



Spring 2013

A quarterly publication to educate and update fleet professionals

CNG Takes Center Stage at BWI Airport

Leading by example! That was the message the Maryland Aviation Administration (MAA) gave with its' support of Compressed Natural Gas as a viable fuel for vehicles, during the celebration and grand opening of the new public access CNG fueling facility, at BWI Airport.

New drilling and fracturing technologies and the Obama administration's approval of broader natural gas exports, have unleashed a natural gas bonanza in the U.S making it the world's largest CNG producer. These developments have also spurred renewed interest by consumers, gas producers and auto manufacturers to make CNG a more attractive substitute for gasoline and diesel.

While getting the fuel out of the ground has been one challenge another has been the lack of CNG fueling infrastructure. The MAA's partnership with Clean Energy (owner and operator of the CNG facility at BWI) demonstrates the fuel industry's interest in making CNG pumps as common as gasoline pumps.



Clean Energy's Eastern Vice President Mark Riley addresses crowd at Opening Day

"With the expanding availability of natural gas vehicles, fleet operators across the nation are adopting natural gas power," says Clean Energy's Eastern Vice President Mark Riley. "Among their goals are adding fuel diversity, curtailing harmful emissions, and helping reduce America's dependence on imported oil. Airport and allied ground transportation fleets have become magnets for natural gas vehicle usage. We are delighted to have the opportunity to provide the benefits of natural gas fuel to the Baltimore/Washington International Airport area and the neighboring communities."

BWI Airport was an early supporter of CNG, with its purchase of 25 CNG shuttle buses to service BWI's Rental Car passengers in 2003. "Ten years later we are happy to report CNG has proven to be cost effective with less impact on air quality", says Wayne Pennell, Chief Operating Officer for the MAA,

"and our maintenance provider, Fleetpro, Inc. says the CNG engines are easier to maintain and they have less wear and tear because CNG is a cleaner burning fuel".



Wayne Pennell, Chief Operating Officer for the MAA, delivers opening remarks.



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The ribbon cutting and grand opening of the Clean Energy CNG Fuel Station at BWI Airport on April 10, 2013 was a big day for the MAA, and guests from public and private sector fleet operators.

Fleetpro Trains First Responders

As one of the Mid Atlantic's recognized experts in CNG vehicles, Fleetpro provided training classes, over 4 days in April, for more than 50 first responders from BWI and Anne Arundel County Fire departments. Fire fighters were given hands-on training on the safety features of the CNG buses at BWI along with classroom training on CNG fueling and other safety systems.



Fleetpro's Tom Kilchenstein demonstrates safety features on CNG tanks.



First responders covered CNG topics during classroom training that included CNG engine operation, fueling procedures, and safety features.



Bill Neilson, Fleetpro's BWI Fleet Manager talks to firefighters about CNG engine operations.

Why Choose Natural Gas?

CLEANER: Compressed Natural Gas (CNG) is one of the cleanest burning alternative fuels available. Natural Gas Vehicles emit up to 30% less greenhouse gases than gasoline or diesel vehicles.

DOMESTIC: 98% of natural gas consumed in North America is domestically produced.

ABUNDANT: North America has at least a 120-year natural gas supply. There are more than 13 million natural gas vehicles worldwide. 25% of all new transit buses currently on order nationwide are CNG powered. 100,000 CNG vehicles are being driven in the US, and just under 600 CNG fueling stations are in operation.

CHEAPER: The use of natural gas fuel reduces cost significantly for vehicle and fleet owners. Natural gas averages up to 50% LESS per gallon than gasoline or diesel.

SAFETY: Lighter-than-air natural gas is nontoxic and disperses quickly. It has a higher ignition temperature than gasoline and diesel fuel, which reduces the chances of accidental ignition.

For more information, visit Clean Energy Fuels at www.cleanenergyfuels.com

ASE Certifications

For today's car owner, auto repair is more complicated than ever. Vehicles keep getting more complex, while technology and diagnostic tools constantly change as well.

As a result, finding a competent, knowledgeable automotive professional can be a real challenge. Fortunately, more than 350,000 professionals across the country choose to show their knowledge by earning ASE Certification — a benefit to their customers as well as themselves.

ASE is an independent, non-profit organization, and since 1972 has worked to improve the quality of vehicle repair and service by testing and certifying repair and service professionals.

