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Department of Defense Expresses Interest in Orion 5000-EL

Detroit, MI

Diesel fuel is a big cost issue for the US military. Even before diesel fuel prices began approaching \$4 a gallon, the U.S. military was very interested in saving money on fuel expenditures. The Defense Energy Support Center estimates that the US military spends roughly \$16 billion annually on fuel. No wonder energy conservation is on the Pentagon's agenda.

Armored vehicles have very low fuel efficiency. Troop transport vehicles have very low fuel efficiency. Support vehicles to build infrastructure, roads, and bridges have very low fuel efficiency.

With crude oil prices are topping \$100 per barrel, every \$1 rise in the price of a barrel of petroleum sustained over a year increases DoD's fuel costs by \$130 million, according to a Pentagon spokeswoman. With rising fuel costs straining the military budget, the US military's research and engineering director John Young reportedly commissioned a task force on energy efficiency, renewable fuels, additives and lubricants.

Fred Falting of Orion Industrial, LLC met with Dr. Ashton B. Carter, under secretary of Defense for acquisition, technology and logistics this March in Detroit to discuss the merits of Orion 5000-EL (increased fuel efficiency and cost savings) and determine appropriate next steps for testing and procurement. [See the photo and the related story.](#)

Mr. Falting reports that Dr. Carter was very interested in Orion 5000-EL and provided specific DoD contact information to ensure the product would be properly evaluated and considered for use by the department.

So, what would you call an organization that budgeted \$16 billion on fuel when it was just \$3 a gallon? Seriously motivated to increase fuel efficiency to save money.

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<http://detnews.com/article/20110326/BIZ/103260332>

Michigan small businesses may get boost from Department of Defense

Michigan firms may have chance to work with government - *MELISSA BURDEN The Detroit News*

Detroit — The Department of Defense wants to increase spending with small businesses and is boosting requirements in contracts to get there, federal officials told nearly 600 people gathered here Friday for a procurement summit.

Each year, the Department of Defense spends \$150 billion to \$200 billion on goods and services with small businesses, Ashton B. Carter, under secretary of defense for acquisition, technology and logistics, said during a break at the Detroit Small Business Defense Procurement Summit.



Fred Falting, left, discusses his Okemos firm that makes fuel additives with Ashton B. Carter, under secretary of Defense for acquisition, technology and logistics. The government plans to increase business spending. (John T. Greilick / The Detroit News)

The event at Cobo Center was the first of several national summits planned to reach small businesses interested in doing business with the government.

The Defense Department wants to boost its small business spending this year from 21.9 percent to 23 percent, which means another \$4 billion for small businesses, said Michael Blake, associate director for the White House Office of Public Engagement.

Carter said the federal government sees increasing small business opportunities in areas such as professional services.

"We've got hundreds of companies in Michigan that do defense work," said U.S. Sen. Carl Levin, D-Mich.. "We want to continue to increase that number and make sure they know about opportunities in the defense area. It's a growing part of Michigan's economy."

The event was part of the Pentagon's Better Buying Power initiative that aims to save taxpayer dollars at a time when Obama administration officials and Congress are scrutinizing the defense budget.

The government, for example, now will reward prime contractors who engage small businesses — including considering that practice in awarding a job and in how much they will get paid for a job, Carter said.

"Small business is a necessary ingredient of getting a better deal for the defense dollar for two reasons," Carter said. "One is you tap into the talent and energy and vitality of small business. We need that in the defense industry to renew the defense industry, make it fresher and make it more up to date. And secondly, you get more competition from small businesses."

The meeting was held in Detroit partly because of the area's ties to the defense industry, including the U.S. Army TACOM Life Cycle Management Command and its research arm TARDEC (Tank Automotive Research, Development and Engineering Center) being housed nearby in Macomb County.

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