

Airport Express

The Oklahoma Experience



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Airport Express – Oklahoma City, OK

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About Our Business

- Established 1987
- Door-to-Door airport shuttle services
- Contractor to OKC Metro Transit, providing supplemental bus service evenings and weekends
- Contract shuttle service provider to area business and government accounts, available for private events
- Medical/ADA transport service



Our Fleet and Fuel Use

- 1992- Purchased Dodge Ram van (OEM)
 - Extra storage installed onboard gave us 300 mile range
 - Retired vehicle with 400,000 miles – all on CNG!
 - Vehicle ran fine but fueling availability was challenge
- Onsite FuelMaker “small Q” supplements public stations and used for refueling repaired vehicles. Unit is still in operation.
- 1999 - Purchased 4 additional Ford E250 (OEM) vans for bus service
 - Retired these vehicles with ~ 300,000 miles each



Our Fleet and Fuel Use (cont)

- Current CNG fleet consists of
 - 20 E450 cutaway shuttles with various seating upfit packages from Eldorado, etc
 - 10 Chevy Express passenger vans (door-to-door service)
 - 2 Ford Crown Victoria's (administrative)
 - 1 Ford cargo van (maintenance)
 - Several Dodge minivans for medi-van service
 - 2 more E450 cutaways due from BAF soon
 - Plans to convert rest of 40 unit airport shuttle fleet to CNG in next two years



Our Fleet and Fuel Use (cont)

- Fuel Use - ~150,000 GGE of CNG/year
 - 15 E450 cutaway shuttles run about 120 miles each night @ 6-7 mpg (~17-20 GGE/day)
 - Another 5 E450 cutaways run 180 miles/day, consuming ~30 GGE/day
 - 10 door-to-door vans run 150-200 miles/day @ 15mpg, consuming 10-14 GGE/day
 - Misc fuel use by sedans, maintenance van
- Fueling stations
 - New Clean Energy station at OKC airport is 2 miles from Airport Express HQ
 - Half-dozen ONG public stations within metro area



Economics Drive Our CNG Use

- Our average cost of CNG/GGE is about \$1.30 while gasoline prices are currently averaging about \$2.20 (price differential was even much higher when oil spiked)
- Federal tax credits significantly reduce our out-of-pocket cost for vehicle conversions – fast payback, great life-cycle savings
 - Ex: E450 shuttle conversion cost is roughly \$20K but tax credit covers 80% up to \$20K – payback is < 1 year
 - Ex: Express van conversion is \$14-16K and federal tax credit is \$8K – fuel savings is \$3500-4000/year so payback is <2 years!

Observations

- Performance of today's CNG vehicles as compared with previous generations of technology
- Service and maintenance
- Public perception and “green marketing”
- Taking an active role in your local market to promote greater public and private use of NGVs