

# **Cummins Natural Gas Engines**

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## "Natural Gas Customer Playbook"

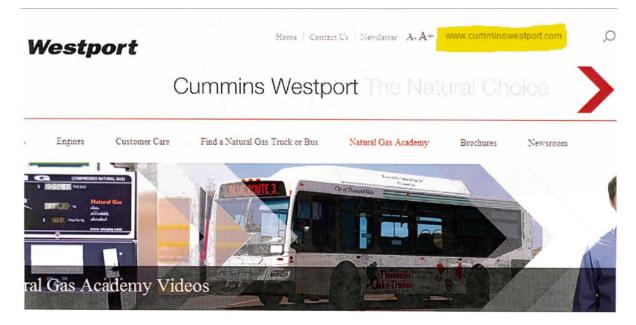
 Specialized help making the right engine selection for maximum performance and savings

CV	Westport	cv Westport	
	2014 Natural Gas Customer Playbook	NATURAL GAS EXPERIENCE:	
	Initial Assessment	Do you have experience running natural gas? Yes No No	,
	We suggest that your initial meeting with a customer to discuss natural gas should involve completing an initial Assessment to discuss customer natural gas vehicle plans. This discussion will lead to opportunities for you to provide information to help the customer with their natural gas project, and ultimately improve their experience with Cummins Westport products.	Number of vehicles in fleet looking to operate on natural gas:	
	The purpose of the initial Assessment is to gain a better understanding of the customer's business. It is an introductory review of the Customers' natural gas vehicle, fuelling, engine requirements, and service plans to ensure a successful roll out and support of natural gas vehicles.	ISL GISX12 G HP and Torque requirements: HP: LB-FT: Planned natural gas application and GVW:	
	Date:	NATURAL GAS VEHICLE FUELLING STRATEGY:	
	Key Contact: Location(s):	Current diesel fuel pricing: Expected natural gas fuel pricing	
	LEET PROFILE:  pplication:	NG Fueling Plan: Private: Public: Public:	
	Truck Refuse Transit Vocational School Bus Other:	Expected range between fills: Miles/KM Hours	
	Check Public or Private Total Units in Fleet: Own or Lease Medium Duty: Heavy Duty:	Is there natural gas available within planned routes? Yes No Is a new station being built for your fleet? Yes No What natural gas full will be used? CNG LNG	
	Preferred OEM/ OEM Dealer: OEM/ OEM Dealer proximity to your location:	Vehicle Fuel System manufacturer / OEM: Natural Gas Fuel System Capacity (IGE) :	
€ F	UEL USAGE/ DRIVELINE:	Is there a vehicle fuelling training plan? Yes No	
	Average # of miles/hours annually per vehicle: Miles/KM Hours  What is your current range between fueling stops? Miles/KM Hours	Is there a fire and safety plan for the fuel station? Yes No	
	What is your current range between rueling stops?  Current fleet average fuel economy?	NATURAL GAS ENGINE MAINTENANCE:	
	What is the intended cruise speed?	Who will maintain the NG engines in the fleet? Fleet OEM Cummins	
	For vehicle gearing what is your preference? Performance Balance Fuel Economy	Are you familiar with Cummins service procedures? Yes No Do you have a NG service/training plan? Yes No	
	Fleet Top Speed in High Gear in MPH/KPH:  What is your average idle time?% Tire Size?	Are Cummins trained NG technicians available? Yes No No Nearest Cummins Service location(s):	
	Transmission OEM: Automatic Manual	Do you have a natural gas service facility upgrade plan? Yes No No	
RO	UTES:	Assessment completed by: Company:	
	Is this a return to base fleet? Yes No No	Email:	
-	s there Service Support available on your dedicated route? Yes No	Phone:	
EN	VIRONMENT AND TERRAIN;	NOTES/COMMENTS/KEY CUSTOMER INFORMATION:	
	Climate (Cold/hot/wet/dry weather operation):  Environment (i.e. clean, dusty etc):		
	Terrain (Flat, high grades, urban, highway): Time on soft surface: %		
EN	GINE INFORMATION:		
	What engine do you typically specify? HP: Torque:		
	What is your average GVW ?	Return completed form to your Cummins Westport representative or email to <a href="mailto:info@cumminswestport.com">info@cumminswestport.com</a>	
	Do you currently run Cummins products? Yes No Cummins Rep:	,	
			-



### **Pacific**

# Natural Gas Academy Videos



Gas Academy

#### Gas Academy Videos at is Natural Gas?

ural Gas Engines ural Gas Fuel Systems v to Fuel a Vehicle

ural Gas Engine Maintenance trading Your Facility for Natural Vehicles

### Natural Gas Academy Videos

Cummins Westport has created a series of instructional videos to provide a general overview of natural gas as a fuel and to answer commonly asked questions. If you are new to natural gas as a vehicle fuel this is a good place to start.

What is Natural Gas? Learn about natural gas as a fuel

WATCH VIDEO



