel Industries, president Russ Teall, 805-683-8103; [rteall@aol.com](mailto:rteall@aol.com); [www.biodieselindustries.com](http://www.biodieselindustries.com)



## Government Opportunity

### Toward a Cleaner Hunts Point

The New York City Department of Transportation wants to clean up the thousands of trucks serving the sprawling Hunts Point markets in the South Bronx, and is seeking an implementation contractor or consultant to aid in "developing and implementing an open enrollment revolving loan or rebate grant program for the businesses of Hunts Point to upgrade their fleets to cleaner technologies."

The contractor will collect and analyze vehicle data, design and develop a program to help fund upgrades, market the program to operators, handle technical analyses of costs and benefits, and help maintain and modify the program as necessary.

"Particular encouragement" is extended to Disadvantaged Business Enterprise firms to take advantage of both federal and New York State funding opportunities.

Proposals under NYCDOT's solicitation 84108BXPS337 are due September 29.

New York City DoT, Susan McSherry, 212-839-4544; fax 212-839-9892; [smcsherry@dot.nyc.gov](mailto:smcsherry@dot.nyc.gov); [www.nyc.gov](http://www.nyc.gov)

## Events

### Clean Cities Brainstorms

*Two-Day Workshop Aimed at New Strategies For Advanced Technology Vehicle Deployment*

The U.S. Department of Energy is hosting a two-day workshop in Washington next month “to collect input to shape a new alternative fuel and advanced technology vehicle deployment strategy for the Clean Cities initiative.”



The Clean Cities Alternative Fuel and Advanced Technology Vehicle Strategy Workshop will be held **September 22-23** at DoE's Forrestal Building headquarters on Independence Avenue.

Ethanol, biodiesel, and propane will be discussed on **September 22**. Electric-drive vehicles, fuel economy, idle reduction, natural gas, and renewable gas will be discussed on **September 23**.

“In particular, we are interested in receiving suggestions on high-level opportunities and technology development needs that will lead to greater market penetration and can be part of a five-year Clean Cities strategic plan,” Clean Cities director Linda Bluestein says in an invitation sent out on Friday.

RSVP by **September 17**.

DoE-Clean Cities, Linda Bluestein, 202-586-6116;  
linda.bluestein@ee.doe.gov; [www.eere.energy.gov](http://www.eere.energy.gov)

### 'Powering a New Era of Transportation'

The Electric Drive Transportation Association will hold its 2010 EDTA Conference & Exposition **January 26-28** at the Washington, D.C. Convention Center, coincident with the **2010 Washington Auto Show**.

*Powering a New Era of Transportation* is the EDTA meeting theme.

EDTA, Jennifer Watts, 202-408-0774, ext 306;  
jwatts@electricdrive.org; [www.electricdrive.org](http://www.electricdrive.org)



### 4th Annual Platts Cellulosic Ethanol

The fourth annual Platts Cellulosic Ethanol and 2nd Generation Biofuels Conference will include information from startups like Mascoma, Verenium, Iogen and Coskata, and the oil company perspective from Shell.

The conference will be held **October 22-23** at the Embassy Suites Downtown Lakefront in Chicago.

Registrations discounted by \$300 until **September 18**.

Platts, Ron Berg,

781-430-2118; ron\_berg@platts.com; [www.platts.com](http://www.platts.com)

**Cellulosic Ethanol and 2<sup>nd</sup> Generation Biofuels**  
Next Steps in Commercial Development  
October 22-23, 2009 • Embassy Suites Downtown Lakefront • Chicago, Illinois

### Big Battery Leap This Week in San Jose

**August 26-27**, Almaden Institute 2009: Scalable Energy Storage: Beyond Lithium Ion. Sponsored and hosted by IBM at the Almaden Research Center in San Jose, Calif. IBM, Susan Crow, 408-927-1047;

suecrow@us.ibm.com; [www.almaden.ibm.com](http://www.almaden.ibm.com)



### 'Gov-2-Gov' Seeks EV Network

“Gov-2-Gov” EV advocates in the San Francisco Bay Area are hosting an EV charging workshop for all local stakeholders in San Jose on **Sept. 16**.

Alameda County, Sarah Rea, 510-208-9752;

sarah.rea@acgov.org; [bayareaev.eventbrite.com](http://bayareaev.eventbrite.com)

San Francisco, Bob Hayden, 415-381-7225;

mobile 415-613-1866; bob.hayden@sfgov.org

### 'On the Road to Copenhagen'

Pasadena, Calif.-based Green Technology is organizing the Second Governors' Global Climate Summit, to be held **September 30-October 2** at the Hyatt Regency Century Plaza in Los Angeles.

The goal of the Summit is to “deepen and broaden cooperative efforts by sub-national governments to implement strategies that can immediately grow a green economy, increase the use of sustainable clean energy, reduce dependence on oil and reduce greenhouse gas emissions in advance of, and in support of, the next global agreement on climate change,” Green Technology says.

The Summit, which includes a Green Solutions Showcase exposition, is co-hosted by California Governor Arnold Schwarzenegger.

*On the Road to Copenhagen* is the theme.

Green Technology, Nancy Miller, 626-577-5700, ext 257;

nmiller@green-technology.org; [www.green-technology.org](http://www.green-technology.org)



### EVER Monaco in March

**March 25-28**, EVER Monaco 2010 ecological vehicles show.

Grimaldi Forum in Monte Carlo.

