



Rental
Leasing
Logistics



NGV America Annual Meeting: **Evaluating Emissions Workshop**

9 September 2016

AGENDA

1. NGV Experience & Sustainability Strategy
2. NGV Case Studies
3. Evaluating Vehicle Emissions
4. Implementing Green Fleet Strategies



EXPERIENCE WITH NATURAL GAS VEHICLES



Value-Added Services Intensity

CNG powered rental tractors are available at multiple locations across the U.S.

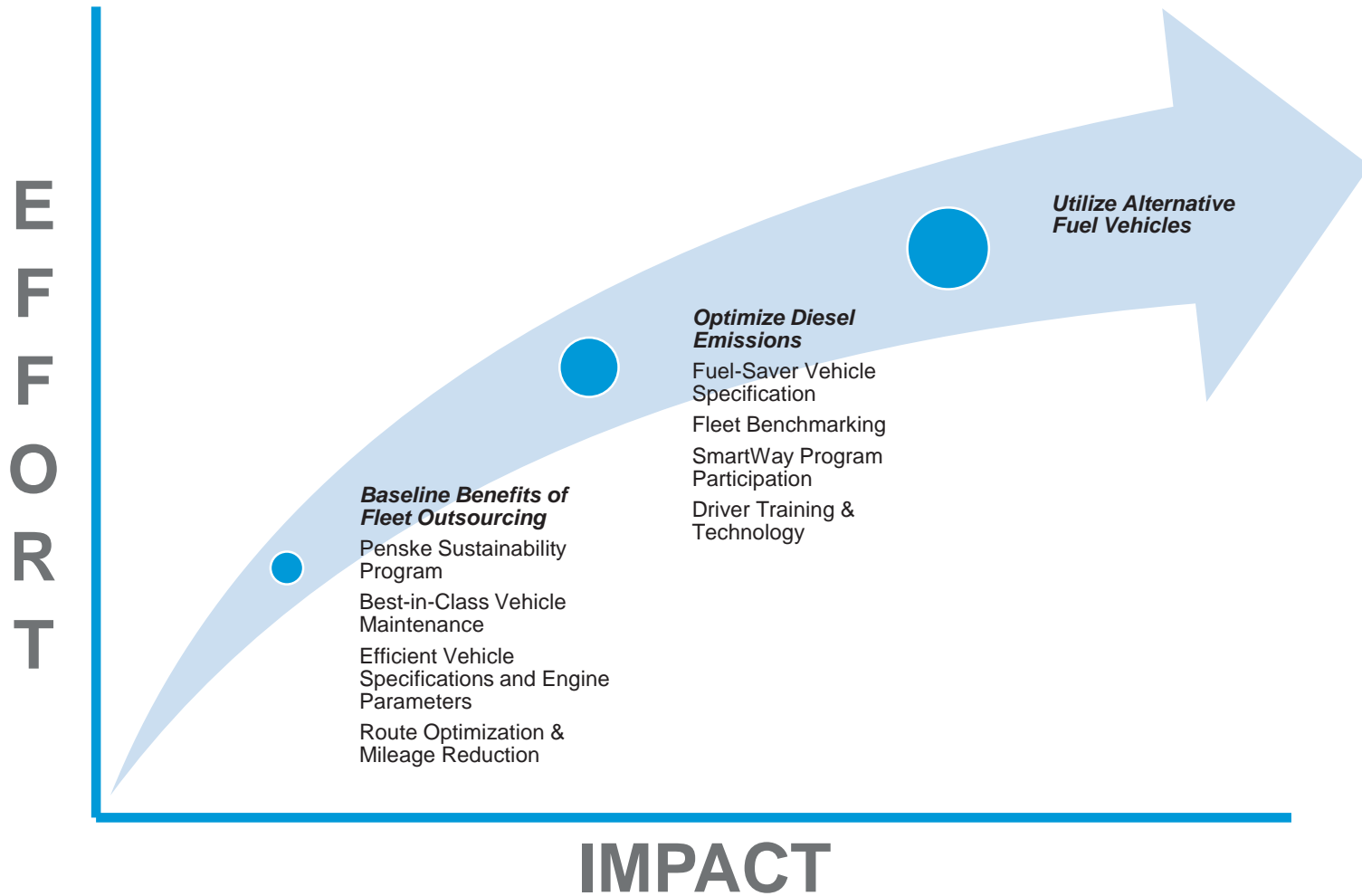
AFV fleet maintenance support ranges from buses and light-duty vehicles up to heavy-duty tractors

