

Baseline™ provides mobile natural gas generators to reduce fuel cost and emissions for a civil contractor in San Antonio, TX

BACKGROUND

Baseline's™ sales team's close relationship with a potential customer enabled the company to secure a project in the commercial and industrial power rental segment. This niche represented an entirely new industry for the application of Baseline's large fleet of mobile natural gas generators. Through an existing relationship, Baseline was able to submit a winning bid. The company followed that "win" by delivering exceptional project execution to the civil construction contractor who had a long-term agreement with the city of San Antonio to provide water and sewer excavation services. The customer selected Baseline to provide power for its sensitive excavation equipment used for a large civil water line construction program, with a project duration of 6+ months.

THE CHALLENGE

This project was unique because there was no gas well or pipeline to deliver the natural gas needed to continuously power the generators, posing a new challenge for Baseline's project and field management teams. Baseline completed due diligence on propane, compressed natural gas, and liquified natural gas as fuel options, all of which can be used as fuel for Baseline's generators, given the dynamic fuel systems of the PSI natural gas engines. Due to its favorable contract structure and lower cost, Baseline decided LNG would be the best solution for the project, contributing the most economic value and reliability, along with a smaller emissions footprint.

THE COMPETITION

Going into the project, Baseline management knew they would have to come up with a creative solution to beat the long-time incumbent for projects of this nature – diesel generators. Due to the lack of a gas pipeline, diesel was an "easy" choice for the customer, as they had long used



Baseline™ 3 x 175 kW natural gas generators (525 kW total available power).

diesel generators on many other projects. However, Baseline's bid and solution was more cost efficient than using diesel generators by approximately 20%, and the LNG's emissions profile was 40% less than that of diesel – a true win-win solution.



Liquefied Natural Gas (LNG) fueling trailer with ~5,000 LNG gallons of fuel + liquid vaporizer to convert gas to liquid.

BASELINE'S™ SOLUTION

Baseline's equipment solution consisted of 3 x 175 kW mobile natural gas generators, for a total available power of 525 kW. Baseline subcontracted the fueling of the generators to a virtual natural gas fuel delivery company, selecting LNG as the fuel to power the mobile generators



The water line construction required a pit 100-ft in diameter, and 75-ft deep. The electrically-powered excavation machine is positioned inside the tunnel pictured at the bottom of the photograph.

for the project. Both the incumbent and the other "competitor" that Baseline had to beat out for this project offered only diesel-powered generators. Baseline's mobile natural gas generator and LNG fueling solution saved the customer ~\$10,000 per month in rental and fuel expenses, or over \$60,000 over the 6-month project, while also materially reducing emissions. In addition, the competitors offered to deliver one large 500-kW generator. At the same time, Baseline's solution included a combination of three (3) smaller generators, which offered the customer redundancy (N+1) in the event that one generator unexpectedly lost power.

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