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GREAT LAKES GREAT RIVERS
The 2015 High Horsepower (HHP) Summit drew more than 1,000 executives across the marine, rail, drilling, pressure pumping mining, and remote power generation sectors to discuss the natural gas technologies driving the future of HHP fueling. The three-day conference and exhibition—set in Dallas, Texas, the heart of the North American energy economy—provided the ideal setting for HHP stakeholders to gather and hear about the incredible progress we have seen in the market this past year, despite the dip in oil prices.

With a focus on peer-to-peer learning, the conference agenda provided attendees with insight into dozens of natural gas engine deployments from around the globe and spanning every HHP sector, including: TOTE, BNSF Railway, AEP River Operations, Devon Energy, Crowley Maritime, Harvey Gulf, Hess, Nor Lines, Yukon Energy, Stabilis Energy, and many others. The message was clear—organizations are switching to natural gas to mitigate fuel price volatility, provide their organizations with a long-term competitive advantage as they purchase assets with 10- to 40-year lifespans, and to improve the environmental performance of their operations.

The packed expo show floor hosted several industry announcements and product debuts, from the new GE Waukesha VGF Gas Engine to the Applied Cryo Technologies IMO LNG container for TOTE, among others. With a packed hall floor, attendees had hands-on access to the industry’s largest display of natural gas engines, tanks, and technology, and gained a valuable opportunity to talk to both technical and sales representatives about their operation’s individual procurement needs.

Mark your calendars to join us for HHP Summit 2016, scheduled for October 11-13 at the McCormick Center in Chicago, Illinois.

**HHP Summit 2015 Agenda Recap**

**TUESDAY, OCTOBER 27**
- 11:00 a.m. | OFF-SITE TOUR
  Applied LNG Midlothian Plant Ribbon Cutting and Technical Tour
- 3:00 p.m. | TECHNICAL WORKSHOP
  A Closer Look at Methane from Production to Point of Use
- 3:00 p.m. | TECHNICAL WORKSHOP
  Leveraging Existing LNG Assets to Grow the Market
- 3:00 p.m. | TECHNICAL WORKSHOP
  Critical Path Issues for the North American LNG Marine Market

**WEDNESDAY, OCTOBER 28**
- 9:00 a.m. | GENERAL SESSION
  Summit Welcome
- 9:10 a.m. | GENERAL SESSION
  Executive Roundtable: The Voice of the Customer
- 10:20 a.m.
  Networking Break
- 10:30 a.m. | GENERAL SESSION
  Executive Roundtable: Building for the Long Haul
- 11:30 a.m. | GENERAL SESSION
  Keynote Address
- 12:00 noon
  Expo Hall Grand Opening & Luncheon
- 3:00 p.m. | TECHNICAL SESSION 1.1
  The North American LNG Marine Market has Launched
- 3:00 p.m. | TECHNICAL SESSION 1.2
  Natural Gas for Remote Power Generation: A Global Phenomenon
- 3:00 p.m. | TECHNICAL SESSION 1.3
  Updates and Progress in the North American Natural Gas Rail Market
- 3:00 p.m. | TECHNICAL SESSION 1.4
  Staying Profitable by Reducing E&P Operating Costs in a Tight Market
- 4:10 p.m.
  Reception in the Expo Hall

