



Natural Gas Vehicle Cooperative *Market Power Through Pooled Purchasing!*

ATTENTION FLEET MANAGERS – Looking to Go “Green” or “Greener” Still?

**Control Your Fuel Costs – Reduce Your Emissions
Find Clean Fuel Vehicle Options Quickly – Find Qualified Dealers Easily**

WHAT IS THE COOPERATIVE?

The CALSTART Natural Gas Vehicle (NGV) Cooperative offers interested fleets market power – and better prices - through a joint competitive bidding process for natural gas vehicle products. The cooperative will target purchases of light- and medium-duty NGV's from manufacturers and upfitters such as Honda, BAF Technologies, and Baytech Corporation. Patterned after procurement processes traditionally used by high-volume fleet purchasers, the cooperative takes a unique approach - bringing together committed public and private fleet managers to enhance their market buying power through organized high-quantity vehicle selection and bidding while keeping purchasing individual.

HOW WILL IT WORK?

The cooperative allows fleet managers initially in Arizona, California and Nevada to simplify and speed up their NGV purchases. Working with fleets, the cooperative will pull together their NGV product needs, advise them on availability, and organize their NGV purchase needs to present to participating dealers. Working with interested dealers, the cooperative will conduct a competitive bid process, obtain the best specially negotiated prices for cooperative participants, and post that information on the CALSTART web site and via other cooperative publications. Fleets can then place their order directly. This process is intended to shorten purchasing lead times and offer lower vehicle prices.

WHAT ARE SOME POSSIBLE VEHICLES TO BE INCLUDED?

The vehicles available through the cooperative will include:

- Honda Civic GX
- Ford F-150 pickup
- Ford E-350 van
- Ford E-450 cutaway
- Ford Crown Victoria
- GM C4500 and C5500 Shuttle Bus
- GMC S10
- GMC Sonoma
- Chevrolet Silverado Pickup
- Isuzu NPR

The NGV Cooperative is currently developing bid specifications for dealers and will publish purchasing guidelines for fleets later in 2008. In the meantime, please contact us if you are interested in participating:

HOW TO GET INVOLVED

Membership is simple, free, and open to all fleets. To join in the NGV Cooperative, please contact a CALSTART representative or complete the form on the reverse side of this fact sheet and fax it to David Kantor at (626) 744-5610.

CALSTART Contacts:

Steve Sokolsky

510/307-8702

ssokolsky@calstart.org

David Kantor

626/744-5611

dkantor@calstart.org

Susan Romeo

626/744-5686

sromeo@calstart.org

The Natural Gas Vehicle Cooperative is operated by CALSTART in partnership with Sempra Utilities, South Coast Air Quality Management District and other natural gas stakeholders



Natural Gas Vehicle Cooperative

Market Power Through Pooled Purchasing!

NGV COOPERATIVE MEMBERSHIP FORM

___ Yes, I am interested in participating in the NGV Cooperative. Get me involved now!

Name: _____

Organization: _____

Address: _____

City/State/Zip: _____

Phone: _____

Fax: _____

E-mail: _____