Thanks to ASE certification program, everybody wins: car-owners can easily find ASE-Certified Technicians who have proven themselves to be knowledgeable professionals. Repair shops can get additional visibility in their markets by qualifying for the Blue Seal of Excellence Recognition program. And certified auto professionals can get the respect and recognition they've worked so hard to earn.

How ASE Certification Works

Auto technicians and other professionals who want to become ASE certified can take one or more of ASE's 40-plus exams. The exams are grouped into specialties such as automobile, medium/heavy truck, truck equipment, school bus, collision repair, and more.

The exams stress knowledge of job-related skills. The tests are no cinch to pass; in fact, usually only two out of every three test-takers pass on their first attempt. After passing at least one exam and providing proof of two years of relevant work experience, the test-taker becomes ASE certified. To remain certified, ASE-certified professionals must be retested every five years.

ASE will debut its new *Auto Maintenance and Light Repair* certification test in June 2013. Designated as a G1, this new speciality certification measures a technician's knowledge over a wide range of automotive systems as it relates to maintenance and light repair. The new G1 certification provides an assessment of an individual's technical knowledge for performing bumper-to-bumper maintenance and light repairs in the critical areas of engine systems, automatic transmission/transaxle, manual drive train and axles, suspension and steering, brakes, electrical, and heating and air conditioning.

For more information or to register, visit www.myASE.com.



**AUTOMOTIVE
SERVICE
EXCELLENCE**

Fleetpro Certification & Training Program

Below are the Fleetpro employees who have successfully completed components in our training program within the last 90 days. Congratulations!

John McGuigan III	COMAR, Appendix G
Elamin Mohamed	COMAR
Bryan Terry	COMAR, FHWA 393
Michelle Tobias	COMAR, FHWA 393
Tyrell Stubbs	Appendix G
Starli Mostafa	COMAR
Robert Frieson	FHWA 396
Timothy Waddle	FHWA 396, Appendix G
Rolando Manalo	COMAR
Carlos Ugaz	COMAR, FHWA 396
Donnie Hamilton	FHWA 393
Tavon Bishop	Appendix G
Lamont Hardin	Appendix G
Timothy Waddle	COMAR
Joshua DeBellotte	Appendix G

Fleetpro Team Birthdays

APRIL

Zewdu Alemu	April 4
Kevin Briscoe	April 4
Tekola Gedlegiorgis	April 10
Cleveland Mabry	April 11
Antonio Whitehead	April 17
Baltazar Gonzales-Cueva	April 28
Jake Perdue	April 30

MAY

Eric Jackson	May 1
Teklemariam Ogbagabir	May 1
Bill Neilson	May 13
Matt Farcosky	May 14
Mostafa Starli	May 16
Rolando Gonzales	May 29

JUNE

Darius Waters	June 5
Thomas Hill	June 6
Roland Parker	June 21



Fleetpro Welcomes Our Newest Customers!



B & P Environmental

B & P Environmental has serviced the Mid Atlantic Region, maintaining all aspects of the fresh and waste water industry, from residential septic needs to major municipal lines, since 1985.



Aurora Paving

Aurora Paving provides parking lot maintenance solutions for building owners and property managers in the Baltimore metro area. Aurora specializes in correcting poor drainage situations, eliminating trip hazards, increasing curb appeal, and ADA compliance.



Smoke Signals: What does vehicle exhaust really mean?

Exhaust gases from a diesel engine should be colorless. Smoke of any color is an indication that something is not running properly.



Movers USA

Movers USA makes it a goal to provide topflight relocation and storage services with courtesy and professionalism. They offer free estimates, customized plans, state-of-the-art vehicles, specially trained staff, climate-

controlled storage units and a full array of support services ensure a terrific and low-stress experience for every customer, every time!



Utility

White Marsh & Odenton Locations

Utility Lines Construction services is the primary contractor for a national transmission company, specializing in operating and maintaining all electrical

transmission assets. Fleetpro is very happy to add the White Marsh and Odenton locations to our family of customers!

Ruff Roofers

Ruff Roofers has installed residential and commercial roofing systems all over the Baltimore/Annapolis area .



Delmarva Insulation

Delmarva is the largest independent insulation contractor in Delaware, providing insulation services for both Residential and Commercial customers. Our commercial division provides numerous installations for commercial building practices, including firestopping, sound control, insulation, spray foam insulation, stick pin applications, curtain wall systems, and Thermax total wall systems.



