

# EVERY™ ALTERNATIVE. News Update

## Cummins Westport NEWS NOTES

- **Western Regional Sales Update...** Cummins Westport delivered engines to many properties in the Western regions this year, including 52 C Gas Plus engines delivered to Santa Monica Big Blue Bus, 33 C Gas Plus to North County Transit District (San Diego) and 123 L Gas Plus engines for 60' articulated buses to LA Metro (Los Angeles).
- **Distributor Support Every Time... Cummins Westport thanks its Cummins Distributors for excellent service and support** ♦ Cummins West and Cummins Cal Pacific have built strong relationships with their local transit properties, offering consistent support. ♦ Cummins Rocky Mountain has done an excellent job repowering buses in Phoenix - their ongoing support of local transit properties makes them an invaluable asset for Cummins Westport in the Southwestern United States. ♦ In the North, Pierce Transit has been using natural gas for over 15 years and the Cummins Northwest Distributor has been a big part of Pierce Transit's success. ♦ In Washington, DC, Cummins Power Systems has done an outstanding job supporting the Washington Metropolitan Area Transit Authority - their designated team, regularly scheduled monthly meetings, and constant follow up are very effective with this important regional fleet. ♦ In the Southeast, Cummins Power South is a key partner to the Metropolitan Atlanta Rapid Transit Authority. ♦ And, deep in the heart of Texas, Cummins Southern Plains continues to be number one with the Dallas/Fort Worth International Airport, Fort Worth Transportation Authority, and Dallas Area Rapid Transit.
- **LPG Repowers Gain Miles in Argentina...** Two Ford vehicles that have been repowered with Cummins Westport B LPG Plus engines are in service on the road in Argentina. The trucks have reached 13,000 km and 3,000 km respectively and operators are pleased with their performance.

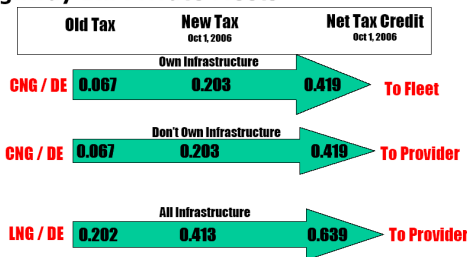
## Focus on SALES & MARKETING

### New US Highway & Energy Bills To Benefit NG Users

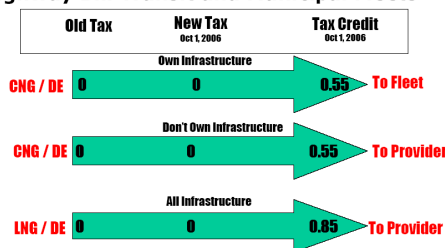
Energy & Highway Bills will provide a significant LCC (Life Cycle Cost) benefit for NG vehicles. The Highway Bill fuel tax credit is more significant than the Energy Bill provision, which provides income tax credits based on incremental vehicle purchase price. However, in non Urban Bus applications such as refuse, the Energy Bill incentives will be helpful.

Diesel Electric Hybrids do not qualify for fuel tax credits under the Highway Bill. It is the Highway Bill in particular that is expected to create LCC differentiation for Natural Gas vs. Diesel & Diesel Electric Hybrid, and truly benefit NG users. See below:

#### Highway Bill Private Fleets



#### Highway Bill Transit and Municipal Fleets



#### Energy Bill

Transit and Municipal Fleets - 49 States	Max. \$32,000 Income Tax Credit to OEM with Provision that Credit has been Applied to End User Cost
Refuse (Private Fleets)	Max \$32,000 Income Tax Credit to Purchaser
Hybrid	Maximum \$12,000 Credit to OEM with Provision that Credit has been Applied to End User Cost
Infrastructure	Max \$30,000 Income Tax Credit

## Focus on SERVICE & TECHNOLOGY

**2007 Technology** ♦ The 8.9-liter ISL G currently in development, will utilize Cummins proven Cooled Exhaust Gas Recirculation (CEGR) and a three way catalyst to meet 2010 emission levels at launch in 2007. Cooled EGR in the place of excess air, which is used in our current Lean Burn technology, allows for stoichiometric combustion, which will improve low

speed torque and thermal efficiency. So along with low emissions, the ISL G will offer improved fuel economy, lowering total ownership costs.

