



Natural Gas Fleet Overview

Laredo NGV/NG for E&P Workshop

Experience Matters

Investing in NatGas since 2009

Deep Knowledge Base

- ▶ **500+** Natural Gas Tractors/Trucks
- ▶ **20+ Million** “Real World” Miles
- ▶ **11** NatGas Compliant Shops (**+5**)
- ▶ **Diesel/CNG/LNG** Fuel Portfolio

Customer Access to Fleet Innovation:

- ▶ CNG & LNG fueling infrastructure
- ▶ Safety and technical expertise
- ▶ Natural Gas engine and fuel tank technology
- ▶ Facility modifications required to maintain compliance to NFPA codes



“Providing leadership to promote the use of natural gas in heavy duty commercial fleets is **a strategic initiative for Ryder.**

Participation in this event underscores our commitment to bringing cost effective, environmentally sound commercial transportation solutions to market that help reduce both fleet costs and emissions.”

Robert Sanchez
CEO, Ryder System
“NGVs Take the Hill”
April 19, 2011
Washington DC



Leaders In Natural Gas



Ryder's NGVs Pass 20 Million Miles **FLEETS&FUELS** Business Intelligence for Clean Transportation Professionals

March 31, 2014 in *CNG, LNG, NGVs* by Rich Piellisch |

More than 500 Trucks Serving More than 40 Customer Operations



Bloomberg News

UPS Sees 40% Savings by Switching Long-Haul Fleet to Natural Gas

By Ehren Goossens July 25, 2013 [f Share](#) [Tweet](#) [in](#) [+](#) [Print](#) [Email](#)



Top Stocks

FedEx going green with cheaper natural gas

The CEO says 30% of the shipping company's long-distance trucks could make the switch within 10 years.

By Trefis Mar 14, 2013 2:40PM



P&G to Convert 20 Percent of Its For-Hire Truck Loads to Natural Gas

P&G Invests in Growth of Natural Gas Industry by Awarding Loads to Eight Natural Gas Transportation Carriers

Thursday, June 27, 2013 8:00 am EDT

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Why Natural Gas?

Environment



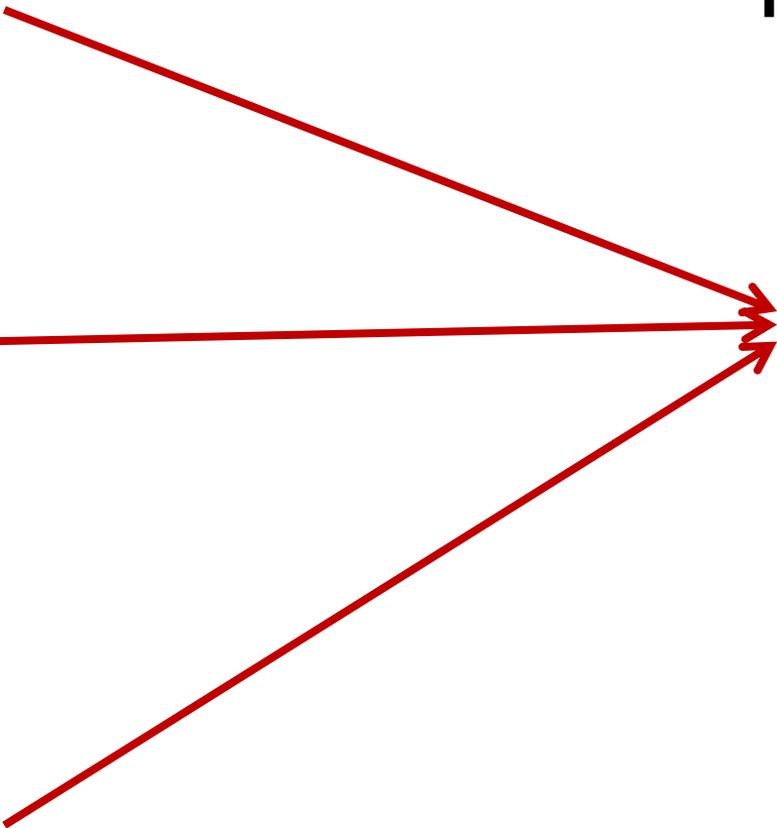
Abundant



Future



Fuel Cost Savings



Why Natural Gas?

