



## BAF/Clean Energy/Ford Overview

### Available Ford Platforms and Infrastructure

Barry P. Carr ;Eastern Regional Manager

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# Company Profile - Clean Energy



- **Largest provider of vehicular natural gas (CNG & LNG) in North America**
  - 250 million gallons sold during 2012
- **Turn-Key Service Station Development**
  - Design, Build & Maintain & Operate Stations
  - Fuel Promotion /Fleet Sales & Marketing
  - Vehicle Financing for Operators
- **Operating Territory**
  - 300+ stations
  - 32 U.S. States
  - 33 Major Airports
  - Fuel 25,000+ customer vehicles daily
- **Publicly-traded as CLNE on NASDAQ**
  - Founded in 1997 as Pickens Fuel Corp by *T. Boone Pickens*, Renamed Clean Energy in 2003, began public trading in 2007.



## Largest Alternative Transportation Fuel Provider

**500+**  
Fleet  
Customers

**25,000+**  
Natural Gas  
Vehicles

**280+**  
Natural Gas  
Fueling  
Stations

### Compressed Natural Gas (CNG)

### Liquefied Natural Gas (LNG)



Taxis & Shuttles



Government Vehicles



Public  
Transit



Trucking



Telecom

Refuse  
Hauling



# Why Natural Gas Vehicles?

- **Cheaper**

- Costs average between **\$1.25- \$2.00** less per gallon than gasoline/diesel
- Continued outlook for lower prices due to substantial shale discoveries in United States

- **Cleaner**

- Cleanest burning fuel available
- Reduces GHG emissions by up to 30% and NOx emissions by 85%

