

Natural Gas Vehicles for America

### RNG Powering Today's Natural Gas Fleets

Land of Sky Clean Vehicles Coalition RNG Workshop
Asheville, NC
January 14, 2020

















### **About NGVAmerica**

NGVAmerica is the national organization dedicated to the development of a growing, profitable, and sustainable marketplace for vehicles powered by natural gas and biomethane and for promoting the use of more natural gas in transportation... trucks, trash, transit, and even off-road uses like HHP marine, rail, and construction/mining applications.

200+

NGVAmerica represents 200+ companies, LDCs, fleets, OEMs, environmental and government organizations.









South Jersey Gas



### **NGVAmerica Members**





















































ÉNESTAS











VOLVO

















Westport

Live Smart











**METROPOLITAN** 



formerly The Laclede Group



**amp** AMERICAS







### NGVAMERIC

Natural Gas Vehicles for America

The Curr missions En onment







### **Urban Emissions: Leading Sources**



Source: DTF Analysis of 2018-2019 U.S. vehicles in operation data (Class 3-8) provided by IHS Markit, October 2019

## Not just a California problem...



Source: American Lung Association, State of the Air Report 2019

- 141.1 million Americans live in areas with air that is unhealthy to breathe (40% of our total population)
- 25 million Americans suffer from asthma (8% of our total population)



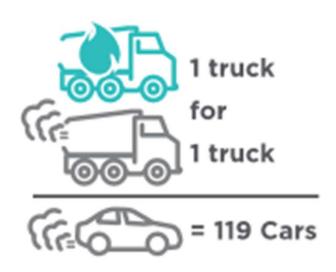
### **Heavy-Duty = Heavy Impact**

### Heavy-Duty = Heavy Impact

Replacing 1 traditional diesel-burning heavy-duty truck with 1 new Ultra Low-NOx natural gas heavyduty truck is the emissions equivalent of removing 119 traditional combustion engine cars off our roads.

Source: https://greet.es.anl.gov/afleet\_tool

Unlike trucks and buses, passenger vehicles sit idle 95% of the time.



In-use testing results of heavy-duty trucks in port applications found:

#### » Natural gas vehicles emitted lower NOx:

The ISL G natural gas engine emitted lower NOx emissions than its EPA certification standard. Emissions decreased as the duty cycles decreased (i.e., slower speeds, idling, stop-andgo traffic).

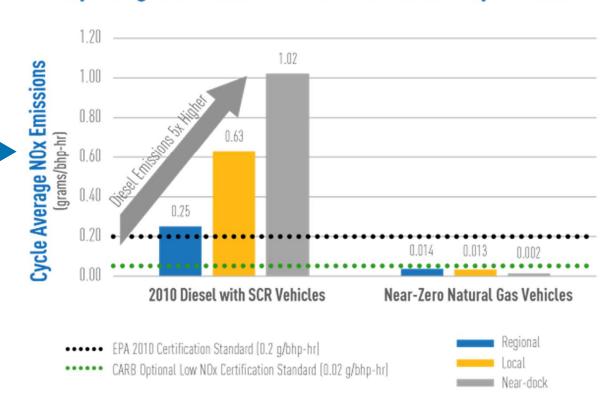
#### » Diesel vehicles emit up to 5x more NOx:

2010 diesel engines with SCR emitted up to 5 times more NOx emissions than its EPA certification standard. Emissions increased as the duty cycles decreased.



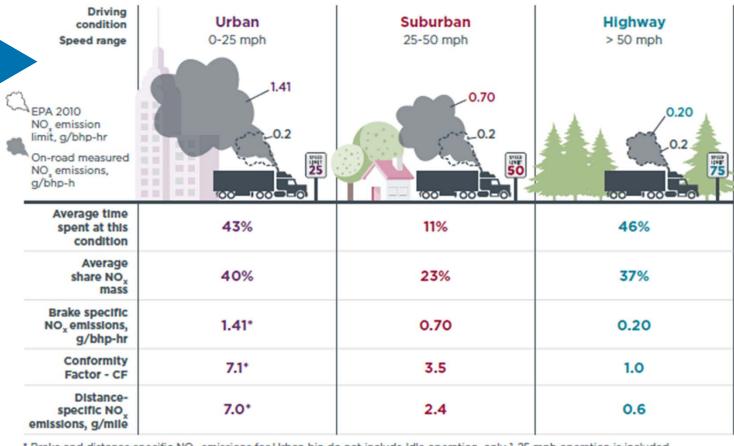
### UCRIVERSITY OF CALIFORNIA CE-CERT

### **Comparing NOx Emissions in Port Truck Operations**





### Urban 7+ x certs Suburban 3+ x certs **Highway Meets certs**



<sup>\*</sup> Brake and distance specific NO<sub>x</sub> emissions for Urban bin do not include Idle operation, only 1-25 mph operation is included

Figure ES-1 Comparison of line-haul vehicle NO, emissions under urban, suburban, and highway driving conditions. Conformity factor is defined as ratio of measurement to engine dynamometer emission limits.

