

Go Natural CNG to open in Tulsa

by D. Ray Tuttle

Published: October 18th, 2011



The building at 4116 S. 88th East Ave. in Tulsa will be the 7,000-square-foot home of Go Natural CNG. The company plans to open shop Tuesday. (Rip Stell)

TULSA – A Utah-based energy company will open a 7,000-square-foot sales and installation space in Tulsa on Oct. 25.

Go Natural CNG and its partner, AutoSource Motors, will share the building at 4116 S. 88th East Ave. Go Natural CNG will focus on turnkey solutions for fleets, said Lucas Kjar, CEO of Go Natural CNG, while AutoSource Motors will convert cars, trucks and vans to natural-gas-powered vehicles.

Research showed Go Natural that Oklahoma was an ideal location to expand its CNG vehicle conversion business, Kjar said.

“We picked Tulsa because Oklahoma is a budding market,” he said. “Tulsa officials have been supportive.”

Kjar said the state’s incentives for CNG are among the highest in the nation.

Another reason Go Natural came to Tulsa is a contract with the city of Owasso to convert more than 40 vehicles. AutoSource Motors will begin work on the \$1.45 million conversion following the grand opening on Oct. 25. The money is from a U.S. Department of Energy stimulus grant.

“It is always good when municipalities move to convert their vehicles,” Kjar said.

Larry White, director of support services for the city of Owasso, agreed.

“We are doing this for the environment – (to) help our fuel economy and shrink our carbon footprint,” White said.

Tulsa-based Blue Energy Fuels LLC will build a fueling station for Owasso, said Court Newkirk, Blue Fuels general manager. An early estimate calculated by Blue Energy Fuels is that Owasso will save between \$124,000 and \$150,000 per year in fuel costs, Newkirk said.

At just 78 cents per gallon of gasoline equivalent, the price of CNG is affordable, Kjar said.

It is about \$2 per gasoline gallon cheaper to run a vehicle on CNG, compared to gasoline or diesel, Newkirk said.

The deal calls for the police department fleet, pickups and two trash haulers to be converted to CNG, White said. The conversion is expected to be completed by March 31.

The vehicles will use a downtown Owasso refueling station.

While Go Natural has the Owasso contract, the company wanted to be in Tulsa, Kjar said.

“Owasso is a great place, but we wanted to be centrally located,” he said.

Starting a conversion facility is a little like the chicken-and-the egg concept, Kjar said.

“Do you create the infrastructure first and hope for cars to convert to CNG? Or, do you convert the cars to CNG and wait for the infrastructure to catch up?” Kjar said.

Go Natural was founded in 2008 in Woods Cross, Utah.

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