- Reduce Fuel Costs
- Reduce Carbon Footprint
- Support Sustainability Initiatives
- Mitigate Diesel Price Volatility
- Meet *Your* Customer Requirements
- “1st Mover” Competitive Advantage



Business Case

- **Cheaper than Diesel**
- **US has 100+ Year Supply**
- **Not Subject To Global Influences**
- **Major Fleets and OEMs Have Committed**
- **State and Local Governments Incentives**
- **Natural Gas is Better for the Environment**
- **Fuel Costs Savings Offset Current Vehicle Premiums**



Natural Gas Considerations

- **Vehicles Cost More than Comparable Diesels**
- **Fuel Savings ROI Based on Mileage**
- **Fuel Infrastructure is Under Development**
- **Fuel Tank Technology is Evolving Rapidly**
- **Less Maintenance History and Service Availability**
- **Undetermined Residual Values**

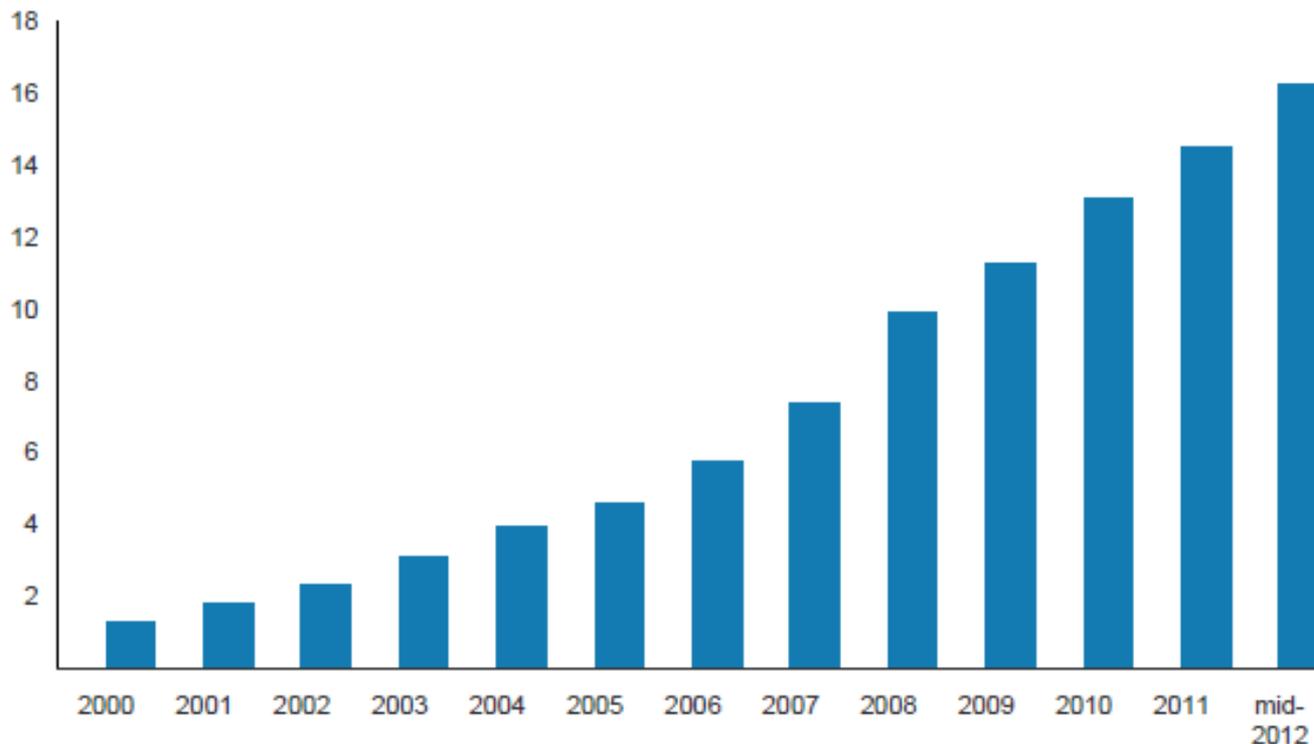


NatGas Vehicle Fleets Growing Rapidly

The Medium/Heavy Duty market is where NGV's are expected to show the greatest potential for market expansion

The NGV fleet has grown 15% p.a. since 2008

Number of natural gas vehicles - worldwide (millions)

