

Natural Gas Vehicles: CNG Focus Group Education Day Williamsport, PA April 6, 2011



NATURAL GAS: FUELING AMERICA'S FUTURE



Natural Gas Vehicles Help Pennsylvanian's Reduce Their Costs and Enhance Our Economy



We are successful when Pennsylvanian's work together



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RETAILER

(Supply)

Local retailer invests in CNG infrastructure

FLEET

(Demand)

Energy sector uses CNG to provide base demand while saving the company on fuel cost

WINNERS

Our communities, schools, families, and governments now have access to CNG

CHK Fleet Overview

- **4,119** Fleet Vehicles (including 92 lease vehicles)
 - ▶ 69.63% Chevys
 - ▶ 28.74% Fords
 - ▶ 1.63% Other
- **88%** Light Duty Trucks and SUVs
- Over **100 Million** Miles Driven Annually
- Over **\$25.4 Million** Annual Fuel Spend



Leading By Example

Northern Tier Initiative

- PA DEP AFIG Grant:
 - ▶ EMTA Bus Conversion
 - ▶ Dandy Mart Refueling Station
- Chesapeake's Commitment:
 - ▶ Convert Northern PA Light - Duty Fleet



The Milkman Must Drink Milk



CHK Example:
All 4,100 trucks will be on
natural gas by 2013
4 Phases:

Oklahoma
Louisiana/Arkansas
Eastern states
Rockies and Texas



*Partnering with public retailers
for CNG stations in
operating areas

Projected Annual
Fuel Savings for Converted Fleet
within next 36 Months

4,100 CNG Fleet Vehicles x \$2,000 annual
fuel savings=

\$8,200,000!

The Case for Transportation

Petroleum Fuel Displacement for Vehicles

- **Freight Truck: 12,000 gallons/year**
- **Transit Bus: 12,000 gallons/year**
- **Garbage Truck: 9,000 gallons/year**
- **Airport Shuttle: 5,800- 7,200 gallons/year**
- **Taxi Cab: 5,000 gallons/year**
- **Delivery Truck: 4,500-5,500 gallons/year**
- **School Bus: 2,200- 2,800 gallons/year**
- **Light Duty Truck: 2,000 gallons/year**
- **Consumer Vehicle: 1,000 gallons/year**

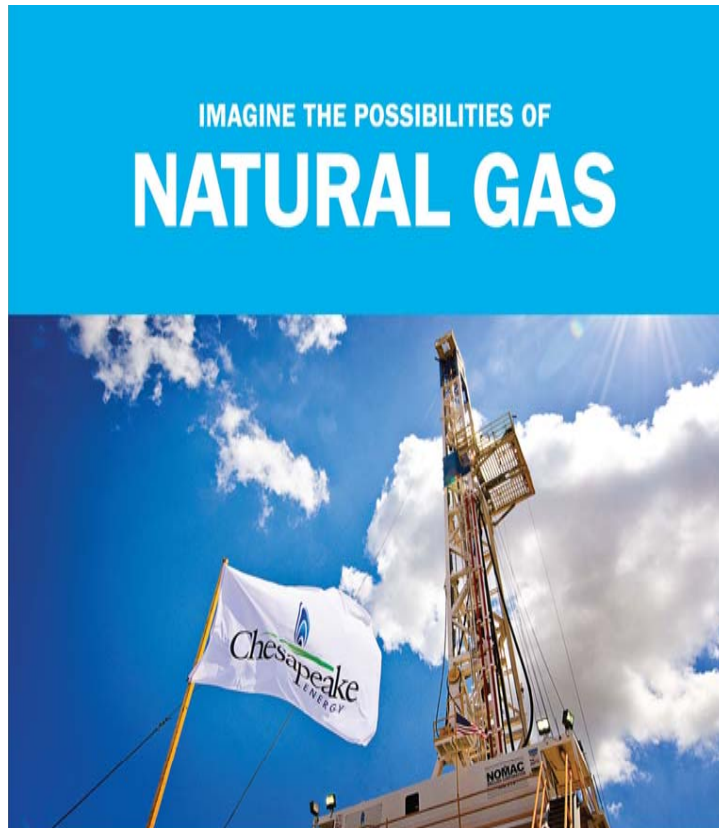


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Source: NGVAmerica

Environmental Advantage



IMAGINE a **CLEANER ENVIRONMENT**