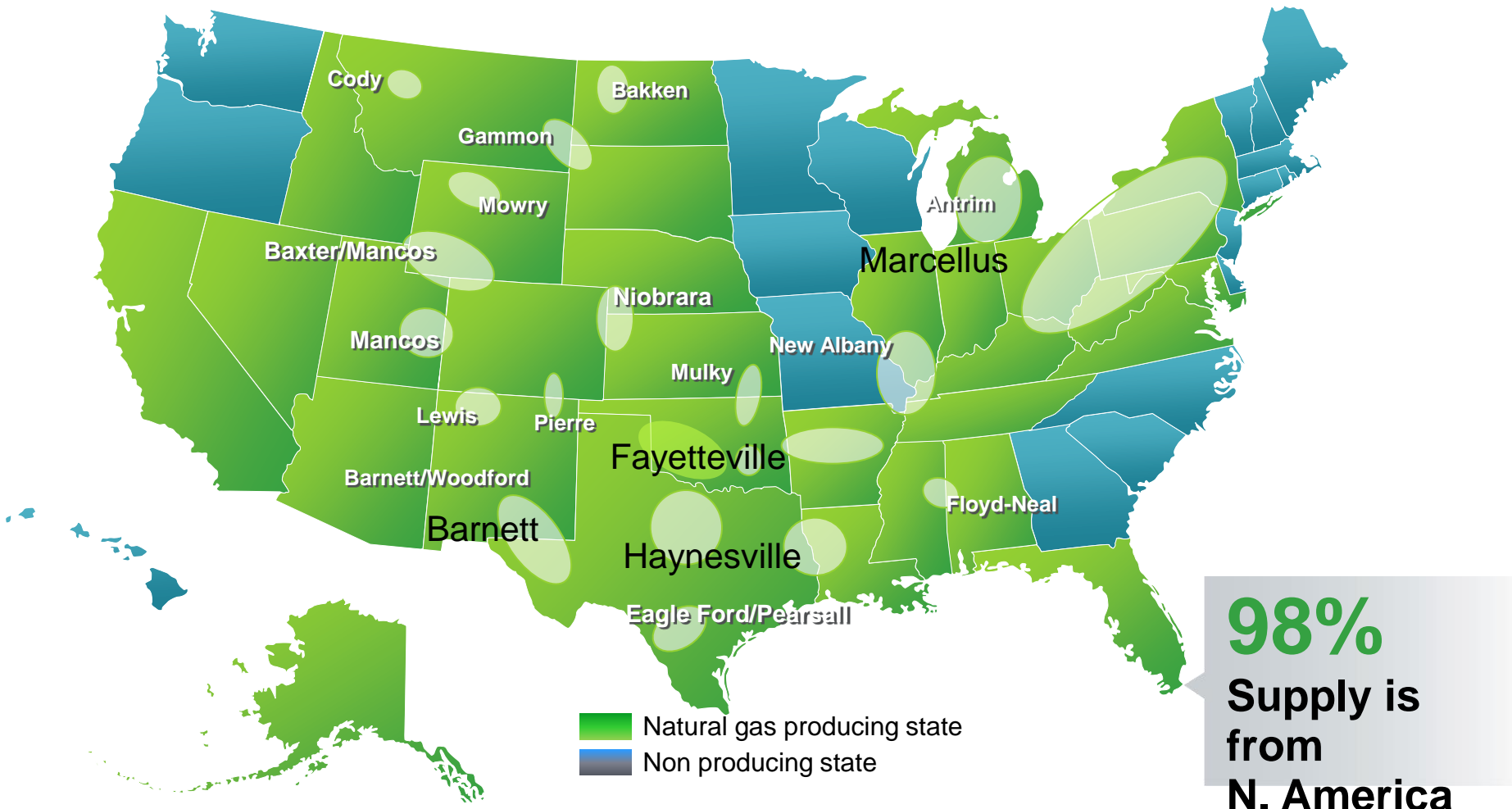
- **Domestic**

- 97% domestically produced
- 100% displacement of foreign oil
- 120+ year supply



# 120+ Year Supply and Growing

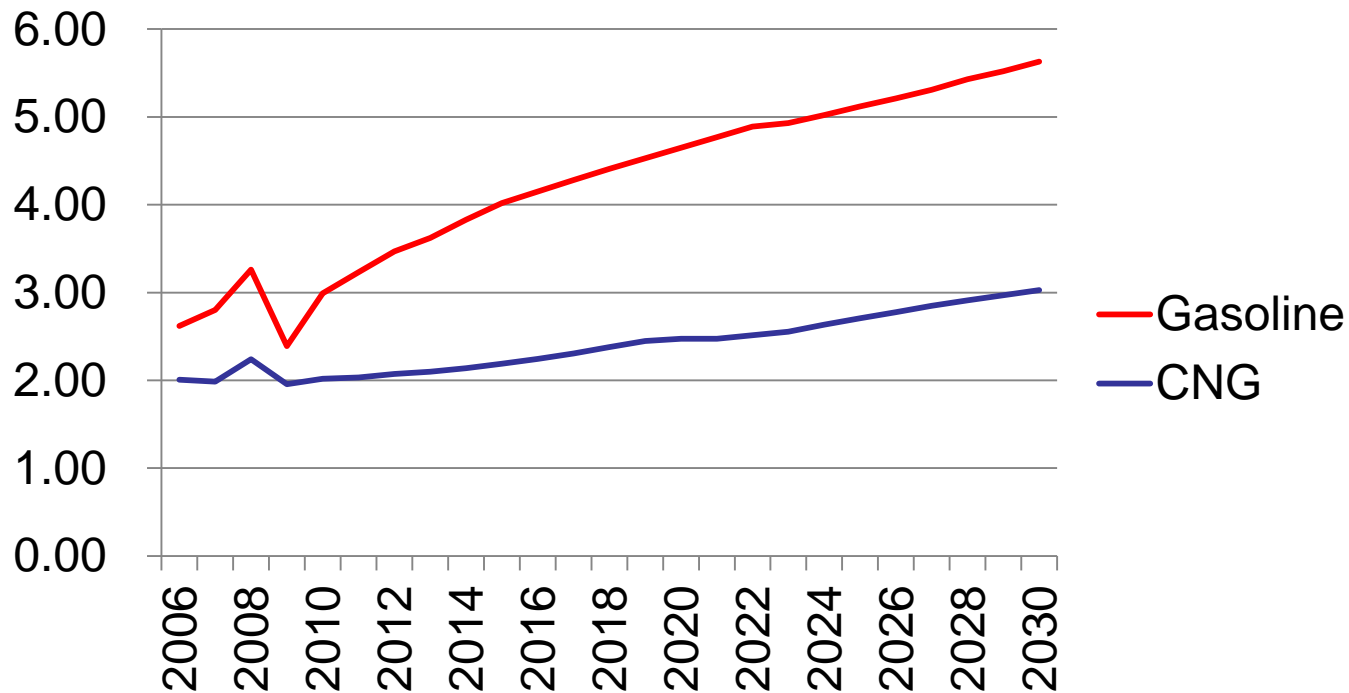
## 32 of 50 States Produce Natural Gas



U.S. natural gas deposits are far more widespread and larger than U.S. coal deposits



