



Conversions:

How They Support The Use Of Alternative Fuels

Bill Calvert, VP Sales
May 3, 2004
Clean Cities Panel

BAF Technologies: Company Background

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- ✘ Founded In 1992 (Bachman NGV)
- ✘ Bachman NGV – Bachman AFV
- ✘ Purchased TranStar In 2003
- ✘ Became BAF Technologies
- ✘ Relocated Headquarters To Dallas, Texas
- ✘ Additional Conversion Facility In Rome, New York



BAF Technologies: Proven Leadership Team

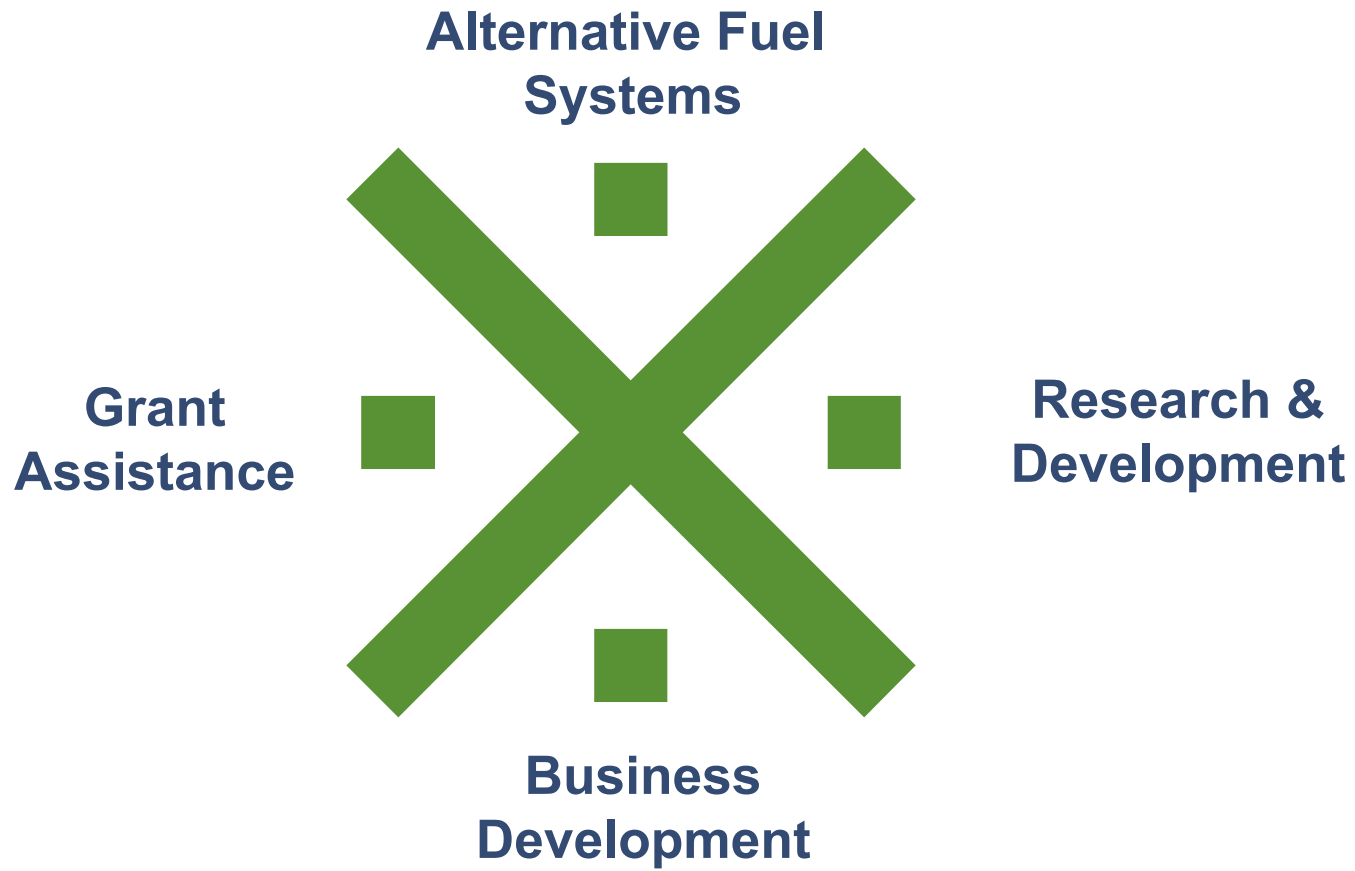
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- ✧ John R. Bacon, President
- ✧ Bill Calvert, Vice President Sales
- ✧ Paul Shaffer, Vice President Business Development
- ✧ Jim Schick, Regional Sales Manager
- ✧ Roger Galloway, Director, Technical Support
- ✧ Scott Scrima, Technical Manager, Northeast Region
- ✧ Scot Decker, Controller

... more than 60 years of proven industry experience

BAF Technologies: Market Focus

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Alternative Fuel Systems

Alternative Fuel Systems: Dedicated CNG

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✧ MY 2003

- FORD Crown Victoria
- 4.6L, V-8 Engine
- Dedicated CNG
- Clean Fuel Fleet ULEV
EPA/CARB Certified
- Application is Dallas Police
Cruiser.



