



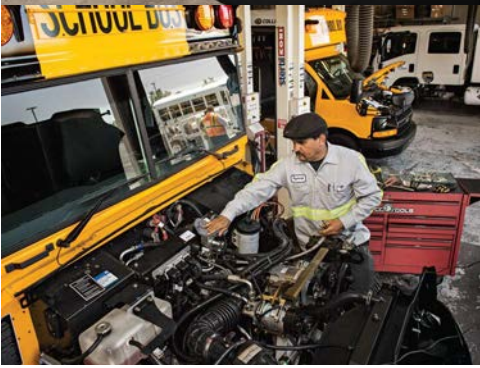
# AUTOGAS ANSWERS

Your Fleet Fueling Needs

*Greg Zilberfarb*

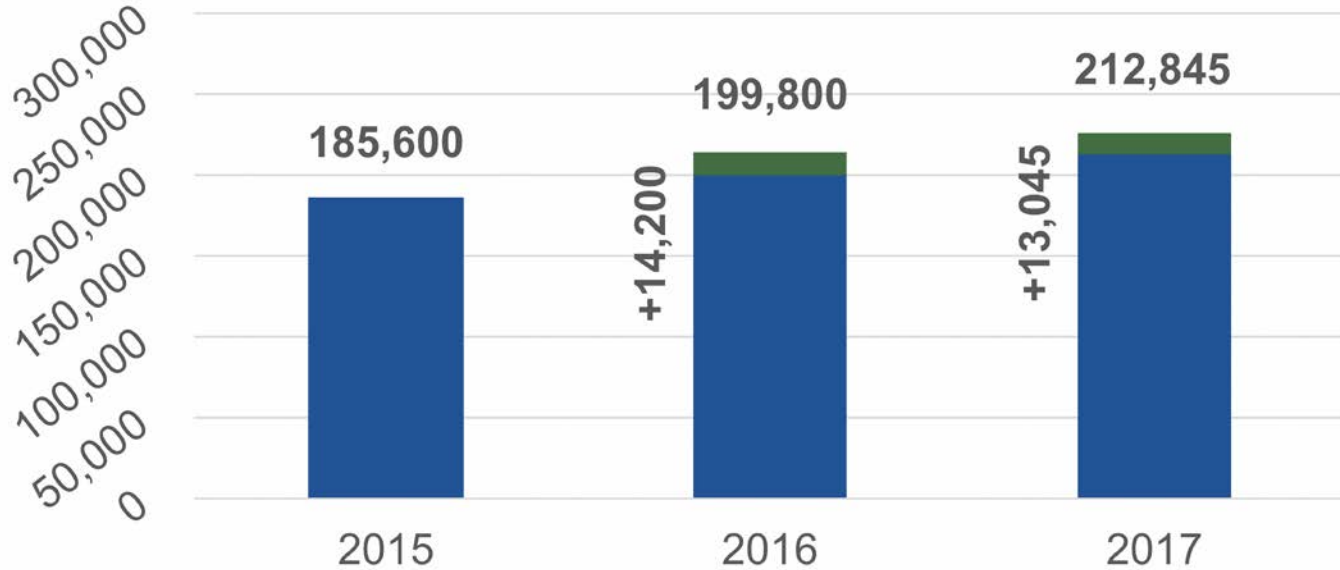




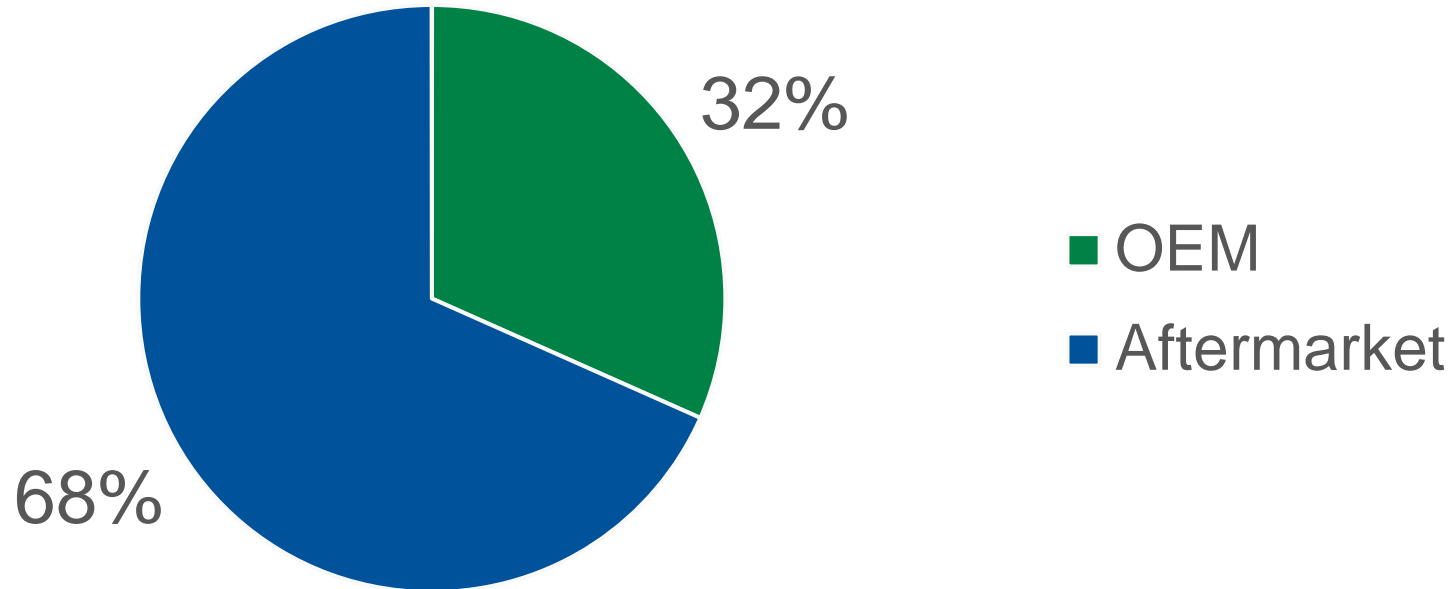




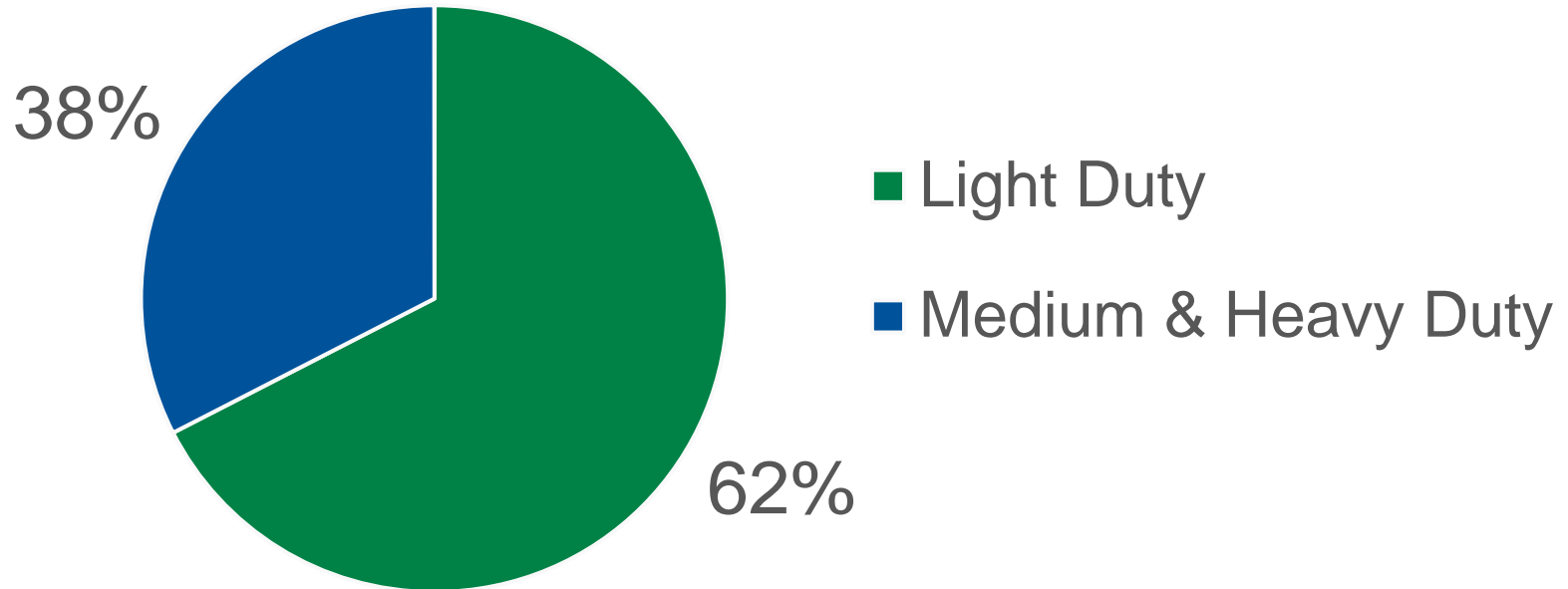
# PROPANE AUTOGAS VEHICLE SALES



# 2017 PROPANE SALES



# NEW PROPANE SALES 2017



# SNAPSHOT OF PROPANE AUTOGAS SCHOOL BUS MARKET

//////// TOTAL NUMBER OF //////////  
SCHOOL BUSES IN OPERATION  
THROUGH 2017

**14,744**

# SNAPSHOT OF PROPANE AUTOGAS SCHOOL BUS MARKET

**10** STATES WITH  
  
**500+ BUSES**

**900,000**  
STUDENTS TRANSPORTED  
//////// **DAILY** ///

**830** DISTRICTS &  
CONTRACTORS  
////////////////////  
OPERATE PROPANE AUTOGAS BUSES



# THE LOWEST TOTAL COST-OF-OWNERSHIP

- 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.