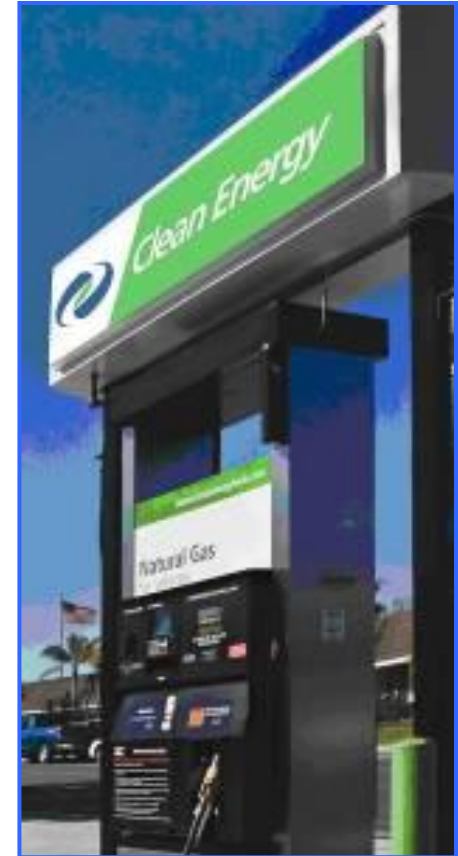
## Historically Stable and Budget Friendly



**According to the US Energy Information Administration the spread between natural gas and petroleum is forecasted to increase in the coming years; fleets using natural gas will have a competitive advantage over those using gasoline.**

# Compressed Natural Gas (CNG) Basics

- Light, medium, and medium-heavy duty vehicles
- Gas delivered by utility pipeline to fueling station
- Gas is compressed at the station to 3600 psi for dispensing
- Dispensed at flow rate similar to gasoline & diesel
  - Dispensing ranges from 5 to 15 GPM depending on compressor sizing
- Stored in 1 or more cylinders on vehicle





**CNG**

**FAST FILL**





**CNG**

**Time Fill**

# America's Trucking Fleets are Switching to Natural Gas







Clean Energy <sup>SM</sup>

www.cleanenergyfuels.com

Natural Gas  
for Vehicles

THIS SALE IS  
GASOLINE EQUIVALENT

TURN OFF ENGINE NO SMOKING

3000 PSI Fill

CHP  
100%  
Clean Energy  
LPG-100  
15 PSI EXHAUST

**NATURAL GAS VEHICLE  
REFUELING INSTRUCTIONS**

1. Ensure the vehicle system is turned off.  
2. When the quantity of the remaining gas is low, the system will automatically shut off the gas flow.  
3. Refueling the vehicle requires the use of a certified refueling station.  
4. Do not refuel the vehicle if the engine is running or if the vehicle is in motion.  
5. Do not use the vehicle until the engine is completely stopped and the system is turned off.  
6. Do not use the vehicle until the engine is completely stopped and the system is turned off.  
7. Do not use the vehicle until the engine is completely stopped and the system is turned off.  
8. Do not use the vehicle until the engine is completely stopped and the system is turned off.

% OF FILL      PRICE PER  
GAL

**FASTFILL**  
Clean Energy

**Dispenser**



**Dispenser**  
**TIMEFILL**

378

# Natural Gas Vehicles- Market Sectors

- **Local/State/Federal Governments**
  - All agency vehicles covered
- **Airports**
  - Terminal Buses, Hotel/Parking Shuttles, Taxis, Shared Ride vans
- **Refuse**
  - Collection/Transfer/Supervisory
- **Transit**
  - Buses/Maintenance/Supervisory
- **School Districts**
  - Buses, District personnel
- **“Short-Haul” & Fixed Route Delivery**
  - Food & Beverage/Floral/Service
- **Utilities**
  - Gas/Electric/Water/Telecom





# America's Natural Gas Highway—September 2013



✱ **BAF** *is the leading provider of natural gas vehicle conversions in the United States*

- ✱ Founded in 1992 by industry veterans
- ✱ More than 21,000 conversions completed to date
- ✱ Proprietary fuel systems – dedicated and bi-fuel
- ✱ Extensive in-house engineering and design team
- ✱ BAF conversions maintain OBD-II functionality and full factory warranty



