

## Riverview International Presents Navistar Clean Air Vehicle Lineup at Sacramento Clean Cities Box Lunch and Webinar Event

On Thursday, January 10, 2013, Eric Bassett of Riverview International in West Sacramento conducted a presentation on Navistar's lineup of alternative fuel and advanced technology vehicles. Sacramento Clean Cities offers stakeholders free monthly technology webinar presentations by companies on technologies and fuels that reduce petroleum consumption. At this meeting, boxed lunches were provided to those who attended in person. This event was a zero waste event where food waste was disposed of in an Atlas Disposal garbage bin that was taken to Atlas' facility and turned into renewable natural gas.

Navistar's efforts have received recognition from Newsweek's Green Rankings Report which labeled Navistar as one of the Top 10 U.S. Companies for Environmental Management. Navistar has experience in selling fully electric, hybrid and natural gas trucks. Their Riverview International dealer in particular has significant experience selling alternative fuel and advanced technology commercial trucks.



In order to make clean air vehicles more mainstream, the problems that slow their adoption must be recognized. Mr. Bassett gave a frank overview of the current challenges to clean air truck sales. He noted that truck operators often perceive performance and reliability risks in clean air vehicles. In addition, the incremental cost of alternative fuel vehicles makes them less attractive options, especially to smaller operators who typically lack the resources to handle the change. Market supply and demand



problems have impacted Navistar's ability to offer clean vehicles. For example, battery supplier A123's bankruptcy combined with slow sales have resulted in the end of production of the Navistar eStar electric truck.

Looking forward, Navistar has plans to continue selling hybrid and natural gas trucks. Navistar is

working on bringing on-board diagnostics (OBD) to their next generation hybrid truck which will begin production in 2014. California's Hybrid and Zero Emission Truck and Bus Voucher Incentive Project (HVIP) program has helped increase current hybrid and electric truck sales, especially in cases where HVIP is combined with local air district funding. Navistar produces both compressed (CNG) and liquefied (LNG) natural gas trucks, and California is currently the strongest market for natural gas trucks, especially in the refuse truck sector. In order for this technology to become more mainstream, segments

outside of the waste industry and outside of California need to more widely adopt CNG and LNG trucks. Lower prices of natural gas fuel, increasingly volatile diesel fuel costs, successful experiences of natural gas and hybrid truck use and corporate and government sustainability plans have all been driving forces behind clean air truck adoption.

Sacramento Clean Cities looks forward to working to bring companies like Riverview International together with both government and industry to touch base. Such was the intent of this event, and Sacramento Clean Cities looks forward to putting together more technology webinars throughout 2013. Individuals interested in obtaining a digital copy of Eric Bassett's presentation should contact Sacramento Clean Cities' Chairman/Coordinator, Keith Leech, at [KLeech@cityofsacramento.org](mailto:KLeech@cityofsacramento.org) or by phone at (916) 808-5869.