### NGVAMERI

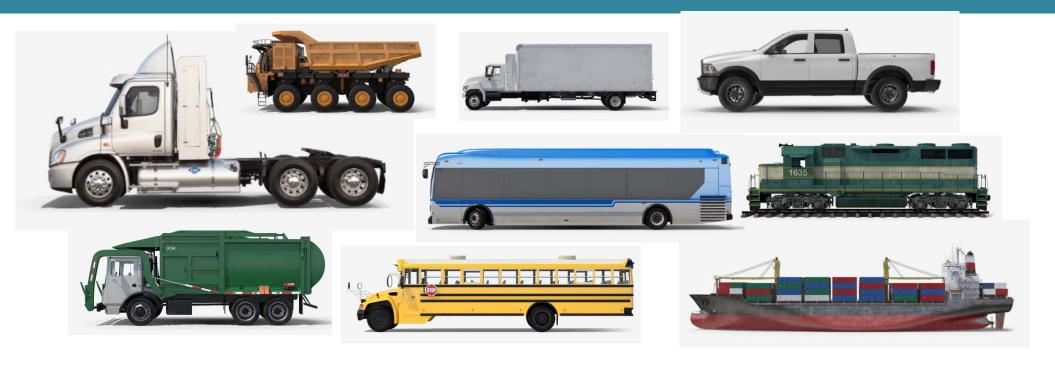
Natural Gas Vehicles for America

GVs Matter





### Every Medium- & Heavy-Duty and High Horsepower Application



Ready-Right-Now Technology On and Off the Road Today.

**NGVAMERICA** 

### Natural Gas is the #1 Alternative for Heavy-Duty...



17,000 Solve NG Refuse Trucks Operate in the U.S.





More than 150 U.S. School Districts Operate **5,500** NG School Buses



**11,000** Natural Gas Transit Buses Operate in the U.S.



40 Major U.S. Airports

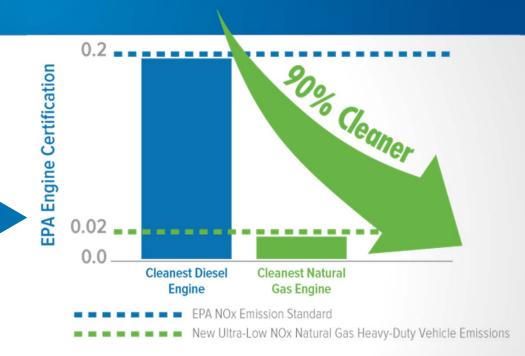
Utilize Natural Gas Shuttles and Other Ground Transportation



# The cleanest heavy-duty truck engine in the world is powered by natural gas

- Certified in 2018 by the U.S. Environmental Protection Agency and California Air Resources Board

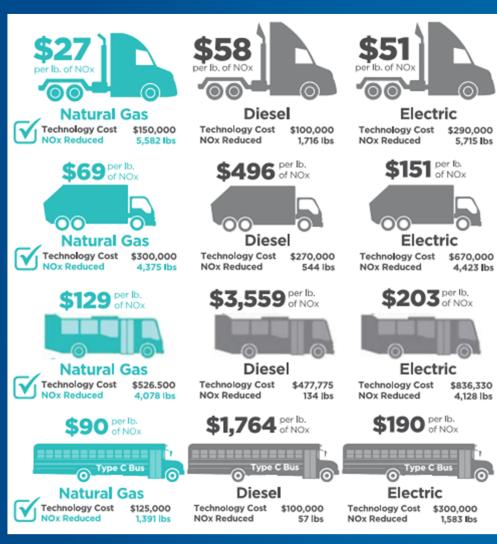




The Cummins Westport Ultra-Low NOx engine is certified to a **0.02 g/bhp-hr** standard, which is:

- 90% cleaner than the EPA's current NOx standard
- 90% cleaner than the latest available diesel engine





## NGVs Deliver the Largest & Most Cost-Effective NOx Emissions Reductions

#### **Across All HD Applications:**

- ✓ Heavy-Duty Trucks
- ✓ Refuse Trucks
- ✓ Transit Buses
- √ School Buses

Source: Emission comparisons are based on results using Argonne National Laboratory's HDVEC tool (<a href="https://afleet-web.es.anl.gov/hdv-emissions-calculator/">https://afleet-web.es.anl.gov/hdv-emissions-calculator/</a>) and include modeling of new low-NOx natural gas engines and the diesel in-use emissions option.