**Our New 90,000  
Square foot Facility  
in Dallas, TX**



# Why BAF?

## Fully Integrated Alternate Energy Solutions

### ✘ FMVSS-303 and NFPA-52 compliant .

- Light-duty vehicles are crash tested to ensure conformance to Federal Motor Vehicle Safety Standards that manufacturers must meet in order for their vehicles to be legally sold in the United States. (FMVSS-303) All BAF Technologies vehicle conversions conform to National Fire Protection Associations Vehicular Gaseous Fuel Systems Code. (NFPA-52)



### ✘ The **ONLY** CNG converter to achieve “3Q” Status with Ford.

- QCM – Qualified Calibration Modifier
- QVM - Qualified Vehicle Modifier
- QFC – Quality Fleet Care ( All Vehicles are Covered Under)



### ✘ ISO 9001 Certificate of Registration.

- Qualifies BAF Technologies as the only Designer , integrator, and service provider of compressed natural gas (CNG) systems for OEM vehicle applications.



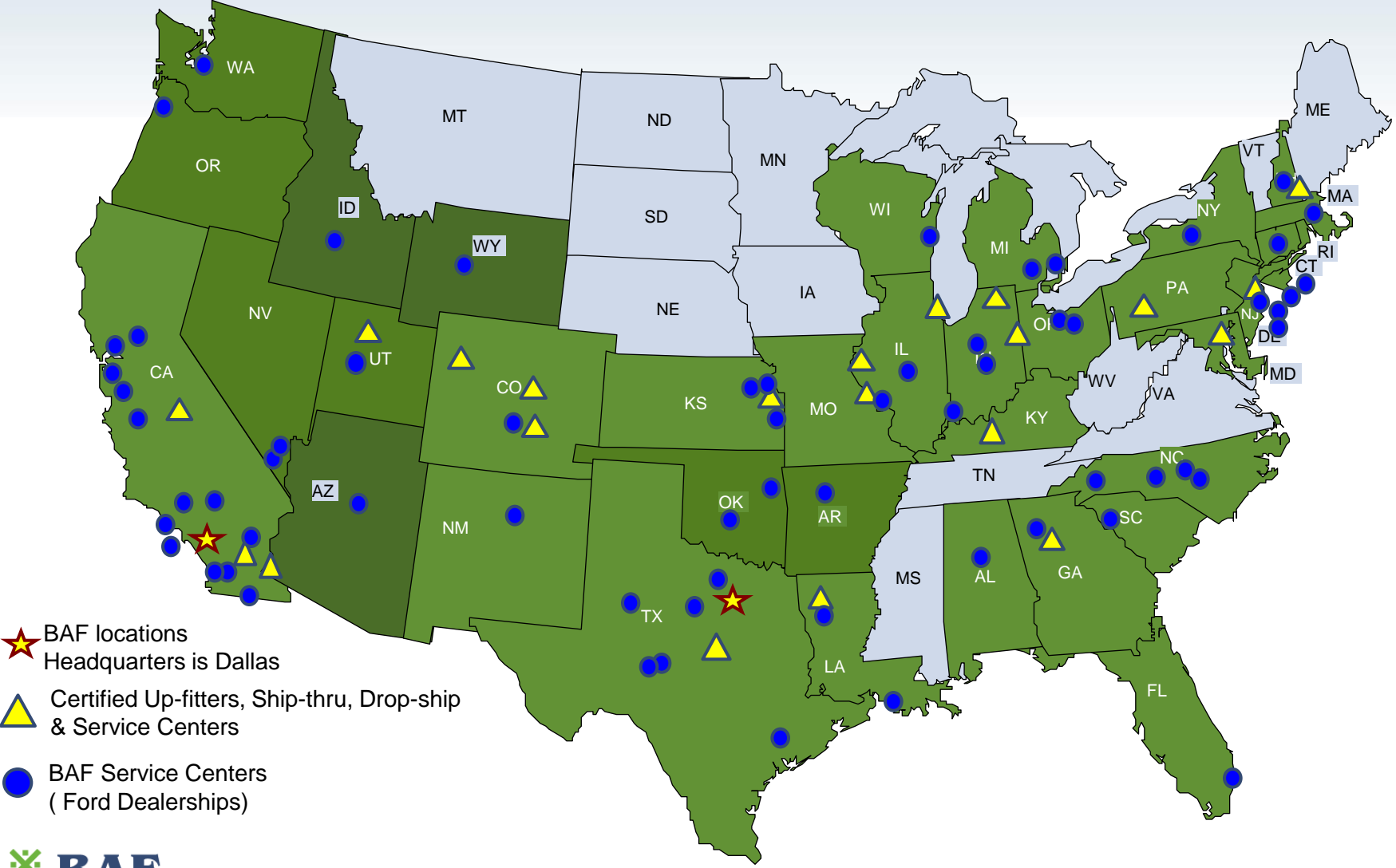
# Why BAF?

