South Central Alternative Fuel Corridor Convening
April 9, 2019
Arlington, Texas
Propane More Widely Available Than Any Alt Fuel

- Propane Distribution is as close to traditional fuels as any alternative fuel
- Natural Gas Liquid produced primarily through processing of natural gas
- Distributed as a liquid via:
  - Pipelines, Rail and Terminals located throughout the USA
  - Over 10,000 Transports deliver to Propane Bulk Storage Plants
  - Over 30,000 Bobtails deliver to Commercial, Agriculture, Residential and Fleet Customers

- It’s Everywhere yet not publicly / readily available for fleets!
Partnerships Are The Key

- Bring together partnerships that can execute a corridor plan
- PFJ had locations along corridors with propane storage and sales
- Northwest Propane had propane expertise and distribution
- Agility had equipment and regulatory expertise
- Area fleets needed expanded public access to help grow their propane vehicle population
Solving Complex Issues That Affect Fleets

- Current Pilot Flying J propane sales declining
- Propane Autogas pricing all over the map
- The Propane Autogas Market already exists yet the necessary 24/7 self service facilities do not
  - Lack of self service Autogas sites limits Autogas Fleets
  - Limits the number of fleets willing to switch fuels in spite of cost savings, prolonged engine life, and environmental benefit
  - Vocalized interest in 24/7 Corridor Autogas infrastructure from large scale fleets like TxDOT, Dallas County Schools, and numerous other ISD, state, & private Texas fleets.
  - Building correct infrastructure now will set stage for growth but must be self service and correctly sized to be successful

- This Project will help all the above in this pilot area around Dallas and then expand after we prove successful model.
And so what happened?

- All parties agreed to work together
- We identified PFJ locations
- We identified necessary equipment
- We identified and targeted fleets in the DFW market
- We identified grants that would support the program and offset required investment

And Then

- Gasoline prices dropped to below $2 per gallon and fleet vehicles struggled with the economics to grow their fleets
- During the delay / pause grants expired
- Lead person at PFJ resigned and CFUSA was sold