

Highlights

- NG Advantage Is Now a Clean Energy (NASDAQ:CLNE) Company
- NG Advantage Now Offers CNG, LNG and Vehicle Fuel with Its New Partner
- NG Advantage Expanding Beyond New England and New York
- Combined Heat & Power Can Be Used by Customers of the Virtual Pipeline
- Virtual Pipeline Proves It Can Expand to Supply Gas to Extremely Large Customers
- Gas Islands Serve Clusters of Isolated, Smaller Customers
- Companies Replacing Coal with Cleaner CNG



The Globalcon show is being presented for energy engineers and facility managers. It will be held from March 17th-18th in the Philadelphia Convention Center. NG Advantage has a booth at the show. NG Advantage will present briefly on Tuesday from 2:00–2:20 p.m. **How a Facility Manager Whose Plant is NOT on a Gas Pipeline Converts to CNG** and on a panel Wednesday the 18th from 2–4 p.m. NG Advantage will be speaking about its medical center customers and their conversion to natural gas even though NOT connected to a pipeline.

NG Advantage uses its “virtual pipeline” — a fleet of tractor/trailers to deliver natural gas to plants without any or enough pipeline gas for future plans.



NG Advantage will:

- Build a compressor station to serve a plant burning over 1Bcf of coal, liquid fuel oils, propane, tires on the closest pipeline
- Serve a plant that is currently burning over 300,000 MMBtus and is within 200 miles of an existing compressor station
- Serve campuses that have a central heating facility and are very large or within 200 miles of an existing compressor station
- Work with an LDC or County to build a “Gas Island” to serve an isolated cluster of plants that individually may not be large enough to serve



NG Advantage Becomes a Clean Energy Company

Clean Energy Fuels (NASDAQ:CLNE), a company founded by T. Boone Pickens, purchased a controlling interest in NG Advantage in October 2014. NG Advantage continues to be run by the same management team and with the same passion for customer service. Clean Energy’s purchase of 52% of the company allows NG Advantage to expand its service area.



NG Advantage Now Offers CNG, LNG and Vehicle Fuel with Its New Partner

The new partnership with Clean Energy allows the Company to sell a combination of products to customers. Some potential municipal customers are required to have seven days of backup supply to trucked gas. They sometimes choose LNG as a backup. Other potential customers operate large fleets of cars and trucks and would like CNG as a vehicle fuel. And still other customers are planning to use co-gen with the gas that is already being delivered to their plant.


NG Advantage's and Clean Energy's sales teams join together to offer a customer any combination of the above products. They are also open to designing new products that will fill a customer's unique needs.

"Virtual Pipeline" Scales to Provide Service to Very Large Customers

NG Advantage's newest customer, the International Paper Company's Ticonderoga mill, will receive a minimum of 14 trailers of CNG a day. They are currently, the company's largest customer.

NG Advantage's virtual pipeline now serves 24 plants. They are paper mills, asphalt plants, large regional hospitals, food processors, manufacturers, and commercial laundry plants. Customers currently burn 1-14 loads of gas a day.

Safety Training

 NG Advantage offers a unique, free service of training not only the employees of a new customer in the attributes of natural gas and in how to operate its equipment, but it also trains first responders, fire marshals, and local officials in the customer's immediate area. Additionally, the NG Advantage team trains first responders in towns on the route between the customer's plant and where NG Advantage purchases its compressed gas. They must all understand how to respond to any incidents anywhere along the route.

New Tools Available to Customers

The Customer Portal gives customers a close view into their usage. Some customers use the Portal's information to understand their energy usage during a certain product run so that they can respond more accurately to RFPs. Others use their information to tell when various pieces of equipment are not burning at their maximum performance standards or to be notified of a possible safety issue.



The Customer Portal also allows customers to make their daily nominations on-line and to see if their usage is "off" from their nominations. Being "off" can cause potential penalties and therefore understanding usage is essential for a customer to make smart buying decisions.

Greg Morse, NG Advantage's new Gas Supply Contract Manager, is helping customers understand how to use the Customer Portal to their benefit. If you are already a customer, call Greg at 802.760.1167 x 547 to discuss how better to nominate your anticipated energy usage.