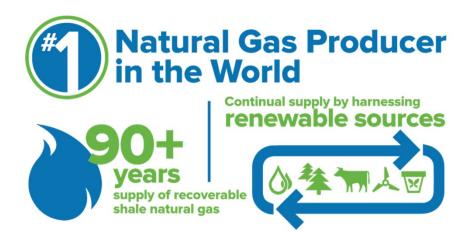








### Domestic Source



### Natural Gas Fuels America

An American Fuel Sourced by American Labor Using American Technology



50

Renewable natural gas is produced in every U.S. state. 34 states produce geologic natural gas



4.1 million

4.1 million natural gas industry jobs nationwide



#1

America is the world's leader in natural gas production and technology



Natural gas fueling pays into the federal highway trust fund

Choose American. Choose Natural Gas.



NGVAMERICA Natural Gas Vehicles for America-5

### NGVAMERI

Natural Gas Vehicles for America

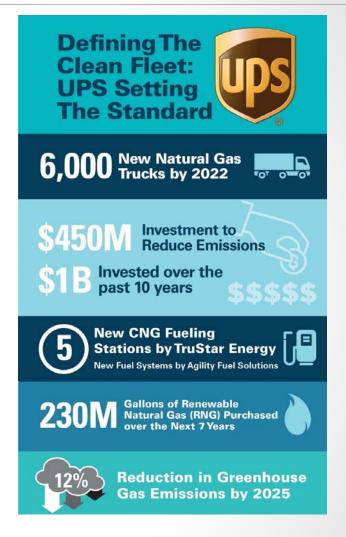
eet Success





# UPS is doubling down on natural gas.







## Waste Management is driving change.



7,944 132 alternative fuel natural gas vehicles fueling stations 130 landfill gas-to-electricity facilities **ENERGY ON-ROAD FLEET EMISSIONS REDUCTIONS** (percent reduction in MTCO2e emissions from a 2010 baselinel 20 2016 2017 2018 2015

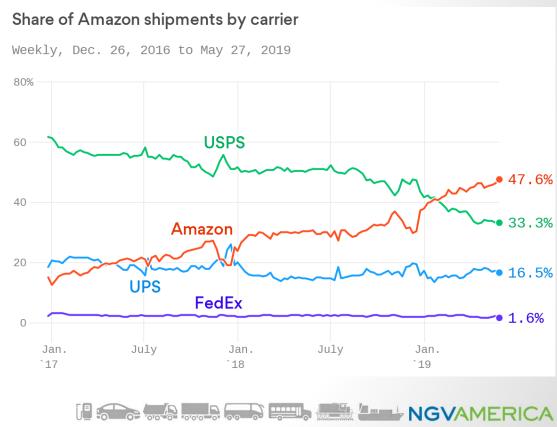
II SO NGVAMERICA

### Amazon's Shipment Zero.

THE Paris...
CLIMATE 10 years
PLEDGE Early



#### Net zero carbon shipments as part of its Climate Pledge include natural gas heavy-duty



### The Sobering Reality of Electric Trucks



Continues," July 23, 2019, Transport Topics

"Unfortunately, there is no business case today for a sane and sober customer to buy a battery-electric truck."



Roger Nielsen, CEO Daimler Truck N.A.



### Why Wait?



"Waiting for electric vehicles is like seeing the sign at the bar that says, 'Free beer tomorrow."



Scott Phillippi, Senior Director of Maintenance and Engineering

Source: "Availability of Medium-Duty E-Trucks Is Limited as Testing Continues," July 23, 2019, Transport Topics



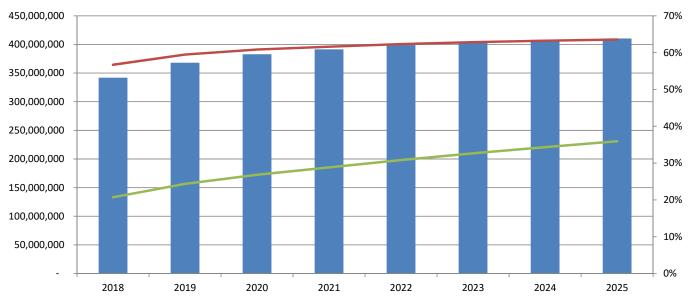
# NGVAMERINA Natural Gas Vehicles for America t Opportur es





### Freight Truck Fuel Consumption 45

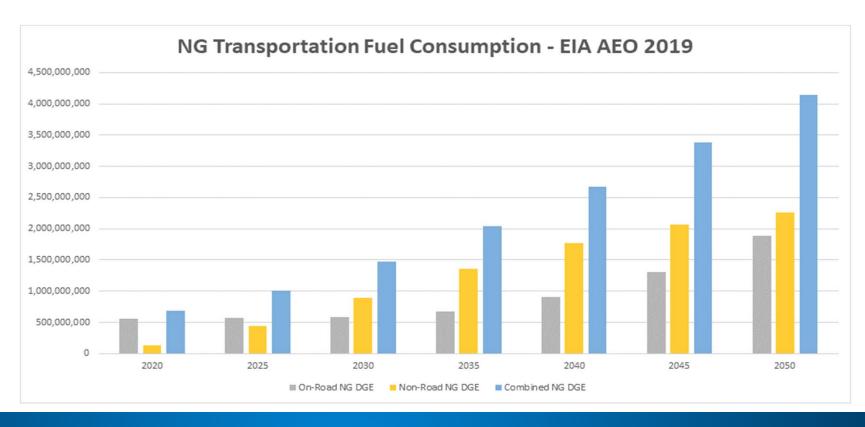
#### **EIA AEO 2019 Freight Truck Consumption of Natural Gas (GGE)**