EVER Monaco 2010, Vanessa Cantel, +377-9350-1344;

fax +377-9350-1345; cv@miti.mc; [www.ever-monaco.com](http://www.ever-monaco.com)

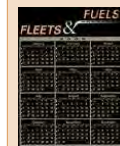
### CVOP 2010 in April in England

**April 13-15**, CVOP 2010, Commercial Vehicle Operator Show at NEC Birmingham, the National Exhibition Centre in Birmingham, England.

CVOP 2010, Susan Kitchener or Eve Walledge,

+44-1634-261262; fax +44-1634-360514;

sales@cvoperatorshow.com; [www.cvoperatorshow.com](http://www.cvoperatorshow.com)



### Meetings!!

Click here for instant access to a complete listing of upcoming meetings and conferences courtesy *Fleets & Fuels*

## Strategies

### McNeilus Truck

*Minnesota Firm Launches 'Ngen' Initiative For Clean Refuse and Concrete Mixer Trucks*  
Minnesota's McNeilus Truck and Manufacturing, a division of \$7 billion Oshkosh, has launched a program dubbed "Ngen," for Next Generation Initiatives, "designed to brand and promote industry changing technologies for the refuse and ready mix industries."

One big change is increased use of natural gas fuel.

Hundreds of McNeilus CNG refuse trucks have been deployed, the firm says, and a new line of CNG concrete mixers launched with an initial sale of three units to Star Concrete, of San Jose, Calif.

McNeilus last year put in its own compressed natural gas fueling installation (by California's Gas Equipment Systems, Inc. with Gardner Denver compressor) at its Dodge Center factory, so that new dedicated-CNG vehicles can be driven off the line.

The McNeilus concrete website now features a **CNG Savings Calculator**.

The CNG concrete mixer line was launched earlier this year, with the Los Angeles area's South Coast Air Quality Management District backing a trial by Robertson's Ready Mix Concrete (*F&F*, April 20).

AQMD pointed to some 4,700 concrete mixer trucks operating in the Los Angeles area, accounting for some 4% of total vehicular particulate emissions.

The McNeilus trucks have 2010-compliant ISL G engines from Cummins Westport.

Besides CNG, Ngen products include lightweight composite mixer components to help pare fuel use, and McNeilus argues that durable and oil-free concrete is envi-

ronmentally superior to petroleum waste-based asphalt.

McNeilus claims a host of game-changers "straight from our factory," according to Oshkosh executive VP and Commercial Group president Mike Wuest.

"We've become known for developing products that increase our customers' productivity, fuel economy, and ultimately their ROI," Wuest says in a release.

**McNeilus**

An Oshkosh Corporation Company

In an operating sector that's full of strict vehicle weight laws, McNeilus says, "these components allow fleet owners to carry significantly more payload than a competitor's vehicle as currently manufactured.

"More payload means more profit."

"The Ngen logo represents our investment of millions of dollars, a lot of time, and frankly a lot of sweat equity to ensure we stay in tune with what customers want and where the industry is heading," Wuest said. "Ngen brings all of this technology into one place to make it easier for people to comprehend what McNeilus brings to the table."

"We have moved several hundred CNG products and definitely see that trend continuing, especially as more grant money is made available and legislation for fuel incentives is passed," marketing chief Jeffery Swertfeger told *F&F*.

"The other thing is obviously the price of fuel.

"I don't think anyone expects diesel to remain this low for too long," Swertfeger said.



All for a Good Cause: McNeilus has launched 'Ngen' to promote its clean natural gas trucks, like the new Kenworth-chassis concrete mixer line (top) and Autocar refuse trucks.

A CNG-fueled McNeilus front-loading trash truck with a Peterbilt frame will be shown at *WasteCon 2009* in Long Beach, Calif. next month.

### McNeilus Truck at a glance

**Headquarters:** Dodge Center, Minnesota

**Plant:** 640,000 square feet at Dodge Center includes a 33-gallon equivalent/hour CNG fueling facility.

**Products:** Refuse trucks and concrete mixers with an increasing emphasis on natural gas fuel.

**Key Suppliers:** Autocar, Crane Carrier, Kenworth and Peterbilt for chassis, Cummins Westport for ISL G engines, Enviromech and Fab Industries for natural gas systems, GESI for CNG fueling.

**Key Customers:** CEMEX, Robertson's Ready Mix, Old Castle, and Lafarge for mixer trucks; Veolia, AlliedWaste, Waste Management, Rumpke Waste, cities of Long Beach and Houston for refuse trucks.

*McNeilus Truck and Manufacturing is a division of Oshkosh Corp, a 12,000-employee concern with sales of \$7.14 billion in fiscal 2008*

### Key Contacts at McNeilus

Mike Wuest, Oshkosh Corp executive VP and Commercial Group president

Frank Nerenhausen, refuse VP, 507-374-8253; [fnerenhausen@mcneilusco.com](mailto:fnerenhausen@mcneilusco.com)

Tom Harris, concrete VP, 507-374-8233; [tharris@mcneilusco.com](mailto:tharris@mcneilusco.com); [www.mcneilusconcrete.com](http://www.mcneilusconcrete.com)

Jeffery Swertfeger, marketing & communications, 507-374-8248; mobile 507-244-0918; [jswert@mcneilusco.com](mailto:jswert@mcneilusco.com)

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[www.mcneilusconcrete.com](http://www.mcneilusconcrete.com)  
[www.mcneilusrefuse.com](http://www.mcneilusrefuse.com)