<p>Black smoke</p> 	<p>Black smoke is the result of excess unburned fuel being blown out of the exhaust. This is a sign of engine overload, a restricted air supply, or a malfunctioning injector.</p>
<p>Blue smoke</p> 	<p>Blue smoke forms when the engine's own lubricating oil is being burned. It is considered "normal" for a diesel engine to burn a little bit of oil, but with tighter piston and ring cylinder bore clearances, this naturally reduces the amount of oil consumption and smoke to nearly eliminating it.</p>
<p>White smoke</p> 	<p>White smoke is a sign of water vapor or fuel that has been atomized but not burned. The water vapor may be present in the fuel or water may be leaking into the cylinder from the cooling system. Air in the fuel can also cause white smoke.</p>
<p>No smoke</p>	<p>No smoke indicates normal operation, and continue with your outlined maintenance plan.</p>

Maryland Governor Expected to Sign Fuel Tax Increase Legislation

Legislation was passed by Maryland lawmakers that would increase fuel taxes. This was signed into law in May by Gov. Martin O'Malley. Similar plans have been progressing in other states.



The legislation restructures the state's fuel taxes and raises close to \$4.5 billion dollars for transportation projects.

Each July the state's fuel taxes would be recalculated based on the Consumer Price Index, a federal gauge used to measure inflation. It would also add 3% to the price of both diesel and gasoline. The first increase is expected to be around 4 cents. The rest of the increase would be phased in by 2016, adding another 13 to 20 cents per gallon, depending on its price and the level of inflation.

The legislation is similar to that signed into law in Virginia recently, in which a new wholesale tax is being levied on fuel. Fuel taxes in both states could go even higher if Congress does not pass legislation allowing tax collections on Internet purchases.

In an interview with The Washington Post, Governor O'Malley conceded increasing taxes is not popular but said the move would result in the creation of more jobs and improve the state's infrastructure.

Proponents of the tax increases in all three states say they are needed to make up for transportation funding shortfalls, including for Interstate expansion and repair projects, while opponents, including some in trucking say they will put extra costs on their businesses and cause consumers purchasing power to drop, resulting in less freight to haul.

To read more, visit Trucking Info's website at <http://www.truckinginfo.com/news/story/2013/04/maryland-governor-expected-to-sign-fuel-tax-increase-legislation.aspx>

State Police Safety Dragnet in Baltimore Takes 114 Trucks off the Road



One of every five commercial trucks pulled over in Baltimore by Maryland State Police inspectors during a two-day sweep in April was impounded for safety defects. In addition to the 114 defective trucks, 21

drivers were barred from driving for violations.

The dragnet, the first in the city in six years, used 45 troopers from across the state to monitor highway ramps and prowl city streets. Trucks selected for inspection were either pulled over along Broening Highway and Fairfield Road, access roads to the port of Baltimore, or herded to a parking lot at M&T Bank Stadium.

Troopers carried out 562 inspections and issued 127 citations and 402 warnings. Offenses were as various as falsified log books, drivers spending too many hours behind the wheel, bad tires, and defective brakes. Two men were arrested on outstanding warrants for failure to appear in court.

Maryland led the nation over the past two years in the number of truck safety inspections, with 32 stops for every highway lane mile. Last year, Maryland State Police inspectors weighed more than 2 million commercial vehicles and carried out more than 69,000 roadside inspections. Troopers issued 39,111 citations and 45,514 warnings for traffic and equipment violations.

For more information and to read the complete article, please visit the Baltimore Sun: http://articles.baltimoresun.com/2013-03-27/news/bs-md-hazmat-dragnet-20130327_1_truck-drivers-truck-safety-inspections-troopers

How can you make sure that your fleet is prepared? Continue to use Fleetpro's Exception Reporting and Degree of Severity Ratings to schedule repairs early in the failure cycle to avoid serious safety defects.

"You Gotta Have Friends!"

Fleetpro has joined the social media revolution! Friend us on Facebook to get regular posts about our business, customers, as well as interesting articles and useful information about the fleet industry. You can also connect with Fleetpro by following us on LinkedIn.

LinkedIn



Visit our website www.fleetpro.com for links to our social media pages.