#### **Importance of Freight Trucks**

- Red line indicates percentage of fuel consumed by freight trucks greater than 60%
- Green line shows freight vehicle percentage of all vehicle inventory currently less than 30% but growing over time

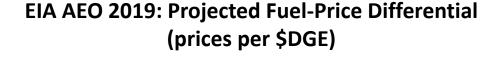
#### NG Transportation Fuel Consumption On-Road and Non-Road

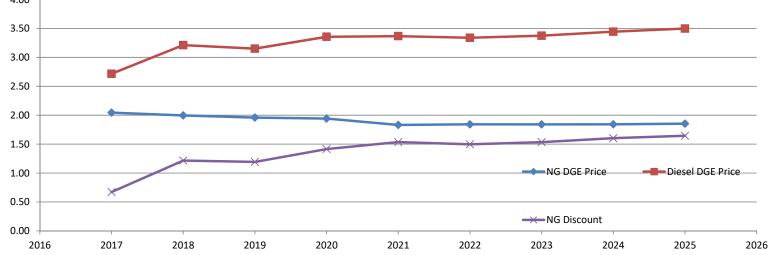


- AEO 2019 shows growth trend in on-road, non-road and total natural gas use in transportation
- Figures from Transportation Table 37 (AEO 2019)
- Freight trucks account for about 30% of vehicles but almost 60% of fuel use
- Non-road includes marine and rail but not pipeline fuel

Natural Gas Provides Long-Term Fuel Cost

Savings 4.00

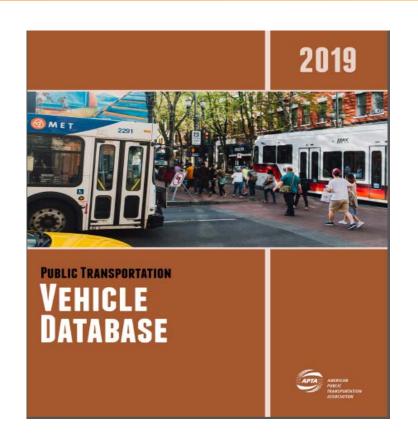




#### **Natural Gas vs. Diesel:**

- CNG priced at about 69 cents less than diesel-gallon equivalent (based on pump prices end of April 2019)
- California CNG about \$1.55 less than diesel

### **Natural Gas in Transit**

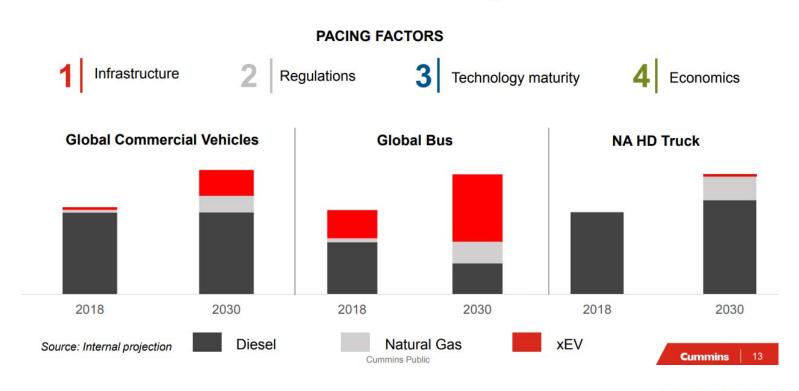


Combined Percent	ages - 2019				
Includes Bus, Commuter Bus and Rapid Transit					
	Existing	Built in 2018	Ordered	Potential	
NG Total	10724	778	689	578	
All Bus Total	38778	2104	2500	2122	
NG %	28%	37%	28%	27%	
Demand Response Vehicles - 2019					
	Existing	Built in 2018	Ordered	Potential	
NG	871	102	73	279	
Total	9899	925	426	592	
NG Percentage	9%	11%	17%	47%	

**NGVAMERICA** 

### NGVs to Comprise 20% of NA HD Truck Market in 10 Years

### Slow and varied technology transition



Source: Cummins Analyst Day, November 21, 2019. Found at: <a href="https://investor.cummins.com/events">https://investor.cummins.com/events</a>

