

-The Competitive Edge- Why Are Private Fleets Switching to Natural Gas?

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Today's Fuel Options

- Liquid Petroleum Fuels
 - Gasoline, Diesel, Low Sulfur Diesel
- Methane
 - Compressed or Liquefied
- Hydrogen
 - Compressed or Liquefied

Liquid Petroleum Fuels



- Volatile Price Policies
- Limited Resource
- Health Risks
- Air Quality Issues
- Unstable Supply

Methane – CNG or LNG



- More Stable Price
- Clean Burning
- Renewable
- Abundant Domestic Supply
- Technology Works

Hydrogen?



- Clean Burning
- Gas @ 10,000 PSI?
- Liquid @ -420° F?
- Technology Works?
- Cost Effective?
- Is it Safe?



Natural Gas is the Only
Practical Option

Who Should Use Natural Gas Fuel?

- Airport Services
 - Shuttles, Cargo, Fuel, Baggage, Food
- Package Pick up and Delivery
 - UPS, Fed Ex, USPS
- Commercial Consumable Distributors
 - Snacks, Baked Goods, Beverages, News
- Retail Distribution
 - Furniture, Discount,
- Municipal and Commercial Services
 - Transit, Refuse, Sweepers, Construction

What Make Them Good Candidates?

- Operate in our local neighborhoods
- Burn large quantities of diesel fuel
- Limited range requirements
- Well defined routes or territories
- Centrally deployed and refueled

Elements of Successful Companies

- Innovative
 - On the leading edge of technology
 - Not afraid to take some risk
- Responsible
 - Practice what they preach
 - Consider the impact on the community
- Value Driven
 - Quality product or service
 - Priced competitively

Successful NGV Fleets

- Airport Services
 - Denver (DIA), Los Angeles (LAX)
- Package Delivery
 - Ups, USPS
- Food and Beverage
 - HEB, Sysco, Manhattan Beverage
- Refuse Collection
 - Waste Management, Republic
- Metropolitan Transit
 - LA, NYC, Boston, Phoenix