



**Propane Autogas:** The only financially viable, clean, alternative fuel with a business case to prove it.

2.22.2010 PA Clean Cities

## Introducing Ferrellgas



## Introducing Ferrellgas: An Overview

- Founded in 1939
- The nation's leading autogas provider
- America's premier propane provider
- Top "Green Fleet" with over 1,000 propane-powered vehicles
- Serving more than 1 million Customers
- Ferrell North America: Dedicated supply chain
- Blue Rhino: More than 40,000 retail selling locations
- NYSE listed: FGP



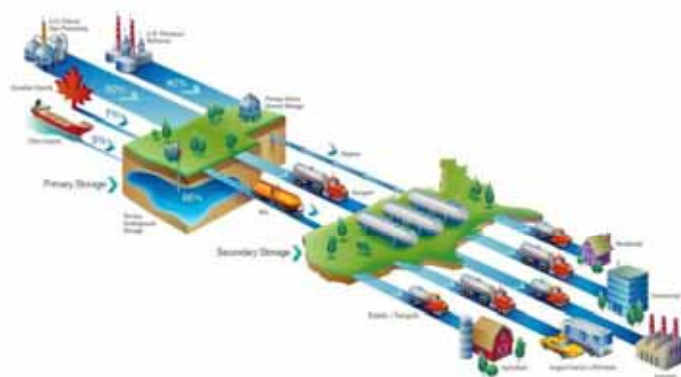
## Introducing Ferrellgas: The One Stop Shop

- Partnering with conversion experts
- Fueling infrastructure
- Fuel Delivery
- Employee training
- Service after the sale
- Consulting / grant writing assistance
- [www.ferrellautogas.com](http://www.ferrellautogas.com)



### Clean & Green: Where Does Propane Come From?

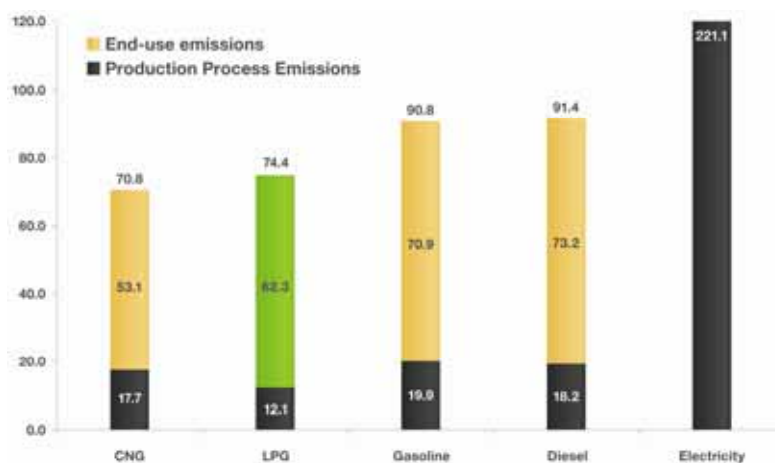
- More than 90% of domestic propane consumed is produced in the U.S.
- One third of the world supply is produced in Texas.
- More than 50% of U.S. propane comes from processing natural gas.



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### Clean & Green: Full Fuel Cycle Greenhouse Gas Emissions

Greenhouse gas emissions converted to kg CO<sub>2</sub> equivalent per million Btu.

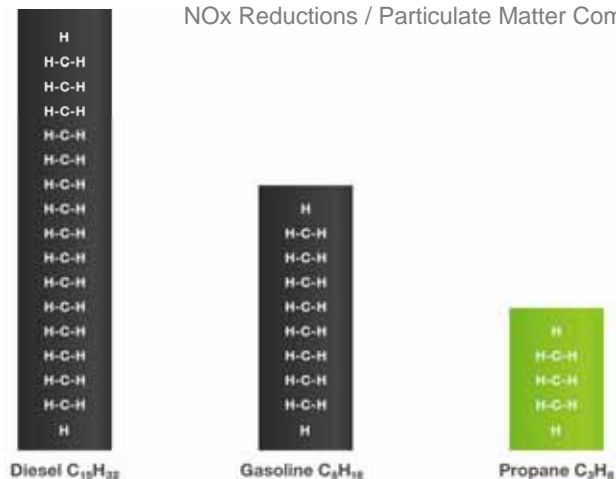


Source: Energetics Inc., Propane Reduces Greenhouse Gas Emissions: A Comparative Analysis, June 2009

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## Clean & Green: Propane is the Low Carbon Fuel

NOx Reductions / Particulate Matter Comparison



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Prescott  
Transit  
Authority, AZ