Check [www.cumminswestport.com](http://www.cumminswestport.com) in the coming weeks for updated information on the ISL G. For a preliminary spec sheet, contact Jeff Campbell at Tel 604 718-2099.

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## News Update

### Focus on **INDUSTRY**

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#### **Russia ♦ Award for C Gas Plus Engine**

In October, a LiAZ Metropolitan City Bus, powered by a Cummins Westport C Gas Plus natural gas engine, won awards for "Best City Bus" and "Development of Ecological Transport" at the Moscow International Motor Show (MIMS). Recognition was awarded for innovative low-floor design coupled with the low emissions and low noise of the Cummins Westport natural gas engine. MosGorTrans, the Moscow Public Transport Company, has had a demonstration bus in operation since December 2004. See <http://www.cumminswestport.com/corporate/news.php> for more information.

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#### **USA ♦ LNG-powered tractors at Port of Los Angeles**

On October 21, Yusen Terminals Inc. (YTI) and SES Terminal LLC (SES) celebrated the dedication of the marine terminal industry's first two terminal tractors powered by clean burning liquefied natural gas (LNG).

The Commando 50 yard tractors are equipped with Cummins Westport C Gas plus engines, which emit 65 percent lower Oxides of Nitrogen (NOx) and 80 percent lower Particulate Matter (PM) than the traditionally fueled off-road terminal tractors used in the port. These low-emission terminal tractors will be operated at YTI's 185-acre facility located on the northern section of Terminal Island in the Port of Los Angeles, and are expected to be the first of many LNG-fueled

terminal tractors to be placed in service in the harbor area.

The Port of Los Angeles will be setting aside \$20 million for the development and implementation of a program to promote the use of electric and natural gas-powered trucks and cargo handling equipment at the Port. The program would support the purchase and deployment of LNG yard tractors and would be one of the most aggressive and far-reaching efforts ever implemented by any port to reduce emissions from diesel powered container transport equipment. Source: Yusen Terminals Inc. See [www.cumminswestport.com](http://www.cumminswestport.com) for more information.

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#### **China ♦ Giant CNG Gas Station to fuel Xi'an Cars**

XI'AN, China: Xi'an Zhuhong Major Gas Station, the largest compressed natural gas (CNG) station in Asia providing fuel to automobiles, goes into operation later this month. According to Shi Jinwen, an official with the Xi'an Municipal Development and Reform Committee, it is the city's latest step in improving the environment and accelerating the development of environmentally friendly transport.

"It will provide 300,000 cubic metres of CNG every day with 30 tanker trucks transporting the gas." By 2010, the local government will have built 180 CNG stations,

including 100 standard stations, eight major stations and 72 sub-stations.

In 2003, Xi'an municipal government mapped out plans for the development of natural gas. The city aims to have 46,000 automobiles using natural gas by 2010, said Qiao Zheng, deputy mayor in charge of urban construction. Currently, all 10,000 of the city's taxis and some of its buses run on natural gas.

Source: China Daily 11/03/2005

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#### **India ♦ New JVs in India to Supply CNG & LPG**

India, New Delhi - State oil companies GAIL (India) Ltd and Hindustan Petroleum Corporation Ltd (HPCL) have signed an agreement to establish separate joint ventures in the States of Madhya Pradesh, Rajasthan and Gujarat. The JVs will primarily establish gas supply projects to the cities, including the supply of compressed natural gas (CNG) and LPG for transport. GAIL and HPCL have already formed Bhagyanagar Gas Limited for the implementation of a city gas project in the state of Andhra Pradesh.

In Madhya Pradesh, the city gas projects shall be set up initially in the cities of Indore, Gwalior and Ujjain, utilising the upcoming Jagoti-Pithampur and Kailaras-Malanpur Pipelines. In Rajasthan, the City Gas Project shall be set up initially in the city of Kota, utilising the upcoming Vijaipur-Kota-Mathania Pipeline. In Gujarat, GAIL is already supplying CNG in Baroda city and HPCL is setting up infrastructure in Ahmedabad for supply of CNG.

Source: GAIL (India) Ltd 16 November 2005