TeleflexGFI
control systems

Alternative Fuel Systems: Dedicated CNG

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✧ MY 2004

- FORD E450
- 6.8L
- V10 Engine
- Dedicated CNG/LPG
- Clean Fuel Fleet ULEV EPA/CARB Certified
- Application is primarily shuttle bus and paratransit market.



Alternative Fuel Systems: Dedicated CNG

✧ MY 2005

- FORD Crown Victoria
- Dedicated CNG/LPG
- CARB/EPA Certified SULEV



Alternative Fuel Systems: Dedicated or Bi-Fuel

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✘ MY 2005

- FORD F-150
- Dedicated or Bi-Fuel
LPG/CNG
- CARB/EPA Certified SULEV



 **Teleflex GFI**
control systems

Alternative Fuel Systems: Dedicated LPG/CNG

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✘ MY 2005

- GM 8.1L
- Vortec 8100
- Dedicated LPG/CNG
- CARB/EPA Certified SULEV



Alternative Fuel Systems: How Do I Purchase An LPG/CNG Vehicle?

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- ✘ BAF's Customer Is the Bus Dealer/Dealership
- ✘ Contact Your Dealer—And Purchase The Vehicle As You Normally Would, With One Exception—Select The CNG/LPG Option
- ✘ Products Scheduled For Availability By 12/31/04

Alternative Fuel Systems: Service, Warranty And Training Support

※ **Vehicle Service**

- In-house warranty service program
- Dealer service provider
- Local retail service center

※ **Warranty**

- 3 years or 50,000 miles on major components
- OEM component replacement for failures due to gaseous fuel on a properly maintained engine for the period remaining on the OEM warranty

※ **Training-Technical and Operator**

- On-site or BAF facility
- Classroom and hands-on

Alternative Fuel Systems: Dual-Fuel

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✧ Dual-Fuel Compression Ignition System

- Operates on natural gas and diesel (70-80%/30-20%)
- Generic software adaptable for many engines/manufacturers (1998-2001) utilizing J1939 data link
- Reduces pollutants while retaining the characteristics of the diesel engine
- No engine modifications
- Available for stationary engines
- Approximately 1/3 the cost of a repower

“...a viable technology that allows critical utility and public work vehicles to run on clean, compressed natural gas and burn less fuel.” New York State Energy, Research and Development Authority (NYSERDA) President, Mr. Pete R. Smith

Alternative Fuel Systems: Dual-Fuel

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- ✘ Awarded Multiple New York State Contracts
- ✘ TERP Funding Expected
- ✘ Partners Include:
 - NYSERDA
 - NYSDOT (End-User)
 - Greater Long Island Clean Cities Coalition, Central New York Clean Cities, Capital Clean Cities, West New York Clean Cities
 - Clean Energy
 - Baker Equipment
 - SAVE ON ENERGY

Alternative Fuel Systems: Dual-Fuel

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Cummins ISM11/305 (Snow Plow/Dump Truck)



Alternative Fuel Systems: Dual-Fuel

T444E (Dump Truck)



Alternative Fuel Systems: Dual-Fuel

MACK E7



Alternative Fuel Systems: Dual-Fuel

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**COMING SOON! Fall 04
DT466**



Alternative Fuel Systems: Dual-Fuel

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- ✘ Contact BAF Directly For The Dual-Fuel System
 - Bill Calvert – West/Central
 - Paul D. Shaffer – East

- ✘ Digital Brochure Can Be Forwarded Via E-mail Upon Request
 - Highlights the features of the system
 - Provides detailed technical information



Research & Development

Charting the Future

Research & Development: Overview

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- ✧ EPA & CARB Certification/Verification

- ✧ Engineered Products
 - Design, engineer & manufacture components

- ✧ Fuel System Design
 - CNG engine systems
 - LPG engine systems





Grant Assistance

Securing Today

Grant Assistance: Overview

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✧ Proposal Development

- Identify Opportunities
- Form Strategic Partnerships With Industry Leaders
- Negotiate Contractual Agreements

✧ Qualifying Products

- Navigate Clients Through Complex Funding Process
- CNG, LNG & LPG Fuel Systems
- Dual-Fuel Systems (Natural Gas & Diesel)







BAF Technologies: Contact Information

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Thank You