

Alternative Fuel

2013



About UPS

- World's largest package delivery company and a global leader in supply chain services
- Headquartered in Atlanta, serves more than 220 countries and territories worldwide
- 397,100 employees worldwide
- 16.3 million packages per day
- 2012 Revenues: \$54.1 billion
- 100,069 vehicles
- World's 9th largest airline

Recent Recognition

- *FORTUNE* magazine – World's Most Admired Companies
- Ethisphere Institute – World's Most Ethical Companies
- Inbound Logistics – Top 100 Motor Freight Carriers
- Maplecroft – Climate Innovation Index
- Climate Counts – Top 10
- *Newsweek* magazine – Green Rankings
- Dow Jones Sustainability Index – S&P
- Carbon Disclosure Project Leadership Index
- EPA Climate Leadership Awards
- Corporate Responsibility Magazine - 100 Best Corporate Citizens

UPS: No Bias As To Alternative Fuels/Technologies

- UPS' "rolling laboratory" tests virtually all alternative fuels/technologies with more than 2,500 vehicles in operation worldwide.
- Natural gas – CNG and LNG
- Hydraulic hybrid
- Propane
- Electric hybrid
- Fuel cells
- Plug-in Electric – 15 electric vans in NYC in 1930's

The first UPS alternative fuel vehicles



1936 Electric Vehicle Fleet – Manhattan, NY



Mesquite, Texas



Alternate Fuels and Technology

Total Alternative Fuel Vehicles (U.S. & International): 2,595

Hybrid Electric:

- 380 Package Cars (US)
- 1 Package Car (International)

Electric:

- 102 Package Cars (US)
- 34 Package Cars (International)

Propane:

- 8 Shifters (US)
- 861 Vehicles (International)

Biomethane:

- 10 Tractors (International)

Compressed Natural Gas:

- 900 Vehicles (US)
- 93 Vehicles (International)

Liquid Natural Gas:

- 114 Tractors (US)

Ethanol:

- 46 Package Cars (International)

Hydraulic Hybrid:

- 41 Package Car (US)



Alternate Fuels and Technology

Total Alternative Fuel Vehicles (U.S. & International): 2,595

U.S. Alternative Fuel Fleet: 1,545

- Compressed Natural Gas Vehicles: 900
- Hybrid Electric Vehicles: 380
- Liquid Natural Gas Vehicles: 114
- Propane Vehicles: 8
- Electric Vehicles: 102
- Hydraulic Hybrid Vehicles: 41