*"Not only is propane a clean burning fuel and cost less than gasoline, but we have the same power and performance as gasoline vehicles. With over a million service miles a year, our savings are significant. We are committed to propane because it is the best choice for our fleet and our customer".*

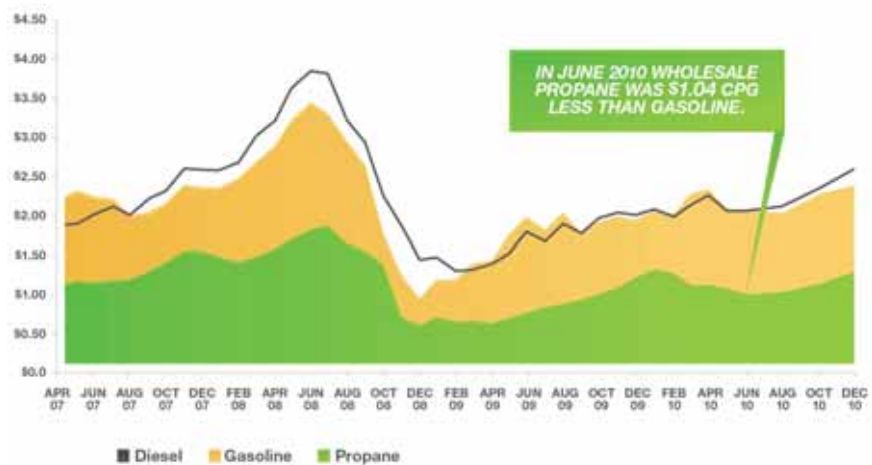
*Stephen Silvernale, Prescott Transit Authority.*

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### Propane Fleets



### Economic Justification: Comparison of wholesale prices



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## Shuttle Express, Seattle, WA

*"We are moving to an all propane fleet as fast as we can. We use over 900,000 gallons of gasoline annually at Shuttle Express. I'm saving over a dollar a gallon on the price of fuel -- look what I've done to my bottom line! It's was a no brainer after we tested the vans out. You can't get a ROI anywhere like that!"*  
 John Rowley, President, Shuttle Express



### Refueling Options: Fueling Your Fleet

- Install private scalable infrastructure for your fleet.
- Fill at any Ferrellgas location nationwide.
- On-site resupply via Ferrellgas delivery truck.
- 24/7 emergency roadside assistance from Ferrellgas.





## Refueling Options: Dispenser Examples



Ford Assembly Plant, Wayne MI



Positive Connections, MN



Shell Gas Station, Phoenix, AZ



RoushClean Tech, MI



Portland Schools, OR



Prospect Schools, TX

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## Positive Connections, Chaska, MN

*"At Positive Connections we use propane in school buses. It is easy for our drivers to fuel their own buses and there is no mess or spillage of fuel. With propane you avoid potential groundwater and soil contamination issues that you would have with gasoline or diesel. Since propane is also a cleaning burning fuel that means that there is very little exhaust." – Robert Hagerstrom, Positive Connections*

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## Existing Ferrellgas Propane Fuel Sites



### Bus Service Inc. Columbus, OH

*"As a bus distributor, our customers demanded an alternative fuel that worked. We did extensive research on the alternative fuels available and found that propane was the most reliable, cost effective alternative fuel available today. One of our customers, the Port Columbus Airport has been testing propane for a year, it has been so successful that they are in the process of moving all of their shuttles to propane. The financial savings over gasoline are significant and the cost over diesel tremendous, maintenance costs have been very minimal. We are very excited to have found an alternative fuel that really works!" Mark Prestifilippo, President, Bus Service Inc.*

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# Incentives



## Federal and State Incentives



The U.S. Department of Energy maintains a clearing house website of federal and state incentives for alternative fuels.

[http://www.afdc.energy.gov/afdc/incentives\\_laws.html](http://www.afdc.energy.gov/afdc/incentives_laws.html)



## Tax Savings

- \$.50 per gallon Autogas Fuel tax credit
  - Effective through December 31st, 2011
  - Retroactive to January 1st, 2010
- Alternative Fuel Infrastructure Tax Credit
  - Recover 30% of cost of installation (\$30,000 max)
  - Must have tax liability



## SAFETY



## How safe is propane autogas?

- Propane is used in over 15 million vehicles world wide
- One of best safety records of any fuel based on worldwide per capita use
- Propane tanks are 20 times stronger than Gasoline tanks
- Lower flammability rating than gasoline
- Low operating pressure
- Automatic Shut – off valves



## Dispenser/storage safety

- Highly skilled and trained Ferrellgas Technicians will make sure your dispenser is installed safely.
- We will train your employees how to safely pump propane.
- Installation takes about 45-60 days for permitting and construction.



## Contact

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