AUTOGAS ANSWERS
Your Fleet Fueling Needs
Greg Zilberfarb
2017 Propane Sales

- 68% Aftermarket
- 32% OEM
NEW PROPANE SALES 2017

- Light Duty: 62%
- Medium & Heavy Duty: 38%
Everyday, propane buses transport almost 1 million students across the U.S.

Approximately 15,600 propane school buses are on the route daily. Safely transporting approximately 1,000,000 students/day.

In the fleets of approximately 848 school districts, private schools and bus contractors.

Based on IHS-Polk data for new vehicle registrations and Vehicles in Operation registrations through March 2-18. There are no registered Type D propane school buses from January 2012 through March 2018 in Polk’s new vehicle registration database. Additional buses based on manufacturer information and other publicly available information, which includes buses ordered and/or delivered but not yet registered and buses sold before 2012 which did not include propane fuel type in their Vehicle Identification Number (VIN) and sales data from other public sources. Ridership based on approximately 62 students per Type C bus and 14 students per Type A bus. Double routing and use for extracurricular activities can increase ridership.
• Complete lifecycle analysis.
• 3 F’s: Fuel, Filters, and Fluids.
• Maintenance and repairs.
• Labor and wages.
• Fuel handling and storage.
• Garages and facilities.
• Refueling infrastructure.
Non-toxic and a non-contaminant of air, soil, and water resources.
Light-Duty Trucks

*Assumed annual mileage: 11,400. Fuel economies based on 2016 AFLEET data.
Medium-Duty Trucks

*Assumed annual mileage: 20,000. Fuel economy based on propane industry data.
EMISSIONS REDUCTION

96% NOx REDUCTION
VERSUS CLEAN DIESEL BUS
Duty cycle: Low speed, stop-and-go route

Source: 2018 West Virginia University study, comparing 2015 LPG Blue Bird school bus (6.8L, 10 Cylinder) with 2014 ultra-low sulfur diesel Blue Bird school bus (6.7L, 6 cylinder).

PROPANE VS DIESEL

PROPANE.COM
Very Costly CEL
Whether you have 10 fleet vehicles or 100, propane autogas has a refueling infrastructure option to fit your needs.

Whichever setup you choose, you’re sure to save money on total cost-of-ownership and keep your fleet efficient.

Call your infrastructure provider for more information about any of these options, and your local propane retailer for information regarding fuel.
“Propane gives us the ability to buy a vehicle that performs almost exactly like all of our [conventionally fueled] technologies. It’s almost seamless for us.”

Bill Spraul
Chief Operating Officer
San Diego Metropolitan Transit System
Reduce Maintenance Costs

No ethanol issues.

Longer shelf life.

Reduced damage to equipment due to tainted fuel.

Remove opportunities for accidental fuel-mixing.
Be Green, Save Green

Reduced labor costs

Reduced emissions

Reduced operating costs

- Reduced emissions:
  - SO\textsubscript{x} 16\% less vs. gasoline
  - NO\textsubscript{x} 19\% less vs. gasoline
  - GHG 17\% less vs. gasoline
Work When Other Contractors are Restricted

Ozone Action Days affect contractors’ work in 35 states.

Propane equipment is exempt from Ozone Action Days.
Who’s Buying Propane?

• 40% of the contractors on Lawn & Landscape’s Top 100 list current use propane in their mower fleets.
  • Companies range from $15M to $2B in annual revenue.
  • Regional and national footprints.

• Notable propane fleets on that Top 100 list.
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