## Ease of Ordering

- ✘ **BAF Technologies has Ship-Thru / Freight Re- entry and Drop-Ship Capabilities nationwide.**
  - This is made available thru our extensive nationwide installation network.
  - Provides a transparent purchase experience to end user.
  - Keeps shipping cost to a minimum.
- ✘ **Vehicles are ordered through qualified Ford dealer's with the “gaseous prep” option.**
  - Includes hardened valves and valve seats to work with “dry” CNG fuel.
  - Insures Ford backing their warranty on conversion.
  - Longer vehicle life span on all conversions.
- ✘ **Vehicles are shipped directly to BAF in Dallas or one of our 10+ BAF-trained and certified up-fitters throughout the country.**
  - Cuts down on lead times.
  - Provides nationwide coverage
- ✘ **This is available on all product lines we offer.**



# Nationwide Coverage



★ BAF locations  
Headquarters is Dallas

▲ Certified Up-fitters, Ship-thru, Drop-ship  
& Service Centers

● BAF Service Centers  
( Ford Dealerships)

# 2013 Current Product Offerings

**BAF provide the largest offering of CARB/EPA Certified Ford Vehicles**



## Ford E-Series

### Transit Connect



Transit Connect with 2.0L



E-250/350 With 5.4L



E-350 Cutaway With 5.4L



E-450 Cutaway With 6.8L

## Ford F-Series



F-250/350 with 6.2L



F-450/550 with 6.8L



F-650 with 6.8L



F-53 Chassis with 6.8L



F-59 Chassis with 6.8L

# Dedicated CNG Ford Transit Connect

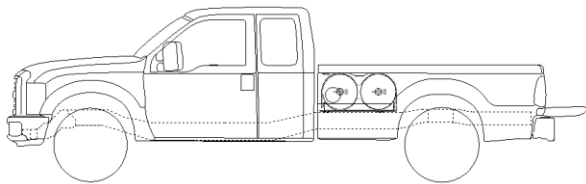
- ✘ Transit Connect, passenger, cargo and work truck configurations available
- ✘ BAF dedicated CNG system
- ✘ 12 → 18 Gasoline Gallon Equivalent fuel capacity
- ✘ 2012 EPA/CARB and SULEV Certified
- ✘ HOV eligible in many states





# Dedicated/Bi-Fuel CNG F-Series Pickup Overview

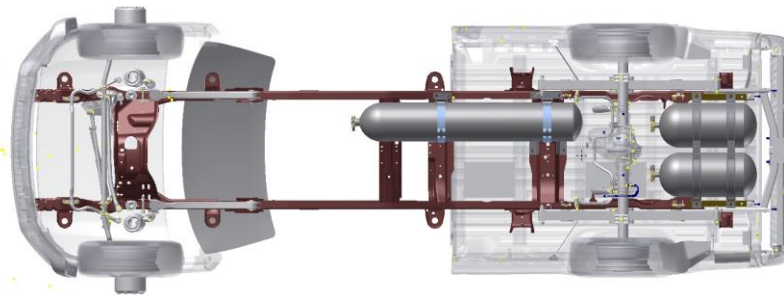
- ※ Ford F-250/350 w/6.2L V8 (2012)
- ※ **Bi-fuel (CNG/gasoline) option available on F-250/350 ( EPA States Only)**
- ※ 10 – 40+ Gasoline Gallon Equivalent capacity available
- ※ 2013 EPA & CARB Certified
- ※ Certified SULEV; HOV eligible in many states





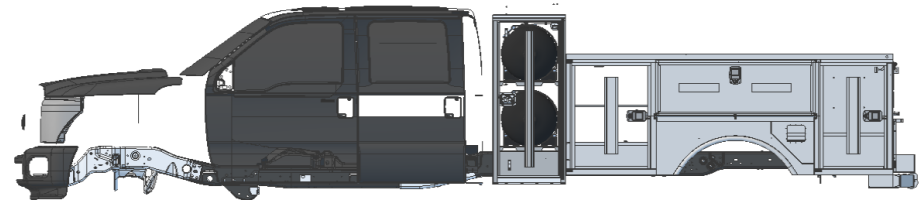
# New Under Body Dedicated/Bi-Fuel CNG F-Series Pickup Overview