# EMISSIONS REDUCTION

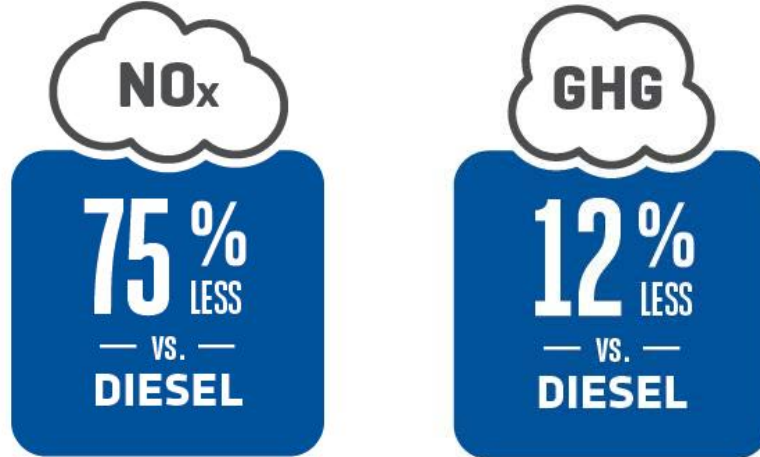
## Light-Duty Trucks



\*Assumed annual mileage: 11,400. Fuel economies based on 2016 AFLEET data.

# EMISSIONS REDUCTION

## Medium-Duty Trucks



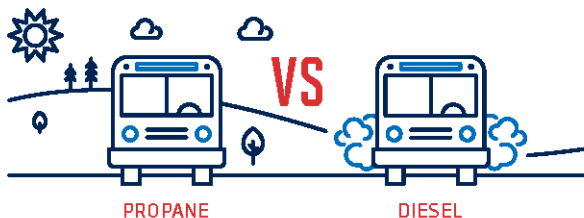
\*Assumed annual mileage: 20,000. Fuel economy based on propane industry data.

# EMISSIONS REDUCTION

96%

NO<sub>x</sub> 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.COM



PROPANE EDUCATION & RESEARCH COUNCIL





# NAVIGATE YOUR REFUELING OPTIONS

- 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  
AUTOGAS**  
CLEAN AMERICAN ENERGY









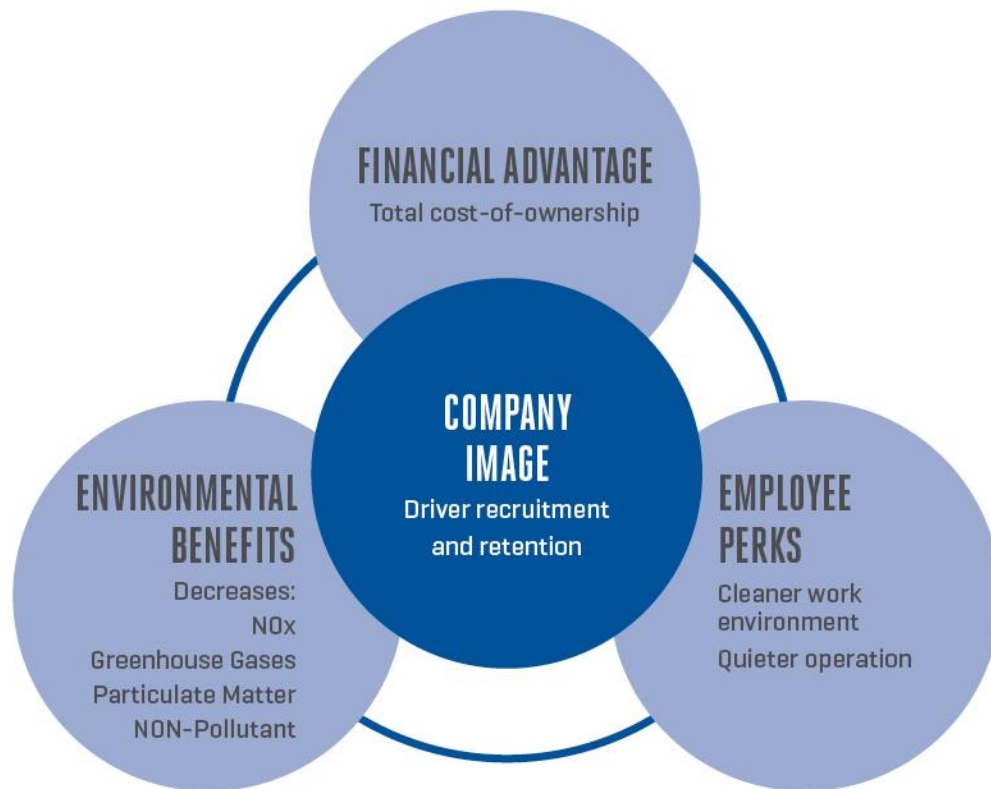
# CUSTOMER TESTIMONIAL

“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*



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