### Increased Interest in RNG Waste to Gas

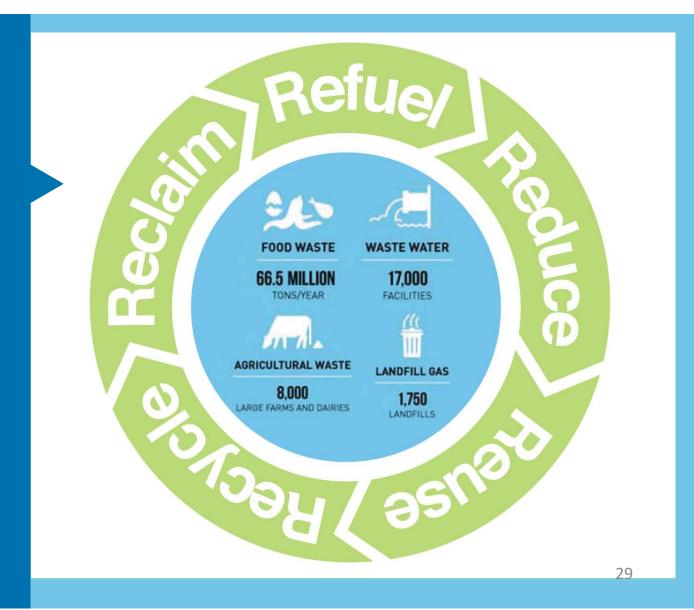








Promise of RNG:
North America
has abundant
sources of
renewable
natural gas that
can be harnessed



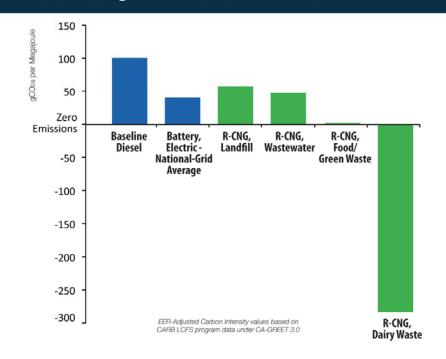
Source: Coalition for Renewable Natural Gas, 2017

# RNG: the most sustainable transportation fuel available today



### Electric vs. Diesel vs. RNG: Carbon Intensity of Transportation Fuels (CO<sub>2</sub>)

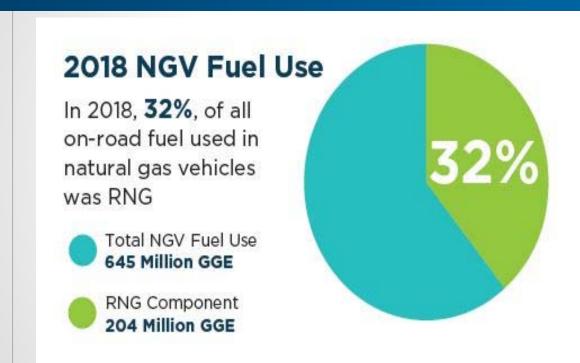
RNG offers significant reductions in carbon intensity

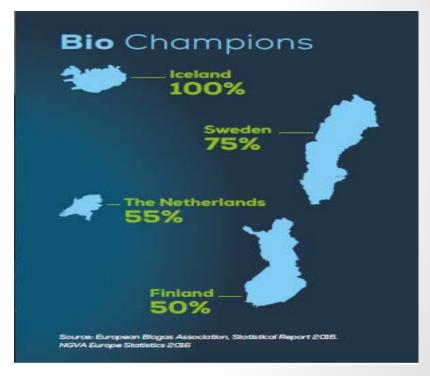


Source: EER Carbon-Intensity values based on CARB LCFS program data under CA-GREET 3.0



### RNG Use Here and Abroad is Growing





















### RNG Growth 2014 - 2018



Over the last five years, RNG use as a transportation fuel has increased **577%**, displacing **7+ million tons** of carbon dioxide equivalent (CO<sub>2</sub>e).

Note: GGE = gasoline gallon equivalent. EGE= ethanol gallon equivalent. EGE units are converted to GGE using a 0.67 multiplier (77,000 Btu/115,000 Btu). Total Natural Gas in Transportation Figure derived from U.S. EIA's Annual Energy Outlook (2019). RNG numbers derived from U.S. EPA RFS Reporting. Total greenhouse gas emissions and associated carbon dioxide equivalent (CO2e) metric tons identified using the California Air Resources Board's Low Carbon Fuel Standard carbon intensity scores as well as the U.S. DOE's Argonne National Laboratory Heavy-Duty Vehicle Emission Calculator.



# Massive RNG Growth Potential Reported By Multiple Agencies

Report	RNG Potential (Billion DGE)*	Percent of 2018 On-road Diesel Consumption**
American Gas Foundation (2019) <sup>2</sup>	13.8 - 32.5	35%-81%
American Gas Foundation (2011) <sup>3</sup>	6.9 - 17.8	17%-45%
DOE Billion Ton Study (2011) <sup>4</sup>	9 - 68.5	23%-171%
National Petroleum Council (2012) <sup>5</sup>	34.7	87%
NREL (2014) <sup>6</sup>	5.6†	14%







Smithfield.