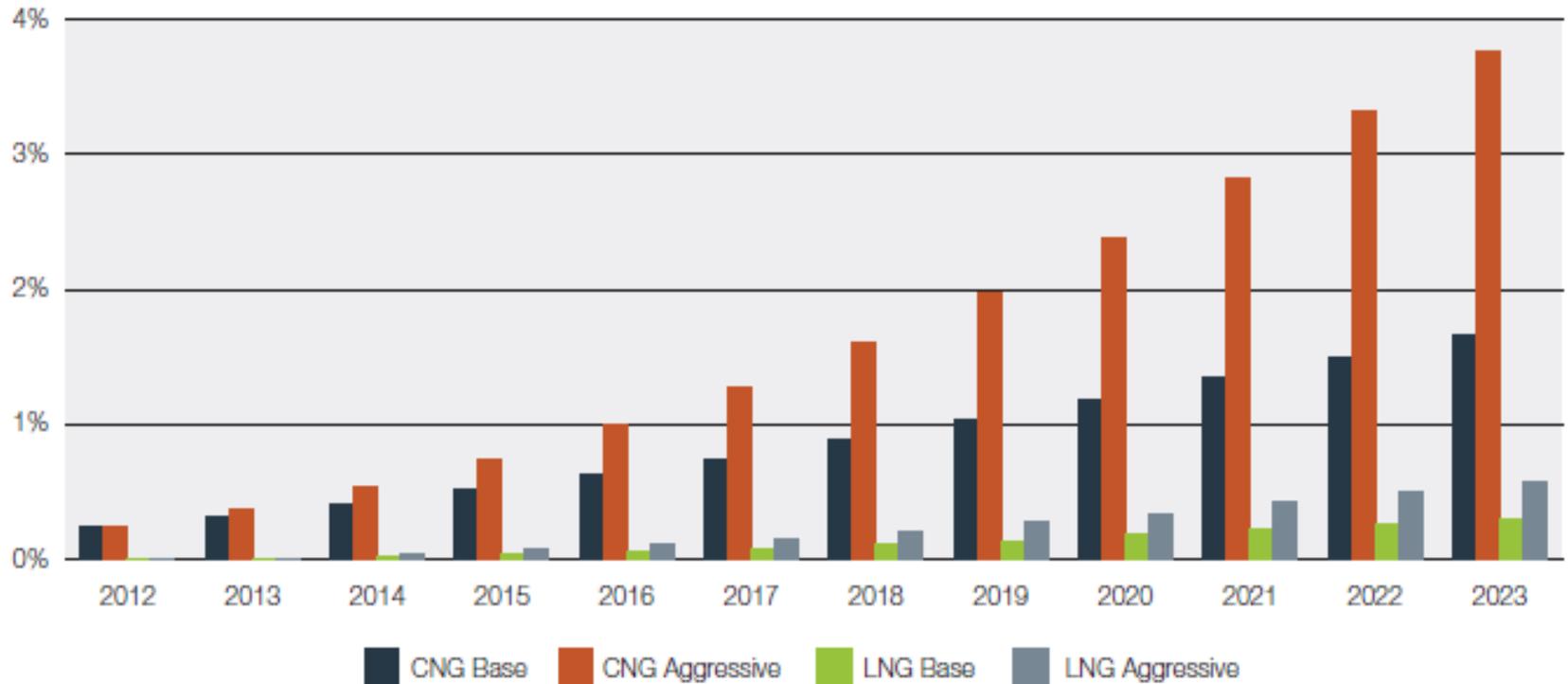


Source: NGVA Europe

Medium/Heavy Duty CNG Growth Projection

Natural Gas registrations are projected to accelerate

Natural Gas Share of M/HD Registrations



(Source: Navigant Research)

Fuel Cost Saving Calculator

						CNG	
		DIESEL	CNG	CNG			
		CURRENT VEHICLE	PROPOSED VEHICLE	VEHICLE INVESTMENT			
				INC. VS. DIESEL			
Annual Mileage		80,000	80,000	NVI SCH A		\$ 50,000	
Monthly Mileage		6,667	6,667	Term (# of Mo. X .75)		84	
Miles per Gallon		7.00	5.80	Increase/Month		\$ 595	
Fuel Cost per Gallon		\$3.95	\$2.00				
Fuel Cost Per Year		\$ 45,142.86					
DEF costs		1128.57					
Fuel Cost/Yr (w/ inc DEF costs)		\$ 46,271.43	\$ 27,586.21				
Fuel Cost Per Month		\$ 3,855.95	\$ 2,298.85	Fuel Savings		\$1,557.10	
Cost Savings Per Year			\$18,685.22	New Vehicle		\$ 595	
Cost Savings Per Month			\$1,557.10	Savings/Month		\$961.86	
Number of Tractors or Trucks			1	# of Vehicles		1	
Total Per Year			\$18,685.22	Total Savings/Year		\$11,542	

Equipment

ISL G



- CWI JV
- 8.9 Liter
- Spark Ignited
- 250-320 hp
- 660-1000 lb/ft

ISX12 G



- CWI JV
- 11.9 Liter
- Spark Ignited
- 320-400 hp
- 1150-1450 lb/ft



How Far Can You Go?

CNG			
Tank Size	Mounting	Weight (wet)	Range
45	Rail	900	202
90	Rail	1800	403
60	Back of Cab	1350	269
75	Back of Cab	2000	336
100	Back of Cab	2600	448
120	Back of Cab	3300	538

LNG			
Tank Size	Mounting	Weight (wet)	Range
120 x 2	Rail	1770	672
150 x 2	Rail	2150	840

140 DGE X 5.8 MPG X 0.75 = 610 Miles

Increase Driver Retention & Satisfaction

- Natural Gas is Patriotic
- Latest Technology
- Run Much Cleaner and Quieter
- Less “Wear & Tear” on Driver Bodies
- Feel Good About Environmental Benefits
- No DEF, DPF or Re-Gen
- Preferential Treatment at Certain Facilities



Natural Gas is the best transportation fuel. It's better than gasoline or diesel. It's cleaner, it's cheaper and its domestic. - T. Boone Pickens

Thank You

