



CNG Industry Forum

April 28, 2015

Why Natural Gas?

BENEFITS



- Reduce Fuel Costs
- Reduce Carbon Footprint
- Support Sustainability Initiatives
- Mitigate Diesel Price Volatility
- Meet Your Upstream Customer Requirements
- “1st Mover” Competitive Advantage
- Energy Security

BUSINESS CASE



- Fuel of the future – available now
- US has 100+ year supply
- Not subject to oil price volatility
- Still more cost effective than diesel
- Major fleets and customers committed to natural gas
- OEMs are ramping up investment and production
- Fuel cost savings can still offset vehicle premiums
- Incentives from state and local governments remain available
- Better for the environment

CONSIDERATIONS



- Vehicles cost more than comparable diesels
- Fuel infrastructure is under development & fragmented
- Fuel tank technology is evolving rapidly
- Less maintenance history
- Qualified maintenance availability
- Undetermined residual values

Rumors and Misinformation



- “Range anxiety”
- “Underpowered” engines
- “Fuel tank danger”
- Temporary “flavor of the week”
- Drivers won’t like natural gas units
- Residual risks

Fleet Major Considerations



- Infrastructure, infrastructure, infrastructure
- Fuel storage: CNG vs. LNG
- Fuel tank configurations and ranges
- Vehicle weights, MPG rates and idling impact
- Driver experience
- Natural gas engine differences (HP & torque)
- Maintenance Costs & availability

Fleet Major Considerations (Cont.)



- Vehicle premiums, availability, and lead times
- Duty cycles and routes
- Fueling access and frequency
- Specialized maintenance facility access
- Grant / incentive availability
- Residual values
- Efficiency of Fuel Infrastructure – designed for commercial applications

Ryder NG Vehicle Fleet and Location Overview

Key NG Fleet Statistics

- Vehicles in service : 600+
- Vehicles on order: ~ 300
- Total vehicles in program: Approaching 1,000
- Miles of operation: 35 million+

Fueling Stations

- Orange, CA
- Fontana, CA
- Fulton County, GA

Maintenance Locations

- 17 shops currently upgraded
- 14 shop upgrades in process
- 25 more planned over next 2 yrs.

The Ryder natural gas footprint continues to expand in line with customer demand

Ryder's Evolving NG Portfolio

Ryder works with all major OEMs and tank manufacturers.



Ryder Natural Gas Shop Locations



Ryder Drives NG Industry Standards



Gas Detection System



Legendary Ryder Commitment to Safety and Customer Service



Engineering Design, Shop Structure, Ventilation, Heating, Electrical, Detection

- Partnered with industry stakeholders to define safety standards and best practices
- Extensive operational experience in all geographies and all climate conditions
- Highly trained Technicians

Ryder Service & Maintenance Training Investments

- Have developed and utilize extensive training tools for technicians and drivers (online and live)
- In 2015 have launched a MANDATORY natural gas maintenance training program that will extend to more than 8,000 maintenance and service employees:
 - NG Engine Maintenance
 - Fuel Storage Systems
 - Supporting varying fuel types (LNG & CNG)
 - Includes fueling operations training in our sites where NG fuel dispensing capabilities exist
 - Focused on supporting customers across our 800 shop network and over-the-road



***Faster.
Stronger.
Smarter.
That's Ryder.***

Thank you.

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