Established November 2018, Align Renewable Natural Gas (RNG)<sup>sM</sup> is a partnership between Dominion Energy and Smithfield Foods to align the interests of farmers, food processors, neighbors, municipalities, energy consumers, and policymakers to convert biomass into renewable energy.

Phase 1 Proposed Locations



Source: https://www.alignrng.com





RNG produced from swine manure at Valley View Farms located in Greencastle, Missouri is transported and injected into California pipelines through this strategic partnership.

### Smithfield.

Product	Carbon Intensity (gCO <sub>2</sub> e/MJ)
Bio-CNG	-345.68
Bio-LNG	-334.41
Bio-L-CNG	-330.87



Source: Green Car Congress, "Three CA LCFS pathway applications for swine manure to Bio-CNG, Bio-LNG, and Bio-L-CNG; negative triple-digit CIs" December 29, 2019 (https://www.greencarcongress.com/2019/12/20191229-lcfs.html)

















### **RNG Powering Success Across the USA**

- Clean Energy commits to 100% RNG by 2025
- **UPS** agrees to 2019 purchase agreement for 170 million gallons of RNG (20 25 million gallon equivalents per year through 2027)
- LA Metro has saved nearly \$500,000 in fuel costs with RNG, generated additional revenue from carbon credits, and committed in 2019 to expand use of RNG to 100% in its 2000+ CNG buses
- NY MTA, the nation's largest transit authority, issued 2019 RFP to refuel its 800 natural gas buses on RNG
- SoCal Gas commits to selling RNG at 31 of its operated fueling stations in California
- WM currently operates more than a third of its fleet on RNG from its own landfill facilities with plans for more in the future



# **Driving Down Emissions with RNG**

#### Put into Perspective, RNG as a Transportation Fuel is ...



Lowering greenhouse gas emissions equivalent to removing 1,539,565

gasoline passenger cars from our roads for one year



Reducing CO<sub>2</sub> emissions equivalent to

815,950,377 gallons of gasoline or

712,313,458 gallons of diesel consumed.



That's equal to the total energy used by 868,321

U.S. homes for one year



Avoiding greenhouse gas emissions equivalent to running

1.537 wind turbines for one year



or replacing 275,434,003 traditional liahtbulbs with LEDs



Sequestering carbon equal to growing 119,902,624 tree seedlings for ten years



or 8,534,274 acres of U.S. forests for one year

Note: Assumes 7,251,351 metric tons of CO2e reduced over last five years through increased RNG usage calculated using CARB's LCFS carbon intensity numbers. GHG equivalency results calculated using the U.S. EPA's calculator.



















# What does this really mean?



NGVs + RNG offer the <u>cleanest</u> commercially available path to reduce heavy-duty vehicle emissions (for likely a decade or more).



# NGVAMERI Natural Gas Vehicles for America et Influences





### The Rise of the "Belief-Driven" Buyer

Impacting purchasing decisions on everything: eat, wear, and use...

Consumers believe brands should take a stand on societal issues. Impacting public perception of company, its future sales, and its stock value

Brands now an important way for consumers to express themselves. Consumers want companies to align with their core beliefs

Source: Edelman, 2018

# The Rise of the "Belief-Driven" Buyer

Consumers still focused on brand trust, but it means so much more...

#### MANY REASONS CONSUMERS NEED TO TRUST BRANDS MORE

Reasons why trusting the brands they buy is becoming more important

GROWING CONCERNS ABOUT PRODUCT EXPERIENCE

**62**%

Net of product-oriented concerns:

- Pace of innovation
- Increasing reliance on brands to automate my life
- Can't afford a bad purchase

GROWING CONCERNS ABOUT CUSTOMER EXPERIENCE

**55**%

Net of customer-oriented concerns:

- Personal data
- Brands can track and target me
- · Use of Al for customer service

GROWING CONCERNS ABOUT BRANDS' IMPACT ON SOCIETY

**69**%

Net of societal-oriented concerns:

- Fake news and misinformation
- Brands more involved in societal issues
- I want brands to express my values

#### The Rise of the ESG Investor

Focus Not Just on Profit, but on Needs of Customers, Employees, and Planet

#### Investors agree that corporations need to have multi-stakeholder commitment

84% of respondents said maximizing shareholder returns can no longer be the primary goal of corporations and that business leaders need to commit to balancing the needs of shareholders with customers, employees, suppliers and local communities.

#### Investors are investing more in ESG-excelling companies

More than half of investors believe that ESG practices positively impact trust, with 61% having increased their investment allocation to companies that excel when it comes to ESG factors.

#### Investors are changing their voting and engagement policy to be more attentive to ESG

87% of respondents said that their firms have changed their voting and/or engagement policy to be more attentive to ESG risks and 56 percent of investors globally are hiring more ESG-focused staff. 86% of investors would consider investing with a lower rate of return if it meant investing in a company that addresses sustainable or impact investing considerations.