**THURSDAY, OCTOBER 29**
- 8:00 a.m.
  Continental Breakfast in the Expo Hall
- 9:00 a.m. | GENERAL SESSION
  Opening Remarks and Executive Roundtable: Building Regional Customer Density and Market Diversification
- 10:20 a.m.
  Networking Break
- 10:45 a.m. | TECHNICAL SESSION 2.1
  Lessons Learned from the International LNG Marine Market
- 10:45 a.m. | TECHNICAL SESSION 2.2
  Logistics and Management of Innovative Natural Gas Supply Solutions
- 10:45 a.m. | TECHNICAL SESSION 2.3
  Mining for Savings: Increased Use of Natural Gas in Mining Operations
- 12:15 p.m.
  Networking in the Expo Hall
- 2:30 p.m. | TECHNICAL SESSION 3.1
  An Update on LNG Marine Bunkering
- 2:30 p.m. | TECHNICAL SESSION 3.2
  Natural Gas for Burner Tips, Utilities, and Off-Pipeline Industrial Applications
- 2:30 p.m. | TECHNICAL SESSION 3.3
  Key Considerations for Future E&P Market Growth
- 2:30 p.m. | TECHNICAL SESSION 3.4
  Moving Natural Gas Rail Down the Tracks
- 3:00 p.m.
  Expo Hall Closes
- 4:00 p.m.
  Summit Ends
Throughout the three-day conference, executives across every high horsepower sector have reaffirmed their commitment to natural gas, regardless of the current economic climate and dip in oil prices. Keynote speaker Peter Keller, executive vice president of TOTE, said it best: “There is no other source of fuel that is as environmentally friendly, and as safe, as natural gas. Low, stable prices are an added benefit.” Keller shared TOTE’s story of building and launching the world’s first natural gas-powered container ship. The switch from bunker fuel to natural gas has shown significant emission reductions, including 97% in SOx, 98% in particulate matter, 60% in NOx, and 72% in CO2. TOTE will continue to expand its natural gas fleet, called the Martin-class, over the next few years.
Executive Roundtables

Industry leaders from various HHP sectors convened on the main stage for panel discussions on various natural gas issues, including how to develop and deploy successful projects, the business and environmental case for transitioning away from diesel, and strategies for building greater customer density. Although the panels varied from customers to fuel and technology providers, one message was clear: partnerships and cross-sector collaboration are necessary for the continued growth and success of the natural gas industry.

Roundtable: The Voice of the Customer

The general session programming kicked-off with a panel of customers in various stages of evaluating/deploying natural gas power as a means to reduce fuel costs and the environmental impacts of their operations. Senior leadership from AEP River Operations, BNSF Railway, and Shell came together to explore the key considerations necessary to develop a successful natural gas project, while ensuring the sustainability of their operations. Despite the upfront investment of these projects, the panelists agreed that the long-term lifespan of their assets will yield significant cost savings and big environmental benefits for their respective companies.

Roundtable: Building for the Long Haul

High horsepower projects—particularly those incorporating the use of natural gas as a transportation fuel—are long-term investments, requiring years of foresight and planning for implementation. Pivotal LNG, Chart, GE, and Crowley all realize that the price of petroleum today is irrelevant. In discussing how their companies are strategizing for the “long haul,” the panelists all agreed that the current cost spread has stimulated the natural gas industry to be creative and come up with better and smarter solutions to stay competitive, such as collaborating with other organizations that have mutual goals. As Roger George, VP of Global Compression Sales at GE, said, “When there is pressure, you get creative!”

Roundtable: Building Regional Customer Density and Market Diversification

All across the US, we have seen a dramatic increase in the development of LNG production facilities dedicated to the HHP market. The panel—including Applied LNG, Ferus, Stabilis Energy, and Shell—discussed critical strategies for leveraging their initial infrastructure investments to build greater customer density in a given market. Panelists agreed that building a diverse customer portfolio in their targeted geographic regions was a better strategy for mitigating risk and growing infrastructure than relying on a single large customer or dominant market segment.
The Reach of HHP Summit 2015

HHP Summit 2015 drew 1000+ attendees from marine, rail, mining, power generation and E&P operations.

SAMPLING OF COMPANIES REPRESENTED:

SAMPLING OF TITLES OF REGISTERED ATTENDEES:

