

2017 FLEET EXPO

AT THE

WASHINGTON AUTO SHOW®

EDUCATION SESSION

Biodiesel

Tuesday, January 31 & Wednesday, February 1 – 8:30 am

With recent advances in technology, coupled with goals to reduce petroleum use and CO₂ emissions, fleets from every corner of the country are discovering first-hand that biodiesel is an economically viable alternative to diesel fuel. For some, Executive Order 13693 in 2015 has strengthened sustainability goals for federal agencies and their contractors. Several Washington DC area fleets, coordinated by the Greater Washington Region Clean Cities Coalition have been able to demonstrate the successful ease-to-implement biodiesel and bio based products into their green fleet programs. Learn about how the BQ-9000 fuel quality program, increased biodiesel training for technicians, cost effectiveness, and other tangible benefits are available to fleet managers striving to meet local and federal sustainable priorities.

Moderator: **Ron Flowers** (Executive Director at GWRCCC)

Compressed Natural Gas (CNG)

Tuesday, January 31 & Wednesday, February 1 – 9:15 am

Additionally, Compressed Natural Gas (CNG) represents another major alternative fuel that is currently used in the region. This session will provide current CNG-ready engine manufacturing updates and production changes and challenges. In addition to learning about the types of available CNG vehicles; concerns regarding CNG Conversion Up fitters, finding certified vendors with warranties will be addressed. And yes, we will share with you the latest in facility modifications to include:

- Existing Codes and Standards
- Basic Safety Standards
- Interacting with the local Fire/Codes Enforcement groups
- The difference between MINOR (no modifications necessary) and MAJOR (may be modifications necessary) repairs and services.

Moderator: **Michele Bowles** (Fleet Manager, Washington Gas and Light)

Connectivity, Autonomy, and the Future of Mobility in Fleet

Tuesday, January 31 & Wednesday, February 1 – 1:00 pm

The automotive industry is undergoing a seismic shift, as automakers pour heavy investments into ride-sharing startups, electric vehicles, onboard wireless connectivity, and autonomous vehicle technologies. And bold predictions abound, with several OEMs targeting the beginning of the next decade for the release of fully autonomous—Level 5—self-driving vehicles. But while these developments are generating a lot of buzz in the consumer market, they could have huge implications for commercial fleets, as well.

So, what are the most important automotive trends fleet managers should keep their eye on in the next few years? How might the emergence of ride-sharing models, vehicle electrification, and autonomous systems shape the "future of mobility" in fleet? Our panel of OEM experts, moderated by Sean Lyden, senior editor at Utility Fleet Professional magazine, will explore these questions and more, to help you gain the insight you need to effectively navigate the potential opportunities—and challenges—for your fleet operations.

Moderator: **Sean Lyden**

Idle Reduction

Tuesday, January 31 & Wednesday, February 1 – 2:30 pm

Did you know that there is an easy way to save money and reduce budget costs by the effective use of using an idling reduction system? Through **Idle Reduction**, fleets can achieve reductions in fuel costs, maintenance, emissions, and noise, while extending the life of equipment. This session will bring together several of the leading fleets in the DC area who have implemented Idle Reduction. They will discuss what they have done and how, as well as the benefits they have experienced. Fleets interested in learning how to succeed with Idle Reduction should not miss this session!

Moderator: **David Gelman** (VP, Sustainable Energy Solutions Inc. (SESI))

Fleets for the Future Workshop: An Aggregate Procurement Opportunity for Fleets in the Mid-Atlantic Region

Thursday, February 2 – 10:00 am

ARE YOU A PUBLIC FLEET? Are you looking to save money, purchase alternative fuel vehicles, and install infrastructure at a deep discount? Then this session is for YOU? [Fleets for the Future](#) is a U.S. Department of Energy award winning project to develop and implement five regional cooperative procurements and one national scale procurement for alternative fuel vehicles (AFVs) and infrastructure. This effort is using the procurement expertise of the Mid-Atlantic Purchasing Team (MAPT) to create a cooperative solicitation that will buy down the cost of AFVs, including electric, and refueling/charging stations for fleets across the mid-Atlantic region. The session will discuss best practices for plug-in electric vehicle technology and gaseous fuels, including CNG and propane. It will also cover evaluation options and planning procurement initiatives, best practices for solicitation development, best applications, technical considerations for deployment, and fleet transition planning. Eligible public fleets include federal, state, and local governments, school districts and universities, and public utilities.

**Following the session, technical experts will be available for one-on-one dialogue to explore and investigate specific options for individual fleets.

Moderator: **Leah Boggs** (Sr. Environmental Planner, MWCOG)