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# Stakeholder Engagement on Performance Standards and Benchmarking

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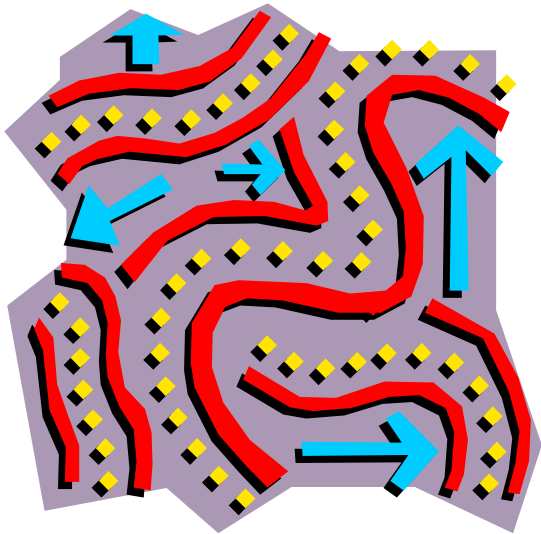
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- ✓ Municipal fleet managers in Ontario have sought EC guidance on improving their environmental performance
- ✓ As a first step, EC has solicited stakeholder participation of fleet management & technology verification organizations, as well as environmental regulators

## Objective:



- ✓ Municipalities and other organizations operate fleets of automobiles, trucks and motorized equipment and consume large volumes of fuel, including diesel and gasoline
- ✓ Fleet managers wish to reduce fleet emissions of criteria air contaminants (ground level ozone and smog precursors) and fuel consumption

## Challenges:



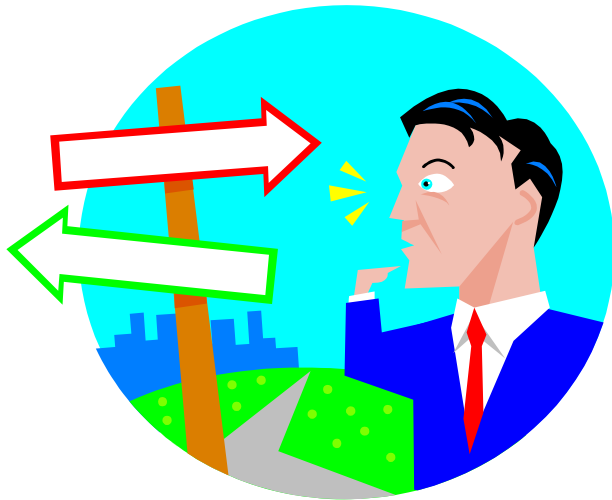
- ✓ The market offers numerous fuel additives and devices that claim to reduce emissions and fuel use
- ✓ Some are products of R&D by original equipment manufacturers (OEMs) including recognized automobile, truck and equipment makers
- ✓ Other "technologies" are inventions of small and medium enterprises (SMEs) offered directly to consumer markets, typically fleets

## Challenges:



- ✓ An issue for fleet managers is understanding the true value of "after market" technologies
- ✓ Questions arise as to the actual performance & reliability of the technology/product in fleet context
- ✓ Fleet Managers require more than testimonials to make informed decisions

## Key Question:



- ✓ How can stakeholders be engaged to ensure that the criteria used for performance verification are meaningful?

## Defining Performance Standards

- ✓ Through stakeholder engagement, effective performance standards are developed for the use of verified Environmentally Sound Technologies (ESTs) in municipal fleets
- ✓ This results in a more relevant verification process which is reflective of market realities for fleet managers



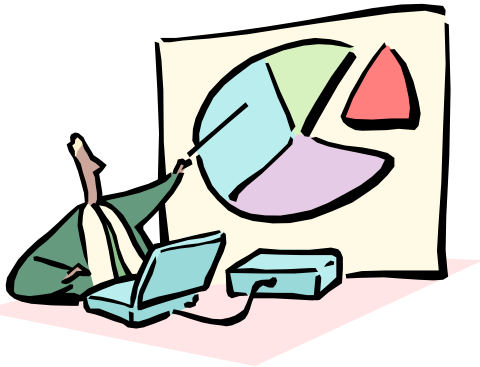
## Progress:

- ✓ Following implementation of performance standards:
  - Performance expectations more clearly defined
  - Technology verification more responsive to market needs
  - Overall, fleet managers and technology proponents better positioned to understand market realities



## Next Steps:

- ✓ Implementation of performance benchmarking to include other aspects relevant to fleet managers:
  - Cost-benefit analysis of ESTs showing all operational and performance considerations
  - Encompass typical duty cycle variations to account for non-homogeneity of fleets



## Path Forward:

- ✓ Through a stakeholder process, augment & harmonize environmental testing, performance verification and standardization
- ✓ Work with standardization bodies to address the performance-related aspects of environmentally-sound technologies (ESTs)
- ✓ Work with key agencies to promote ESTs by establishing green procurement guidelines and performance benchmarks
- ✓ Government should share risk with fleets on new technology to spur innovation



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## Path Forward:

- ✓ Provide fleet managers with access to information on ESTs through targeted networking events, workshops, training and education
- ✓ Augment existing directories and databases on public procurement and environmentally sound technologies
- ✓ Support improved coordination and cooperation based on transparent and reliable information and reporting
- ✓ Contribute to the exchange of practical information



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