Source: 2019 Edelman Trust Barometer Special Report: Institutional Investors, December 2019

# **IMO 2020 Compliance**

January 1, 2020: all fuel used to power marine vessels must contain no more than 0.5% sulfur, down from 3.5% sulfur by mass



#### **Four Ways to Comply:**

- Bunker current Heavy Fuel Oil (HFO); add expensive and unproven "scrubbers"
- Blend low sulfur fuels with conventional HFO
- Switch to LNG
- Switch to compliant Marine Gas Oil (MGO)

#### **Compliant MGO fuel:**

- Comes from middle distillates, just like diesel
- Oil industry not prepared for increased demand, refineries at capacity
- 3% of global diesel demand in 2015 to 10% in 2021

# Municipal Diesel Restrictions/Bans Is U.S. Next?





#### Paris, Mexico City, Madrid, Athens

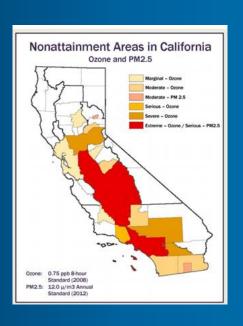
- Restrictions increase annually
- Ban all diesel by 2025

#### Hamburg, Germany

Partial ban began 2018



As of 10/1/2018, all newly registered trucks servicing ports to be MY 2014 or newer



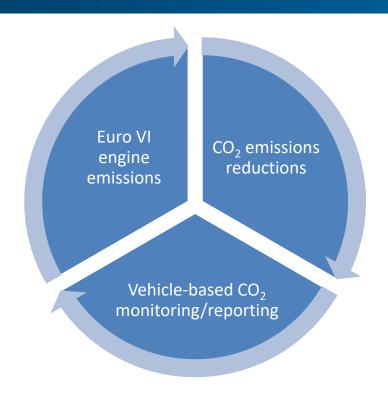
# Ports of LA/Long Beach





# **EU Heavy-Duty CO<sub>2</sub> Standards**

New Mandate Passed April 18th



#### CO<sub>2</sub> emissions reduction targets:

- 15% by 2025, and 30% by 2030
- 2019 baseline emission level (period from 1 July 2019 to 30 June 2020)
- 2030 target is subject to revision in 2022

#### Fines:

- 2025-2029, OEMs missing the target will have "excess emissions premium" of 4,250 €/gCO2/t-km
- 2030-on, 6,800 €/gCO2/t-km

#### **Incentives:**

- 2025-on, ZLEV shall represent at least 2% of the new sold fleet
- The ZLEV factor shall reduce the average specific emissions of an OEM by a maximum of 3%.

#### **Review:**

- First review by end of 2022
- No later than 2023, review of full life-cycle CO<sub>2</sub> emissions

#### **EPA Cleaner Truck Initiative**

Stricter New Federal HD Emissions Are Coming

Q Search Bloomberg

Climate Changed

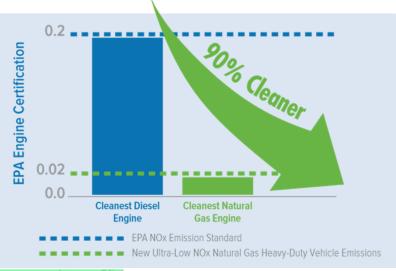
# Trump's EPA to Propose Tougher Big-Rig Pollution Rules, Source Says

By Ryan Beene

November 12, 2018, 12:29 PM EST Updated on November 12, 2018, 5:15 PM EST

- 'Clean Trucks' initiative follows push to roll back rules
- Clean-air advocates cautiously optimistic but want details
  - Advanced Notice Jan. 6, 2020
  - Focus primarily on NOx emissions
- Timeframe 2024 2027
- 0.02 g/bhp-hr NOx std. looks doubtful
- Potential early credit opportunity







On-Road HD Diesel NOx contribution to Ambient Ozone in 2025

Source: EPA

**NGVAMERICA** 

# NGVAMERINA Natural Gas Vehicles for America Emp ring Your 5 cess



# **Technology & Development**

#### **Safety**

- Manufacturing FacilityTraining / Accreditation
- CNG Fuel System Inspection Intervals
- Incident Investigations & Root Cause Analysis
- NGV Maintenance Facility Modifications

#### **Sustainability**

- Emissions & Environmental Messaging
- Research & Development
- Mobile Pipeline

#### **High Horsepower**

- LNG
- Marine & Rail
- Research & Development
- Emissions & Environmental Messaging



# **NGV Industry Promotion**

- **Interactive Website**
- **Weekly NGV newsletter**
- **Targeted online industry promotion**
- **Policymaker emails**
- **Webinars**
- **Social Media**
- **Digital campaigns**











#### Cleaner air starts with cleaner buses.



Formulate a

#### **New Emission Statement**

for Your School District

Help Your Students

Catch Their Breath

Breathing in vehicle particle pollution (including nitrogen

oxides, or NOx) increases the heart disease, and premature death. Today, there are 6.2 million America with asthma

under the age of 18, and

bading reason for missed

asthma is the leading chronic disease in children. It is also the

No Proven Commercially-Available School Bus Powertrain Solution Today Runs Cleaner than Natural Gas.

that are certified by both the U.S. Environmental Protection Agency (EPA) and California Air Resources Board (CARB) to perform 90 percent cleaner than their cleanest diesel-burning counterparts. And when powered by renewable natural gas captured from agricultural, food, landfill, or wastewater waste, the result in some cases can be a carbon neutral or even negative product.