Customers Save the Planet By Reducing CO₂ Emissions



In 2014, NG Advantage customers burned 1,436,083 million BTUs of natural gas. This gas displaced more than 9.5 million gallons of oil and lowered CO₂ emissions by 61 million lbs, nitrous oxides by 325 thousand lbs and SO₂ by 1.5 million lbs. Burning natural gas also practically eliminated all particulate emissions.



Gas Islands Serve Clusters of Smaller Customers

It often costs \$1 million–\$2 million a mile and several years of engineering, purchasing right-a-ways, environmental hearings and getting regulatory approvals to extend a pipeline. Meanwhile, the future industrial customer of the pipeline extension is unable to enjoy the benefits of converting from burning their legacy fuel to cleaner, less expensive natural gas.

NG Advantage has begun working with local gas delivery companies (LDCs) to build Gas Islands. Vermont Gas Service (VGS) has built an isolated small pipeline network in Middlebury, Vermont to connect three of the town's largest industrial sites in advance of the arrival of their pipeline. NG Advantage currently connects to the base of that network...sort of like a tree with three branches to which NG Advantage connects at the base of the trunk. Trailers are delivered 24/7 to the one connection. The individual plants are now VGS' customers and are billed by them. NG Advantage bills VGS for the compression and transport since it purchases gas from them miles away.

NG Advantage's customers are very large energy users. NG Advantage replaces a minimum of 750,000 gallons of fuel oil annually for its smaller customers. Customers receive between 1–14 trailer loads of gas a day...each day. If a community has a group of smaller institutions like a hospital, a small college and several manufacturing sites that together burn more than 1,000,000 gallons a year, a Gas Island could be built by the LDC, an industrial park owner, a county, or a state industrial development firm depending on local regulations. NG Advantage can serve that network until a pipeline arrives or instead of the arrival of a pipeline.

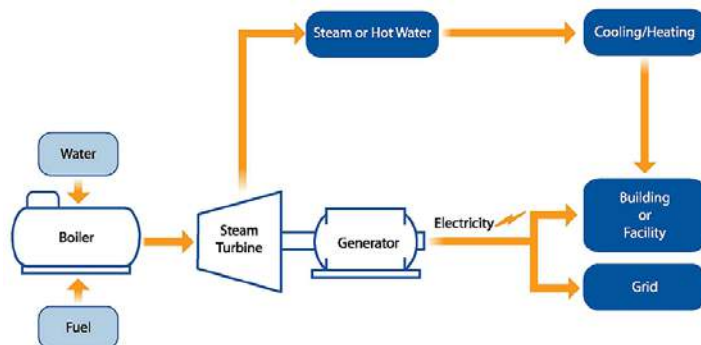
Companies Replacing Coal with Cleaner CNG

More companies are calling NG Advantage because they want to replace the coal they are burning with cleaner natural gas. Concern about current and proposed stricter air pollution standards is causing more corporate energy engineers to begin looking for alternatives. Burning natural gas is THE preferred alternative. But a pipeline extension is now costing over \$1 million a mile and can take years to design, purchase right-a-ways for, and receive regulatory approvals...and it may not happen at all. Now there is a new option. The plant can receive natural gas 24/7 delivered by a "virtual pipeline" consisting of a fleet of tractor/trailers. The experience is much like actually being on a pipeline.

It is hard to estimate the cost to any particular plant for a conversion to burning natural gas. It depends on whether they are already burning gas, fuel oil, propane or need to redo their systems because they were burning coal. It also depends on the age of the boiler and burner. And sometimes efficiency improvements are also planned. After the burner conversion, all that is needed to begin receiving trucked natural gas is to make room in the plant's yard for NG Advantage's Off-Loading Station and to turn around trailers (about 50 feet by 100 feet for a medium sized customer.) Call 802.760.1167 for more details.

Customers Considering Combined Heat and Power

One of our natural gas customers is planning a combined heat and power (CHP) project and others are considering it. CHP, sometimes called cogeneration, is the process of making both electricity and heat from a single source of fuel. In our customer's case, a trailer of efficient, clean fuel is parked in their yard. That gas provides the ability to generate electricity or mechanical power as well as the recovery of heat that can be used for heating, cooling or processing the products the plant makes. Configurations vary. Some consist of a gas turbine with a heat recovery unit and others are steam boilers with a steam turbine.



If your company is interested in considering other uses for the gas that is now available to you, check out some great pages on the EPA's website. <http://www.epa.gov/chp/project-development/index.html>