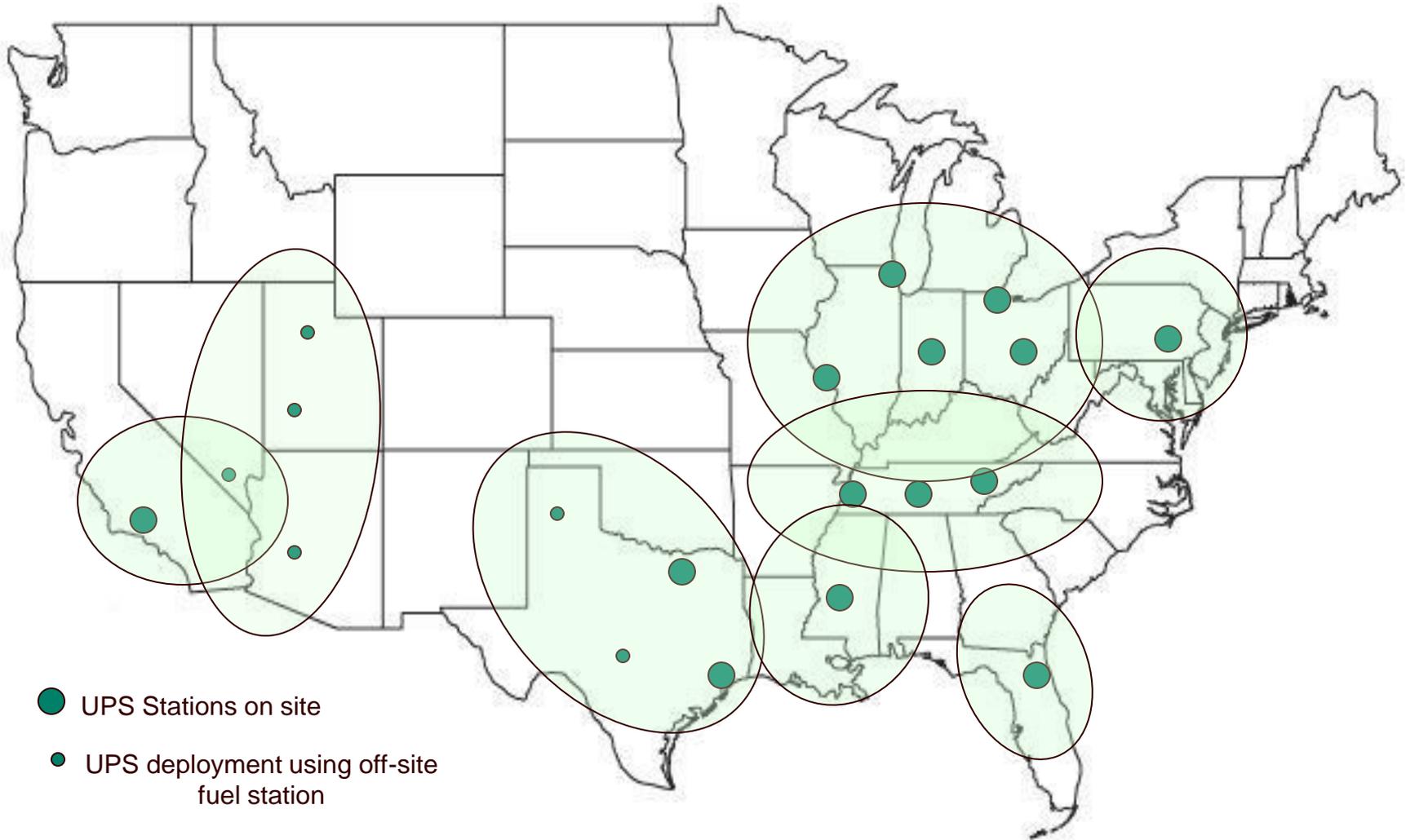
International Alternative Fuel Fleet: 1,050

- Compressed Natural Gas Vehicles: 93
- Hybrid Electric Vehicles: 6
- Propane Vehicles: 861
- Electric Vehicles: 34
- Ethanol Vehicles: 46
- Biomethane Vehicles: 10

Alternative Fuel / Technology Vehicles

- **The Global Alternative Fuel and Advanced Technology Vehicle Count will increase from 2744 to 4137 with the 2013/2014 approved orders (+51%)**
- 2013/2014 – Approved Deployment (includes Q4 2013)
- Propane Package Car Test (Domestic)
 - Test Deployment to evaluate vehicle performance
 - 20 Package Cars
 - 1 Domestic Site with UPS Propane Station (Gainesville, GA)
- CNG Tractor Test (Domestic)
 - Test Deployment to evaluate vehicle and operations performance
 - 45 CNG Tractors
 - 3 Cities with UPS CNG Stations
- LNG Tractor Deployment (Domestic)
 - 935 LNG Tractors (+113 Current)
 - 10 LNG Dual Fuel Conversions
 - 13 Cities with UPS LNG Stations (Brings UPS to 14 Total)

LNG Deployment / Operating Area – 2013-2014



CAP Dual Fuel LNG

Conversion of 10 Mack MP8 Tandems

- First Unit Complete
 - Road Test one week
 - Deliver 10/16/13
 - Driver Training 10/17/13

- Second Unit 10/20/13

- Remaining 8
 - One per week

Whites Creek, Tennessee

❖ Project status

- Station complete
- Shop complete
- First fuel delivery Oct 2013
- Pilot training program scheduled

❖ Vehicles

- 66 tractors
- Phase delivery scheduled to start 10/25



Propane – Gainesville, Georgia

- ❖ 20 package car vehicles
- ❖ 1,000 gallon AST
- ❖ Single dispenser
 - Com Data fuel reconciliation system (card swipe) to be installed in October
- ❖ Commissioned 9/12



Propane – Gainesville, Georgia





Thank you.

Thank You

