

# ***Proposal - Business Consortium***

**Save Australia's Automotive & Engine Manufacturing Industry**

**Provide Significant Environmental & Economic Benefits for Australia**

(Proposed Company Name)

***Gaseous Automotive Fuel Industries***

**Manufacture & Market  
Natural Gas Vehicle (NGV)  
Vehicle Conversion &  
Refuelling Systems...  
Specialising in Compressors**

**March 2014**

## **Executive Summary:**

The *Consortium* is being proposed to utilize a prime part of the Australian automotive and engine manufacturing facilities, and to engage as many as possible employees that would otherwise be without a job.

It will also capitalize on the vast Australian reserves of **Natural Gas**, thus reducing the reliance on imported petrol and diesel fuel for automotive and industrial engines.

- Natural Gas is an excellent automotive fuel, is low-cost, and is already distributed to virtually all business and factory premises, and many homes, in capital and large regional cities.
- Natural Gas is extremely clean-burning, and has a very high octane rating.
- Natural Gas can be used most viable in both petrol (spark-ignition) and diesel (compression-ignition) engines... and can be “single fuel (natural gas only)” or “dual fuel” operation.

The main components for **NGV** (Natural Gas [for] Vehicles) refuelling facilities are **Compressors**.

Compressors are *very* similar in construction to *engines*, hence the same metal casting and machining equipment can be readily used.

Other ancillary refuelling components - and all NGV vehicle-conversion equipment - can also be produced, on a large scale, using existing manufacturing facilities.

There have been some previous ideas about *selling* and installing *large* (multi-million-\$) NGV *public* refuelling facilities. This is a chicken-and-egg impractical situation, where there are not yet enough vehicles running on natural gas to warrant such a large investment, and the few locations would mean driving large distances to refuel.

Rather than **selling large expensive** refuelling facilities, it would be much more attractive to potential customers - fleet vehicle owners, companies and private motorists - to **lease small low-cost** facilities. This avoids high up-front costs. In addition, vehicle/engine *conversions* would be *leased*, so as to further avoid initial costs. The costs involved would be simply amortized over time, by means of the substantial fuel cost-savings.

The other major components for NGV vehicle conversions and refuelling facilities are *Storage Cylinders*. A large-scale NGV project would enable conventional *high-pressure* steel - and light-weight composite alloy - cylinders to be made in Australia. In addition, new unique benefits are...

- Initiative 1: New *low-pressure* compression and storage system.
- Initiative 2: New low-cost, easy-to-manufacture, storage cylinders.

While the prime target is vehicle fleets - that consume a lot of fuel - there is an excellent opportunity with commuters... especially in new large residential complexes, using the low-cost low-pressure compression and storage system, and using a *dual-fuel* system if desired for long driving distances.

A draft *Business Plan* - comprising financial, product, operation and marketing plans - is being prepared, and will be up-dated when all *Expressions of Interest* are received. A *suggested* apt name for the *Consortium* is: “*Gaseous Automotive Fuel Industries*”

Optimism is high that the *Consortium* will become successful and profitable in a short time, due to the ever-increasing cost and concerns about imported petrol and diesel fuel, along with the pressing need to continually reduce air pollution from motor vehicles... as well as to reduce unemployment.

## **Attachments:**

- 1: Advantages of Natural Gas** – Environmental, Technical & Financial – Conversion and Refuelling
- 2: New “Low-Pressure” NGV** – Primarily for small fleets, company cars, and commuters
- 3: Residential (Housing Complex) Low-Pressure NGV System**

# ***Gaseous Automotive Fuel Industries*** (Proposed Company Name)

## **Abstract:**

- Objective:** To manufacture natural gas - and air - compressors  
To introduce a new low-cost “low-pressure” compression and storage system  
To lease or sell, transportable leading-edge NGV vehicle refuelling systems  
To market vehicle gaseous-fuel conversion products and services
- Business:** Industry: Automotive & Alternative (Clean-Burning) Gaseous Fuels  
Company: Manufacturer & Marketer
- Customers:** Vehicle fleet owners; companies; taxis & couriers; private motorists
- Products:** Natural gas compressors... also *air* compressors  
Natural gas vehicle refuelling and storage facilities  
Natural gas vehicle conversion equipment and services

## ***Mission Statement***

*The company will endeavour to continually provide the world's best gaseous-fuel compressor, storage, refuelling and vehicle-conversion products and services, so as to ensure customers always receive value-added satisfaction, and the company owners always receive an excellent return on their financial investments.*

## ***Sustainable Competitive Advantages***

- Products that offer superior commercial, environmental and technical advantages
- Personal, professional, and dedicated service to all customers

## **Potential Consortium Members:**

- Local automotive manufacturers
- Federal Government
- State Governments
- Manufacturing – Conservation – Environmental bodies
- Natural gas suppliers
- Automotive equipment manufacturers
- Vehicle gas-conversion companies
- Service station operators

## **Get On to Gas:      NGV Promotion**

Our petrol won't last, it's running out fast,  
Do something before it's too late,  
The price still takes a hike, just as suppliers like,  
We've gotta make a move, we can't wait.

Chorus:

Save your brass, get on to gas,  
Before our petrol runs out,  
It's natural gas for me, it's called NGV,  
The fuel of the future no doubt.

We've got a gas field, it gives a good yield,  
An alternative we cannot just pass,  
It's easy to convert, a winner that's a cert,  
Your car will run better on gas.

It cuts down pollution, NGV's the solution,  
Your car will run smoother and cool,  
For easier starts, and reduced wear on parts,  
And you'll pay much less money for fuel.

It's safe and approved, it's been tested and proved,  
NGV is the answer by far,  
A real gas of a way, and you'll save every day,  
Just as soon as you convert your car!

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### **Possible Logos:**

