

# Fueling Perspectives



# Who is Trillium?

- Began in the CNG industry in 1994
- Design, build, finance, operate and maintain CNG fueling stations
- Specialize in high-performance fueling designs principally for large transit agencies
- A stable company with sound financials
- Compress and dispense over 36 million therms of CNG annually
- Wagner & Brown affiliated company - same owners as Pinnacle CNG

# What does Trillium do?

- Serve Major Transit Customers
  - LA Metro
  - New York City Transit
  - MTA Bus in New York City
  - Orange County Transportation Authority
  - Fuel about 1,750 CNG transit buses daily
- Operate stations for municipalities, airports, school bus fleets, and UPS
- Perfect transit fueling performance record over the past 7 year, 99%+ reliability at other sites



FUEL

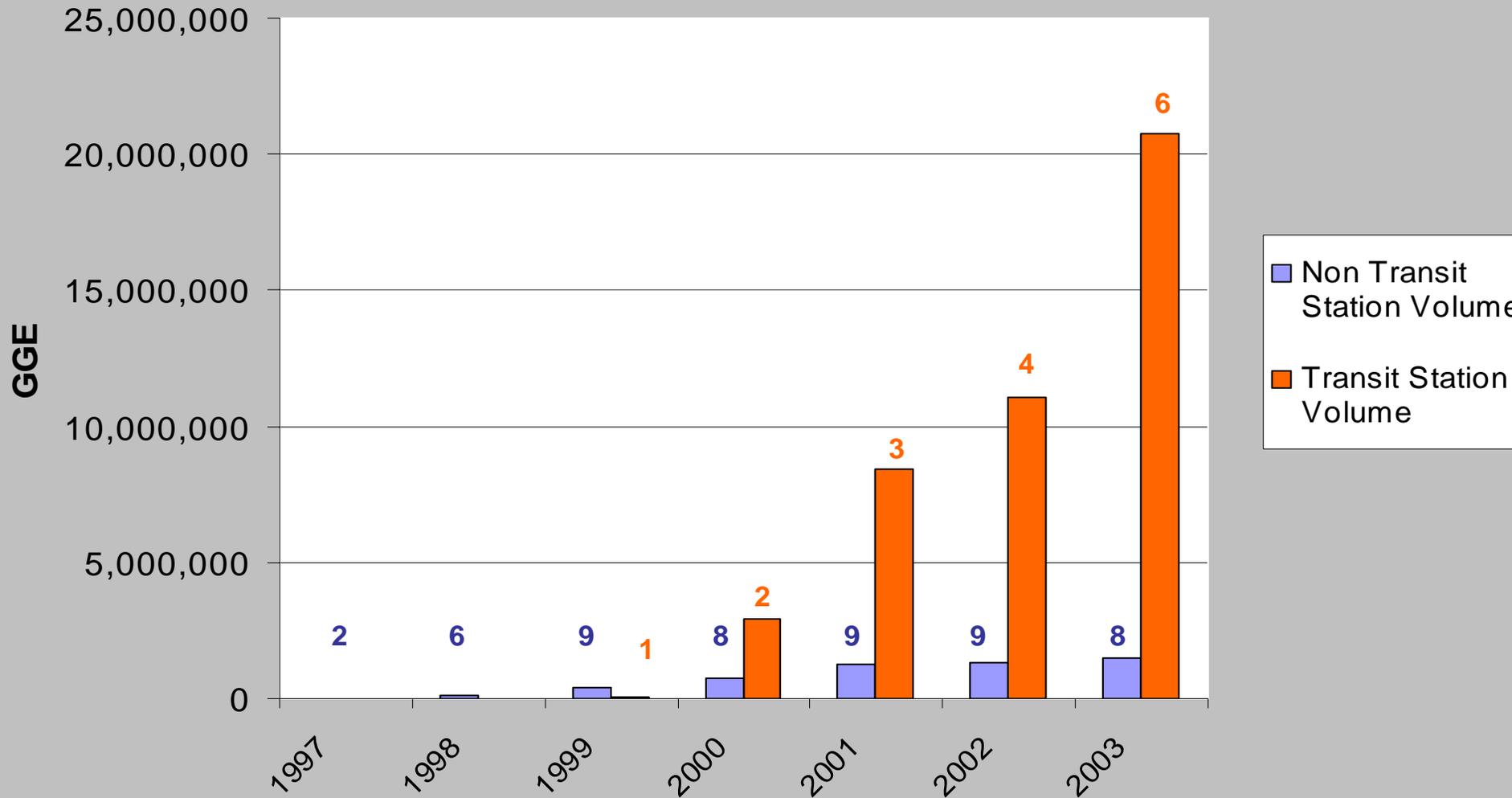
MAINTENANCE

Triburn  
FACILITIES  
1000 S. 10th St.  
Tulsa, OK 74106  
918.438.1234

041

# Size Matters

## Volume Growth by Station Type



# Partnership Model is DBOM

- DESIGN – based on Performance Requirements
- BUILD – meet code, safety, site specifics
- OPERATE – must meet Performance Requirements for term of contract
- MAINTAIN – includes all parts and service

# Why it Works

For Customer	For Company
<ul style="list-style-type: none"><li>• Avoid design pitfalls, construction change orders</li><li>• Reliable fueling, may charge penalties</li><li>• Maintenance performed by specialists, at a cost that is fixed over the life of the contract</li><li>• No upfront investment allows more funds for vehicles</li></ul>	<ul style="list-style-type: none"><li>• Incentives to control costs</li><li>• Incentives to design quality system with long term efficiency</li><li>• Customer promises to use fuel</li><li>• Long term certainty allows planning</li></ul>

# Works Great, So What's Wrong?



# Is there anything new?

- Mature technology, no major changes
- But, many improvements behind the scenes
- HCNG
- ANG?
- Renewable Sources (Bio-methane)

# Thank you!

Jennifer de Tapia  
Director of Market Services  
Trillium USA  
800-920-1166  
[jdetapia@trilliumusa.com](mailto:jdetapia@trilliumusa.com)