Welcome to the Age of the Alternative
AmeriGas Overview

Nation's Largest Propane Provider

Since 1959 (parent company-Ubl-125 yrs)

Service all 50 states / 2,000 supply points

Over 2.0 million customers / 1.2 Billion Gallons
Residential, Commercial / Industrial, Motor Fuel (Forklifts), Agriculture, Transport, AmeriGas Cylinder Exchange – Grill Cylinders, Autogas

24/7 Live AmeriGas Customer Care Service
Assured Supply

Staff of 70 Supply Specialists in Houston, TX

PTI Fleet:
Largest common carrier fleet for propane in the US

375 Tractors,
575 Propane Trailers,
210 Railcars
300 Drivers

Provides Tremendous Flexibility

Airborne Division
Why Propane Autogas?

The most widely available alternative fuel in the United States.
The 3rd most widely used engine fuel in the world.
More than 15,000,000 on-road vehicles worldwide use propane as an engine fuel.
Expanded EPA & CARB certified vehicle choices.
Reduced fuel and maintenance costs vs. traditional fuels.
Reduced dependence on foreign oil.
Why Propane Autogas?

Low infrastructure and vehicle conversion costs.

Significant environmental advantages over traditional refined fuels.

Domestically produced fuel with large US supply.

High performing fuel (105 octane rating)

Stable and safe fuel with over 90 years of use in USA.
Quieter Operation

- Propane autogas engines are noticeably quieter than diesel.
- More pleasant work environment for drivers, promoting driver retention.
- Improved safety: On school buses, students can easily get the drivers’ attention. Drivers can concentrate on the road and hear emergency vehicles.
  - Hear the difference with this audio quiz: [https://www.propane.com/on-road-fleets/quieter-school-buses/](https://www.propane.com/on-road-fleets/quieter-school-buses/)
The Lowest Total Cost-of-Ownership Available

- Avoid the hidden costs of conventional fuels.
  - **Fuel**: Propane autogas consistently costs less, even as prices fluctuate.
  - **Filters**: Reduce harmful emissions — *without* additional, costly filters.
  - **Maintenance**: Keep vehicles working longer and save on maintenance — propane autogas doesn’t have the complex emissions systems of newer diesel vehicles.
- Bonus: Propane autogas reduces the **most** emissions for the **lowest** total cost-of-ownership.
Cleaner Performance

- Every mile driven with propane autogas gets you closer to your sustainability goals.
- Propane autogas vehicles produce fewer greenhouse gases and NOx emissions compared with conventionally fueled vehicles.
- New: The Roush 6.8 low NOx engine cuts emissions by 75 percent compared with diesel.
Refueling Options to Fit Your Needs

Fleet of 50 vehicles or more

Advanced Private Station

- Includes: A high-capacity tank, a canopy, and multiple dispensers.
- Cost depends on who owns the infrastructure.
  - Retailer-owned: Your cost is $5,000-$75,000 (covers site preparation)
  - Fleet-owned: Your cost is $5,000-$75,000 (site prep) + $60,000-$225,000 (infrastructure).
Refueling Options to Fit Your Needs

**Fleet of 50 vehicles or fewer**

**Standard Private Station**

- Includes: A 1,000-3,000-gallon tank and a dispenser.
- Cost depends on who owns the infrastructure.
  - Retailer-owned: Your cost is $1,500-$15,000 (covers site preparation).
  - Fleet-owned: Your cost is $1,500-$15,000 (site prep) + $20,000-$60,000 (infrastructure).
Refueling Options to Fit Your Needs

Limited space?

Mobile Refueling

• Includes: A dispenser and fuel tank mounted on a trailer or other mobile setup.

• Arranged with your propane retailer, who refuels your vehicles according to schedule.

• Costs vary; talk to a propane retailer for more details.
Refueling Options to Fit Your Needs

Fleets with no need for permanent infrastructure

Temporary Refueling Setup

- Includes: Generally, a dispenser and fuel tank mounted on a trailer (may vary).
- Keep your fleet fueled with this self-contained refueling setup.
- Propane retailer owns the equipment.
- Costs vary; talk to a propane retailer for more details.
Quick Connect Nozzles

• Drivers simply click the nozzle into place, refuel, and get going.

• No gloves or safety glasses needed.

• Talk to your propane retailer for details.
HOME BASED FLEET FUEL DISPENSERS

Will Not Release Product If Not Attached to Tank

Easy, Threaded Connection – Gas Tight Seal

Squeeze Handle Latch

Low Emission Release

Longer Nozzle for Recessed Openings

Positive Environmental Impact
Propane Autogas vs. Diesel

- **Noticeably quieter operation:** improves safety and supports a better work environment for driver retention.

- **Lowest total cost-of-ownership:** no additional filters, lower-cost fuel, less downtime for maintenance.

- **Reduced emissions:** cut your greenhouse gas and NOx emissions.
Propane Autogas vs. Gasoline

• **Improved driver satisfaction:** Propane autogas doesn’t have a lingering smell to stick to a driver’s clothes.

• **Cleaner and safe:** Propane autogas is a non-contaminant of soil and water.

• **Domestic:** The majority of propane autogas supply is sourced from North America, supporting U.S. jobs.

• **Proven:** Propane autogas has been trusted for decades as an alternative fuel for buses.
Propane Autogas vs. Electric

• **Truly clean operation:** Most electricity is generated by coal-fired power plants, while propane autogas reduces greenhouse gas and NOx emissions.

• **No red tape:** With electricity, fleets must wait for approval from their local electricity provider in order to recharge from the grid.

• **Proven:** Propane autogas has been trusted for decades as an alternative fuel for vehicles.
CNG

Conversion Cost: Propane vs CNG

Typical Van or Truck:
Propane: $7,000-$10,000  
CNG: $17,000+

Fueling Time: Propane vs CNG
Propane = 7-15 gallons per minute  
CNG: up to 12 hrs  
(based on slow fill station)

Fueling Station Cost: Propane vs CNG
Propane: $8,000 - $20,000  
CNG: $900,000-$1,500,000