

## Contractors Get a One-Stop Solution

By Tom Hogarty, Editor

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With the passage of a sweeping Air Resources Board off road diesel emissions rule in May 2007, contractors and other equipment owners are faced with a whole new world of regulatory compliance and diesel technology.

“It’s still confusing to me,” says EGCA Vice President Mike Shaw of Perry & Shaw, “and I’ve been involved in researching and understanding this for years. Frankly, most equipment owners are going to be overwhelmed with requirements and information. They need a service that answers their questions and solves their problems with one phone call.”

**One Stop Diesel Solutions** is the company that EGCA Public Works Advocate Dan Fauchier has created, at the urging of many of EGCA’s contractors and even the Board of Directors in the EGCA Strategic Plan for 2006:

Provide new Air Quality Compliance services to EGCA contractors including: education, fleet evaluation, planning, monitoring, annual checkup, documentation and reporting. Develop and promote this new EGCA Air Quality Compliance program.

“We’re integrators,” says Fauchier, “My partner, Richard Bayer, and I have assembled in one company, with one phone call, strategic partners with the ability to deliver everything this rule mandates and all the various analysis and services an equipment owner will need. That’s why we call it One Stop

Diesel Solutions, Inc.” Fauchier told us recently.

“The first thing you need is fleet analysis, and we provide that through the top emissions consulting firm in California, Justice & Associates.” Dan describes Justice as the Starbucks of emissions science and analysis. “If you can benefit from one of the grant programs, like Carl Moyer, Justice knows how to write the proposal to give you the best shot at getting the money. And once you know what you need to do with your fleet, **One Stop Diesel Solutions** has strategic partnerships with the top technical and mechanical firms to provide the repower and retrofit solutions using field-proven products.”

“For example,” Fauchier says, “right now there are only a handful of CARB-verified VDECS solutions, those end-of-the-tailpipe devices to clean up the air. But as soon as the rule is passed every snake oil salesman in the world will flood in to California; believe me, I get the calls all the time. At One Stop we take the guesswork out of the game. Our strategic partners are doing the testing and assessment and have the track record and proven reputation equipment owners can rely on: companies like RECAT and QUALCOMM, who for years have provided products and services to many of our customers and who already have their trust.”

Fauchier speaks with enthusiasm when he describes his new company. Those of us in EGCA have come to know that

enthusiastic voice Dan brings to any issue and we have listened to him reporting on industry's fight over this emissions rule for the past year and a half. Now that the rule is here, Dan has the credibility and knowledge to help contractors sort through the confusing maze of rules, companies and solutions and to chart a clear, prudent business course to avoid the horrendous fines just over the horizon.

"Large fleets are the first to have to comply," Fauchier explains, "but the rule requires that everyone – regardless of size – has to register their off road equipment in 2009 and everyone needs a fleet evaluation and compliance path analysis now, not later. Companies have some great opportunities to act wisely, early, and get extra credit for making smart choices now, early. Working with our strategic partners, **One Stop Diesel Solutions** lays out the best choices and helps our clients plan now to survive and prosper tomorrow."

"And don't forget PERP," Dan warns, "the current Portable Equipment rule has been in effect for over a year and there are still people who are out of compliance and subject to tens of thousands of dollars in fines. Daily. I'm currently walking variance applications through APCD for my clients and registrations through CARB and we're helping portable equipment owners choose the safest, cheapest path to compliance for all their equipment."

Bob Turner, owner of Bob's Crane Service, Inc., says, "Dan offers a great service. I've got a company to run and I don't know all these rules. I made one phone call. Dan came to my office and helped us with the paperwork for the

local APCD and for the State. He's walking it through for us. It's a great service."

Full service, one-stop solutions is what Dan Fauchier's new company offers and the equipment owners we talked to while researching this article appreciate the simplicity and quality this new company offers. Learn more at [www.1stopdiesel.com](http://www.1stopdiesel.com) and 1-866-NOX-FIXED (1-866-669-3493) or 858-454-4001.