Full Service Leasing of AFVs includes all fuels, vehicle types, & manufacturers

CNG powered tractors are currently operating in the Penske DCC fleet

NGVs are Available Across All Penske Products

SUSTAINABILITY STRATEGY



CUSTOMER CASE STUDIES

Penske has Natural Gas Vehicles in Both our Lease and Dedicated Carriage Fleets

In All Six Examples, Environmental Impact is Important to Our Customer

	PL #1	PL #2	PL #3	PTL #1	PTL #2	PTL #3
Segment	Grocery / F&B	Retail	Grocery / F&B	F&B Distr.	Grocery / F&B	F&B Distr.
Business	Private	Public	Public	Public	Public	Private
Customer	Retail	Retail	Retail	B2B	Retail	B2B
Motivation	Customer & CSR	Customer & CSR	Customer & CSR	Strong CSR	Strong CSR	Strong CSR
Economic Requirement	Neutral	Neutral	Neutral - Positive	Neutral - Negative	Neutral - Negative	Neutral
Fuel Solution	Anchor Retail	Anchor Retail	Time Fill	Anchor Retail	Retail Network	Anchor Retail
Current Status	Adding	Holding	Evaluating	Adding	Adding	Evaluating

EVALUATING VEHICLE EMISSIONS



PENSKE SUPPORTS ITS CUSTOMERS BY ASSISTING WITH VEHICLE EMISSIONS EVALUATIONS FOR BOTH DIESEL AND ALTERNATIVE FUEL VEHICLES

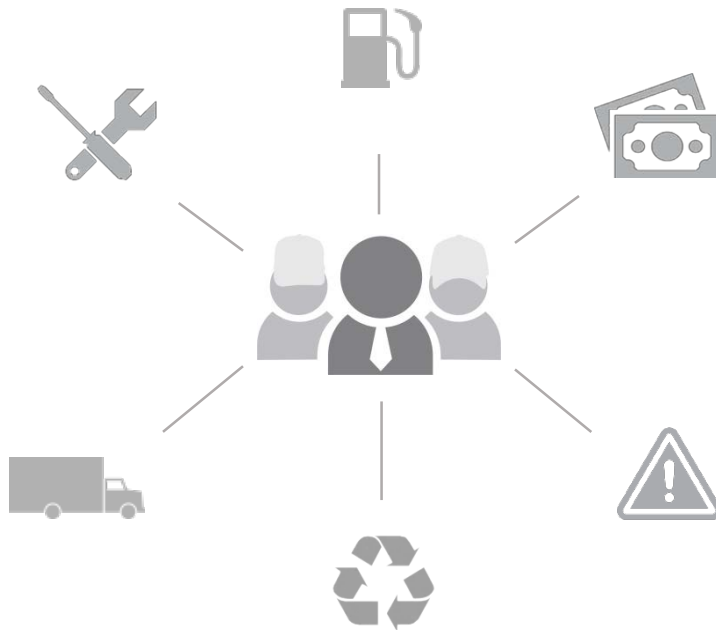
- Customers use multiple sources – Penske, Fuel Vendors, OEMs / EPA Certs, Clean Cities Coordinators
- For our role, a 3rd party model is essential to ensure unbiased, high-integrity data suitable for reporting
- U.S. EPA SmartWay model is familiar to the transportation industry and well-respected, and offers accurate CO₂ results for NGVs
- For more robust reporting, the Argonne GREET model is the preferred model for analysis
- Penske also offers guidance with CDP submissions, assistance with other EPA programs such as Waste Wise and Green Power, and reporting of the CO₂ equivalent volume of customer-specific recycled wastes

IMPLEMENTING GREEN FLEET STRATEGIES

Making the Decision to Convert to Alternative Fuels

Evaluating the Options & Choosing the Optimal Fuel Type

CRITERIA & CONSIDERATIONS



WHAT IS THE BEST VEHICLE FOR MY OPERATION?

- Weight Class – LD, MD, HD
- Application – Local, Regional, OTR / Light, Heavy / Terrain
- Fuel Range & Infrastructure
- Reliability

DO THE ECONOMICS WORK?

- Annual Mileage
- Fuel Strategy – Network / Anchored Retail / Time-Fill
- Fuel Cost Savings and/or MPG Improvement
- Funding Availability and Requirements

IS THIS RIGHT FOR ME?

- Motivation – Private or Public / Willing or Forced
- Ease of Integration & Reliability of Service
- Driver Adaptability
- Appetite for Risk & Availability of Support
- Timing & Desire



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