



EASTERN'S COMMITMENT TO “GREENING” OUR FLEET



Why Choose Propane-Autogas?

- Propane-autogas-fueled vehicles have existed for almost 100 years.
- Approximately 17 million propane-autogas-fueled vehicles are in operation around the globe.
- Propane autogas is the most widely used alternative transportation fuel in the world.
- Eastern has been running propane-autogas for over 50 years.



A FUEL THAT IS CLEANER, GREENER AND CLOSER TO HOME

- Propane-autogas is an economical way to substantially lower greenhouse gases and other harmful emissions. Compared with gasoline, propane-autogas-fueled vehicles have an impressive emissions profile:



A FUEL THAT IS CLEANER, GREENER AND CLOSER TO HOME

- Light-duty vehicles fueled by propane-autogas emit about 40 percent fewer smog-producing hydrocarbon emissions than gasoline.
- It's an 80 percent reduction for heavy-duty vehicles when compared with diesel, which also emits significant amounts of fine carcinogenic particulate matter.

Per Propane Education & Research Council (PERC)



FINANCIAL BENEFITS OF GOING GREEN



- Currently, Eastern has a fleet of over 300 vehicles running 4.3 million miles per year. 110 are on propane-autogas.
- 90 light-duty trucks run about 1.6 million miles per year = 160,000 gallons of propane.
- Saving us an estimated \$160,000/yr.



FINANCIAL BENEFITS OF GOING GREEN



- Medium duty trucks run 2.7 million miles per year = 771,142 gallons of fuel. Once converted, expected savings of \$1 per gallon.
- Will save us an estimated \$771,142/yr.
- **Total savings would equal \$931,142/yr**



Freightliner S2G Savings





Freightliner S2G Savings

A Saving on the cost of propane motor fuel vs. diesel

Example on fuel cost:

Delivery vehicle that travels an average of 20,000 miles per year:

Diesel	20,000 miles ~ 4.5 MPG = 4,444 X \$ 2.25 per gal for diesel=	\$	9,999.00
Propane	20,000 miles ~ 3.5 MPG = 5,714 X \$ 1.00 per gal for propane=	\$	<u>5,714.00</u>

Saved on fuel for one year on one propane powered truck.	Fuel	Savings	\$	4,285.00
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Presently	Estimated 17 S2G's will save us per year.	Fuel	Savings	\$	72,845.00
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2016	Adding 12 S2G's totaling 29 will save us an estimated per year.	Fuel	Savings	\$	124,265.00
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Projected	Estimated 140 S2G' would save us per year.	Fuel	Savings	\$	599,900.00
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Freightliner S2G Savings

B Saving on the cost of the PM maintenance propane vs. diesel

Preventive maintenance with L.O.F every 11 weeks

Presently an average savings on our PM maintenance.

Average Diesel Truck maintenance cost. \$ 682.00

Average S2G truck maintenance cost. \$ 404.00

Presently	Average savings on each PM for each S2G truck in for PM maintenance.	Savings	\$ 278.00
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Presently	S2G's Savings on each PM 17 X \$ 278.00 =	Savings	\$ 4,726.00
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Presently	S2G's Savings on 17 X 5 PM's per year = 85 X \$ 278.00 =	Savings	\$ 23,630.00
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2016	S2G's Savings on 29 X 5 PM's per year 145 X \$ 278.00 =	Savings	\$ 40,310.00
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Projected	S2G's Savings on 140 X 5 PM's per year 700 X \$ 278.00 =	Savings	\$ 194,600.00
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Freightliner S2G Savings

C Misc. Diesel Cost

Extra costs for a diesel truck.

DEF Fluid	Each Diesel truck averages 5 Gals per week X \$ 4.00 per Gallon=	Savings	\$	20.00
	17 Trucks X \$ 20.00 per week.	Savings	\$	340.00
	17 X \$ 340 Per week X 52 weeks. =	Savings	\$	17,680.00
DEF Fluid	29 X \$20.00 = \$ 580.00 X 52 weeks =	Savings	\$	30,160.00
Diesel Jells when it's real cold.				
Diesel Fuel conditioner cost.	1 quart a week X \$ 9.00 per quart X 17 trucks. =	Savings	\$	153.00
	17 X \$ 9.00 = \$ 153.00 a week X 16 weeks =	Savings	\$	2,448.00
	29 X \$ 9.00 = \$ 261.00 a week X 16 weeks =	Savings	\$	4,176.00





Freightliner S2G Savings

D Saving on the repair cost on diesel engines vs. LP engines and systems

26 Diesel Truck Expenses: 2009-2010 DPF Filters 2011 -2012 DEF Fluid

A few samples of outside repairs sent to dealerships.

Date Repaired

Cost

2010 Freightliner	Regen system and exhaust.	12/10/2015 Dealer	\$	11,519.00
2011 Freightliner	Injectors and turbo	12/7/2015 Dealer	\$	9,610.00
2011 Freightliner	Injectors and diesel pump	12/15/2015 Dealer	\$	8,796.00
2011 Freightliner	Diesel fuel pump.	12/28/2015 In-House	\$	4,164.00
2009 KW	Injectors	2/13/2016 In-House	\$	6,686.00
2009 KW	Injectors	2/24/2016 In-House	\$	<u>6,562.00</u>
			\$	47,337.00

2015 Budget for outside repairs at \$ 20,000. per month. \$ **240,000.00**

Last year 2015 outside repairs to dealerships. \$ **264,000.00**

With our S2G's we hope to save most of these Diesel related cost going forward.





Freightliner S2G Savings

2015 Savings on running the S2G

Presently	Estimated 17 S2G's will save us per year.	Fuel Savings	\$	72,845.00
Presently	S2G's Savings on 17 S2G X 5 PM's per year = 85 PM services X \$ 278.00 =	Savings	\$	23,630.00
Presently	By not plugging in the truck block heater we have a saving for 4 months X 17 S2G		\$	8,029.44
Presently	Miscellaneous Diesel cost		\$	20,128.00
			\$	124,632.44

Estimated savings in 2016 by running the S2G.

2016	Adding 12 S2G's totaling 29 will save us an estimated per year.	Fuel Savings	\$	124,265.00
2016	S2G's Savings on 29 X 5 PM's per year 145 PM services X \$ 278.00 =	Savings	\$	40,310.00
2016	Block heater estimated savings in 2016 for 29 S2G X \$ 118.08 X 4 months.		\$	13,697.28
2016	Miscellaneous Diesel cost		\$	34,336.00
			\$	212,608.28





Thank-You!