ALTERNATIVE FUEL STRATEGY

COMMERCIAL TRUCK
SUSTAINABILITY AT FORD

- SUSTAINABILITY
- ECONOMICALLY FEASIBLE
- SOCIALLY RESPONSIBLE
- ENVIRONMENTALLY FRIENDLY

Go Further
CUSTOMER DESIRE FOR CNG

Benefits

- Abundant
- Affordable
- American
- Clean

Reality

- Upfit costs
- Energy losses for gas compression
- Filling stations availability
Energy Security

Through Fuel Diversity

GASEOUS FUELS COMPLEMENT SUSTAINABILITY

Improve Vehicle Fuel Economy and Emissions

Reduce the Environmental Footprint of Vehicles

IC Engine and Transmission Advancements

Displace Petroleum

Hydrogen Fuel Cell Vehicles

Battery Electric Vehicles

Hybrid Electric Vehicles

Petroleum (Conventional & Alternative Sources)

Bio Fuels (E10, E15, E85, Cellulosic Ethanol, Bio -Diesel)

Electricity (Conventional & Renewable Sources)

Hydrogen (Conventional & Non-Carbon)

Fossil NG

Renewable Methane

Synthetic gas (methane) is a potential renewable fuel.

Propane & Natural gas are low-carbon fossil fuels.
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<th>All Electric</th>
<th>Plug-in Hybrid</th>
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<th>EcoBoost™</th>
<th>E85</th>
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ID* = In Development
Google “Smartphone Apps Alternative Fuels”

Search engine provides dozens of smartphone applications that help find CNG stations in your area!
TOTAL SALES OF FORD TRUCKS with CNG PREPPED ENGINES

Model Year

CUMULATIVE SALES OF OVER 31,000
WHAT IS A “PREPPEP” ENGINE

- Ford is offering a broad base of vehicles and powertrains that are prepped for CNG up-fit
- Gaseous prep packages include premium valves, valve seats, and spark plugs to maintain high mileage and durability
CNG/QVM STRATEGY
The commercial truck market is composed of many unique vocations and vehicle requirements.

One size does not fit all! That’s why Ford is collaborating with reliable and qualified upfitters to deliver completed vehicles.

“FORD’S STRATEGY PROVIDES CHOICES”
QVM QUALIFICATION FOR GASEOUS FUEL UP-FITTERS

In 2010 Ford began a qualification process for CNG/LPG Up-fitters. In addition to adherence to our Q-185 Bulletin technical requirements, Up-fitters must meet high standards for:

- Manufacturing
- Assembly
- Quality Operating Systems
- Customer Satisfaction
Q-185/QVM REQUIREMENTS

- Detailed information and full requirements available on:
  - BPN website
  - Fleet.Ford.com
2013 ALTERNATIVE FUEL BUYER’S GUIDE

Drive green.

COMPRESSED NATURAL GAS
LIQUEFIED PETROLEUM GAS
BIODIESEL
ETHANOL
HYBRID
PLUG-IN HYBRID
ALL-ELECTRIC
ECONOMIC ADVANTAGES OF CNG
CNG COST OF OWNERSHIP

ANNUAL FUEL SAVINGS

$2,621

Assumptions:
- 4-years in service
- 30,000 miles/year
- Gas $3.70/gallon
- CNG $2.20
- Diesel $4.00
Continued development and release of new commercial vehicle offerings with gaseous fuel prepped engines

Establish seamless process with QVM Upfitters for warranty repairs and service information

Further establish communications and alliances between Up-fitters, Body Builders and ship-through locations

Closely monitor CNG industry growth with respect to fuel pricing and demand for potential OEM applications