

# Building on Success in the Refuse Sector

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# The Potential Market for NGVs in Refuse Is Tremendous...Why?

- Lots of vehicles
  - 135,000 collection trucks
  - 15,000 transfer trucks
  - 30,000 recycling trucks

(TWICE the size of the transit sector!)

- Emissions reductions:
  - Of the 180,000 refuse vehicles on on US roads today, 35-45% are >10 yrs old....

(The older the vehicle, the more polluting it is...)



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- Fuel Use
  - High yearly mileage and high idling time characteristics of refuse truck duty cycles translates into high fuel use...
  - At 2.5 – 3.0 mpg, the average refuse truck uses between 8000-10,000 gallons of diesel per year...
  - Refuse sector uses 1 billion gallons of diesel per year!
  - Fuel price spikes and unpredictability are deadly – especially if on a fixed contract price for services.



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- NGVs produce far fewer emissions and are much quieter than diesel
  - Important considerations for community image, “green marketing” advantage in industry increasingly aware of “e”-image
- Short routes, central fueling are conducive to NGV operations
  - The average daily mileage range and fuel use of a refuse truck fits well within NGV range

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- Factory-built CNG/LNG vehicles are available from most up-fitters on most popular frame-and-chassis models:
  - Autocar Xpeditor
  - Peterbilt LCF 320
  - Condor
  - Crane Carrier LET

# If You've Got That Many Advantages, Why Aren't You In Every Market?

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- Refuse sector is a tough market to break in to – relationships are key, reliability is everything
- Natural gas refuse trucks cost more – even after you apply that great new federal tax credit ....typically not a business that likes to spend a penny more than it has to...
- Today's discussion –  
How can the NGV industry be more successful in penetrating the refuse sector...what are the keys to turning trash into treasure?

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Thanks to our panelists!

Thank you for your questions