

## **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 need for 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

