AUTOGAS ANSWERS

Your Fleet Fueling Needs

Greg Zilberfarb
PROPANE AUTOGAS VEHICLE SALES

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
<th>Change</th>
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<tbody>
<tr>
<td>2015</td>
<td>185,600</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>199,800</td>
<td>+14,200</td>
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<tr>
<td>2017</td>
<td>212,845</td>
<td>+13,045</td>
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PROPLANE EDUCATION & RESEARCH COUNCIL
2017 PROPAKE SALES

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

38%

- Light Duty
- Medium & Heavy Duty

62%
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
• 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.
Emissions Reduction

Medium-Duty Trucks

*Assumed annual mileage: 20,000. Fuel economy based on propane industry data.
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
COMPANY IMAGE
Driver recruitment and retention

FINANCIAL ADVANTAGE
Total cost-of-ownership

ENVIRONMENTAL BENEFITS
Decreases:
NOx
Greenhouse Gases
Particulate Matter
NON-Pollutant

EMPLOYEE PERKS
Cleaner work environment
Quieter operation
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