Assistant Manager of Shipping
Assistant Operations Manager
Assistant Vice President Advanced Technology
Assistant Vice President Energy, Mechanical & PPC
Assistant Vice President, Operating Policy & Procedures
Assistant Director, Organization
Chief Executive Officer
Chief Financial Officer
Chief Mechanical Officer
Chief Operations Officer
CNG Advisor
Detachment Chief
Director Locomotive Shop Operations
Director of Fuels Origination and Strategic Development
Director of Operations
Director of Research
Director of Technology
Director, Strategic Sourcing
Director, Energy Procurement and Strategy
Director, Environmental and Regulatory Affairs
Director, LNG Business Development
Director, Operations Analytics
District Maintenance Manager
Drilling Engineer - Well Construction and Technology
Drilling Manager
Drilling Operations Coordinator
Engineer
Engineer II - Lab and Testing Services
Engineering Team Leader
Executive Vice President Alaska & LNG Operations
General Director, Strategic Studies
LNG Business Development Analyst
LNG Engineering Manager
Locomotive Planning Coordinator
Manager II, Mechanical Engineering
Manager LNG Technology
Manager Locomotive Engineering
Manager of Engineering
Manager, LNG/CNG Development
Manager, Marketing Research & Analysis
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Project Director/EUI Group
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Senior Locomotive Project Manager
Senior Manager, Maintenance, Global Operations
Senior Manager, Small Scale Development
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HHP Summit secured media partnerships and received coverage from a variety of news outlets, including:

- Bloomberg Business
- bunkerworld
- CEO WORLD Magazine
- CNBC
- COMPRRESSOR

- Daily Herald
- Digi Progress International
- Diesel & Gas Turbine Worldwide
- PROGRESS

- EIN NEWS
- Energy Intelligence
- Fleets & Fuels
- F MN
- Fuel Marketing News
- GuruFocus

- HHP Insight
- Maritime Executive
- Marketplace
- Miratech
- MSN Money

- OEM Off-Highway
- Penn Energy
- Power Engineering
- Professional Mariner
- Texas Environmental News

- Virtual Strategy Magazine
- Wall Street Select
- Yahoo News
“I found that the static display of equipment in the expo hall highlighted good cross sections of interest in the natural gas industry.”
Multiple product debuts took place on the expo hall floor, paired with industry news shared throughout the week during conference sessions, solidifying HHP Summit as THE show to attend to stay up-to-date on natural gas industry advancements.

**Product Debuts & Announcements**

GE launches new *Waukesha VGF* gas engine with advanced controls, giving operators greater flexibility for mobile and stationary applications.

Parker Hannifin introduced a gas flow and pressure control valve for natural gas engines. The new *AGV100* allows for precise control of gas to improve performance and emission control.

“My #1 takeaway was learning about the various advancements in technology and delivery systems in the expo hall.”

—North American Coal
Caterpillar shared the company’s commitment to delivering leading natural gas engines, including their in-development dual-fuel engine for large mine haul trucks.

ELM Energy announced a new line of trailers for hauling CNG, emphasizing a compact design and showing a 12-foot MaxM—for maximum methane—unit that can hold 806 diesel gallon equivalents of CNG.

Applied Cryo Technologies, in cooperation with Dragon Products, unveiled one of 25 IMO tanks that will transport LNG between Georgia and Jacksonville for TOTE’s Sea Star Line.

Applied LNG hosted a ribbon cutting and grand opening ceremony for their new Dallas-Midlothian LNG plant that will serve the high horsepower industry with six liquefiers and a production capacity of 180 million gallons per year.

“Great conference that allowed us to get together as an industry and confirm our confidence in natural gas as the fuel of the near future. The confidence and knowledge of the experts was wonderful to hear.”

– BNSF Railway
HHP Summit is organized by Gladstein, Neandross & Associates (GNA), a leading US-based consulting firm specializing in market development for alternative fuels, vehicles, and equipment. For more than 20 years, GNA has been actively involved in the development of the markets we serve via both its consulting practice and its conference production experience. GNA has produced many of the nation’s leading clean and advanced technology events that have brought together tens of thousands of attendees. Prior events include the national Faster Freight – Cleaner Air conference series, the Alternative Clean Transportation (ACT) Expo, the Low Carbon Fuels Expo, the National Biomethane Summit, the Rethink Methane Summit, the NGV Fleet Summit, and more. GNA has teamed up with leaders throughout the North American natural gas industry to create and produce this summit as a forum for discussions on this critical topic. www.gladstein.org