- ✧ Ford F-250/350 w/6.2L V8 (2012)
- ✧ **Bi-fuel (CNG/gasoline) option available on F-250/350 ( EPA States Only)**
- ✧ 10, 18 GGE capacity available
- ✧ 2013 EPA & CARB Certified
- ✧ Certified SULEV; HOV eligible in many states



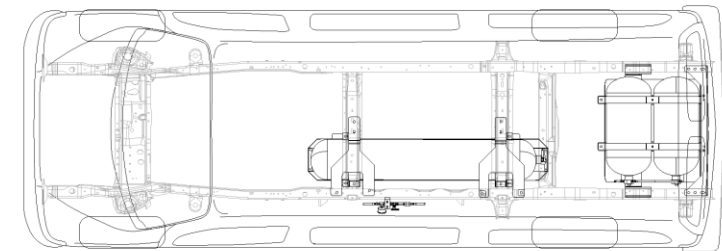
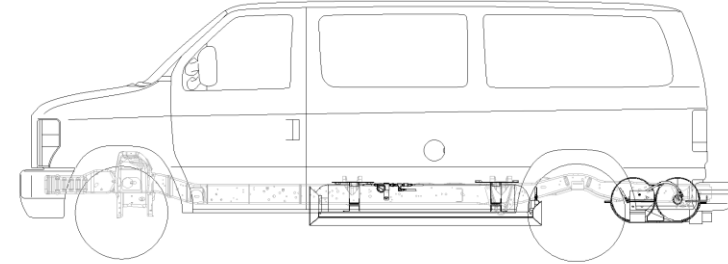
# Dedicated CNG F450/550/650 Overview

- ✘ Ford F-450/550/650 with 6.8L V10
- ✘ 2013 EPA/CARB certified
- ✘ BAF is the industry leader in offering unique solutions to deal with the unique needs of these vehicles:
  - Customized tank placement/mounting
  - Fuel capacity to 80+ GGE



# Dedicated/Bi-Fuel CNG E-250/350 Van Overview

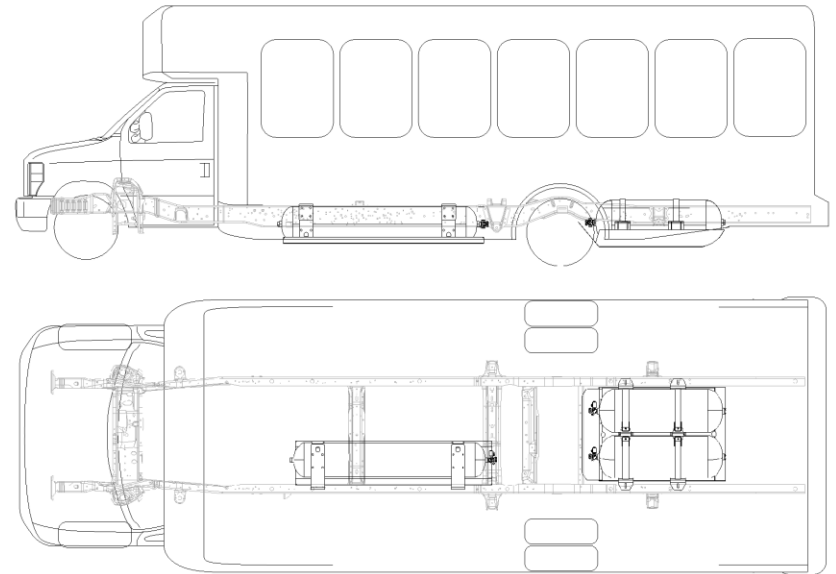
- ✘ Ford E-250/350
- ✘ Conversion available on 5.4L V8 (E-250/350) with gaseous prep option
- ✘ 2013 EPA & CARB Certified
- ✘ 20 – 30 Gasoline Gallon Equivalent (GGE) capacity standard on dedicated E250/350
- ✘ **Bi-fuel (CNG/gasoline) option available on E-250/350**
- ✘ **10 GGE standard on bi-fuel; 15 or 20 GGE optional**





# Dedicated CNG E-450 Shuttle Overview

- ✧ Ford E-450
- ✧ Conversion available 6.8L V10 (E-450) with gaseous prep option
- ✧ 2013 CARB/EPA Certified SULEV
- ✧ 29 GGE standard on E450; additional capacity available
- ✧ Wide variety of tank mounting options



# BAF has a nationwide sales presence – contact us!

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