\$1,764

\$190

#### Natural Gas Most Cost-Effective NOx Emissions Reductions

Dollar-for-dollar, natural gas vehicles deliver the most cost-effective NOx emissions reductions. Natural gas school buses are up to 95 percent more cost effective than diesel alternatives and 53 percent more cost-effective than limited and unproven electric options.

() 400 mg (mg) (mg) (mg) (mg) Find out more about championing reduced bus emissions for your students at www.ngvamerica.org





#### **2020 Work Products**

- Weight Allowance Flyer
- NREL's Foothills Transit Study Review
- 2019 Total On-Road RNG Fuel Usage
- NGV Market Dashboard
- Mobile Pipeline White Paper
- NGV Sustainability Report
- Monthly Infrastructure Reports



# Run your fleet on natural gas? Work with a partner who does?

NGVAmerica recently secured a three-year extension of the Alternative Fuels Tax Credit for years 2018, 2019, and 2020. Now what?

Join us for a webinar to discuss the particulars of this \$0.50/gallon excise credit, how to claim it, and how best to ensure its extension after 2020.



AFTC Natural Gas Fleet Webinar Wednesday, January 15, 2020 at 2:00 p.m. ET

Register at <a href="https://ngvamerica\_aftc\_whatsnext.eventbrite.com">https://ngvamerica\_aftc\_whatsnext.eventbrite.com</a>

This no-cost webinar is open to all corporate, fleet, and individual participants; NGVAmerica membership is not required, though pre-registration is. Questions? Contact <a href="mailto:membership@ngvamerica.org">membership@ngvamerica.org</a>.















#### **Driving Down Emissions**





Proven natural gas vehic is 90% cleaner than c EPA standards. Fueling biomethane (RNG) impr even further. Wastecaptured and condit ground, yields ul carbon-neutral, carbon-negative lifecy

#### 2018 NGV Fuel Use

In 2018, 32%, of all on-road fuel used in natural gas vehicles was RNG

Total NGV Fuel Use 645 Million GGE

RNG Component 204 Million GGS





Reducing CO<sub>2</sub> 815,950,377 1,539,565 712,313,458





74% 🎎

3 out of 4 heavy-duty trucks on our roads today are not certified

to EPA's latest NOs standard. Source DTF Analysis on 8-th Visitable In

Go Carbon-Free with

chearant chessel.

Renewable Natural Gas When Renewable Natural Gas captured from agricultural food, landfill or weathwate is used as transportation fud, even greater CO, and greenhouse as emission reduction are achieved, up to 125% lower than the

RNS is carbon-neutral, even carbon-negative Up to -303.3 EER-Adjusted Carlson Inter Source: California Air Bonca even Roand, Fabroary 201

▼ Heavy-Duty = Heavy Impact

tource https://groviesart.gov/elect\_lost



The Cleanest Heavy-Duty Truck Engine in the World is Powered by Natural Gas

90% cleaner than EPA's current NOx emissions requirement 90% cleaner than the cleanest diesel engine. curror SAS, Encounterestal Protection Agency and California Air Resources Board, 2019 in real-life study, natural eas engines emitted lower NOx.

emissions than certified: diesal engines emitted fix more than their EPA certification. Scance this vessity of California, France testing of hospitally tracks in port applications, Necessian 2018.



**NGVAMERICA** Why wait? Get clean air and combat climate change today with natural gas vehicles. Learn more and view our introductory video at www.ngvamerica.org.



#### **NGVAmerica.org**

Your source for all NGV industry news and information.















II SOURCE NOVAMERICA





# If we want cleaner air, we need cleaner vehicles.



Natural Gas Vehicles are 90% cleaner than the EPA's and CARB's current NOx standard. And when fueled by Renewable Natural Gas captured from agricultural, food, landfill or wastewater waste, results can be carbon-neutral or even carbon-negative.



Most
Cost-Effective
NOx Emissions
Reductions for
Medium- and
Heavy-Duty
Applications

World's Cleanest Heavy-Duty Truck Engine Runs on Natural Gas Now By





www.ngvamerica.org

NGVAMERICA Natural Gas Vehicles for America Join us as a Member!
Visit: www.ngvamerica.org/sign-up/

# NGVAMERICA

Natural Gas Vehicles for America



















Natural Gas Vehicles for America

#### **Paul Sandsted**

Director of Technology and Sustainability

(803) 374-6843

psandsted@ngvamerica.org

Visit: www.ngvamerica.org















