



Mary Fallin
Office of the Governor
State of Oklahoma

November 19, 2012

Greetings,

I write to you to share with you an exciting opportunity for our state and local governments to reduce costs and save taxpayer dollars by advancing the use of compressed natural gas (CNG). Natural gas is a clean, affordable, abundant, and American energy source that we can use to power our fleet vehicles. Increasing the use of natural gas in our transportation sector provides an opportunity to work toward energy independence while simultaneously achieving significant savings.

Last fall Colorado Governor John Hickenlooper and I unveiled a bipartisan initiative to encourage auto manufacturers in the U.S. to develop more functional and affordable CNG vehicles. We committed to gradually replace our state fleet vehicles with comparably priced and equipped CNG cars and trucks in an effort to provide the automotive industry with the demand needed to support the production of more affordable CNG vehicles. Our initiative quickly gained broad national support and the endorsement of 13 other governors and 7 additional state purchasing directors, culminating in a 22-state request for proposal that asked for a variety of CNG sedans, pickups, and vans to use in our state fleets. It was with great excitement that we recently announced the results of this effort, which include:

- A \$5,800 reduction in cost for $\frac{3}{4}$ ton CNG pick-ups
- A \$2,100 reduction in cost for CNG compact sedans
- A \$1,200 reduction in cost for CNG transit cargo vans
- A \$2,700 reduction in cost for $\frac{3}{4}$ ton CNG vans
- A \$3,700 reduction in cost for 1 ton CNG vans

All state departments, boards, commissions, agencies and institutions as well as counties, cities, school districts and municipalities are eligible to take advantage of these savings through statewide contract SW035C. The lifecycle cost savings that these CNG vehicles provide are significant, in many instances offering the potential to save as much as \$20,000 in net savings per vehicle.

To explain the benefits of CNG and how to purchase these vehicles for your fleets, I will be hosting a CNG purchasing forum on Wednesday, December 12, 2012 in Oklahoma City. The meeting will take place at the Oklahoma History Center, 800 Nazih Zuhdi Drive, Oklahoma City, OK 73105 from 1:30pm – 4:00pm and will include a question answer session with each of the vendors awarded contracts through the multistate solicitation process.

Please contact the Oklahoma Secretary of Energy's office at (405) 285-9213 by Friday, December 7th with your RSVP and for any questions you may have.

I hope you will join me in working to make greater use of domestic, *Oklahoma* natural gas in state and local fleets.

Sincerely,

A handwritten signature in black ink that reads "Mary Fallin".

Mary Fallin
Governor