



# ***Ryder Natural Gas Vehicle Program Fact Sheet***

## **THE NATURAL GAS VEHICLE MARKET**

Natural gas is a sustainable solution for commercial fleets. Energy volatility is a permanent reality and diesel prices are trending upward. Investments in fueling infrastructure are growing. New engine technologies are coming onto the market that will help expand natural gas applications for commercial transport. Supply is abundant and domestic. All of these factors are driving significant interest among fleets looking to realize cost savings and environmental benefits that come from operating natural gas vehicles.

## **SPEEDING THE ADOPTION OF NATURAL GAS VEHICLES**

Ryder's business model makes the company uniquely positioned to help the advanced fuel vehicle industry reach critical mass.

- Our rental and leasing model enables businesses to “test” the new technology with less risk of downtime, as well as insulating them from the unknown residual risk.
- We can leverage our knowledge of emerging fleet technologies, government rebates and tax incentive programs to help reduce natural gas vehicle costs for customers and offer more competitive lease and rental rates in those areas that offer incentives. Ryder actively monitors public and private incentive programs in the United States and Canada.
- Ryder's Flex to Green Lease offering enables businesses to switch from a diesel vehicle to natural gas when the time is right.
- We have an established North American maintenance and fueling network – approximately 800 maintenance facilities including 435 diesel fueling stations.
- We have experienced people who have the technical expertise and training to maintain complex new technologies like natural gas.
- There are currently more than 5,500 maintenance and support personnel in Ryder's North American network of employees who are trained to provide light maintenance on natural gas vehicles.
- Ryder implements online natural gas vehicle maintenance training for its entire North American maintenance network across Ryder's 800 maintenance facilities. Employees are trained on the new technology and have a base level understanding of the difference in the natural gas vehicles versus a conventional diesel vehicle.
- We work closely with manufacturers to provide feedback on vehicle applications and performance so they can continue to improve the technology.
- We have the safety culture, along with safety processes, technology, and training, to ensure the safe operation, maintenance, and fueling of natural gas vehicles.
- We are already in the fuel business – we purchase approximately 275 million gallons of diesel fuel each year.



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## **RYDER'S NATURAL GAS VEHICLE PROGRAM**

- To date, Ryder has a combined distance of over 100 million miles of natural gas vehicle experience where the Company has replaced more than 15.4 million gallons of diesel fuel with lower emission domestically produced natural gas and reduced emissions by more than 35,269 MTCO<sub>2</sub>e (metric tons of carbon dioxide equivalent) emissions.
- Ryder has initiated deployment of CNG and LNG vehicles into the fleets of Ryder customers in Arizona, Arkansas, California, Florida, Georgia, Louisiana, Maryland, Michigan, Minnesota, Mississippi, New York, Pennsylvania, Tennessee, Texas, Utah, Wisconsin and in both Ontario and Quebec, Canada.
- The Company operates Liquefied to Compressed Natural Gas (LCNG) fuel stations at its Fontana and Orange, Calif., service locations where Ryder has partnered with Clean Energy Fuels to offer renewable natural gas, the cleanest fuel available today.
- In markets where Ryder has natural gas vehicles running in customer operations, the company has engineered its maintenance facilities to be compliant for the indoor services of natural gas vehicles. Ryder currently has 22 natural gas compliant maintenance facilities, with 12 additional facilities scheduled for upgrades.\*
- Customers include Anheuser Busch, Blu LNG, CEVA, Dean Foods, Eagle Distributing, Fresh & Easy Neighborhood Market, Golden Eagle Distributors, Mohawk Industries, Tops Friendly Markets, Saddle Creek Logistics, Staples, UBCR, Willow Run Foods, 99 Cents Only Stores, Northeast Foods, C.A.T. Inc., West Air Gasses, and Mansfield.

## **RYDER NATURAL GAS LOCATIONS**

### **Current**

Tucson, AZ  
Corona, CA (on-site)  
Fontana, CA  
Orange, CA  
Rancho Dominguez, CA  
Santa Fe Springs, CA (new shop)  
West Sacramento, CA  
Brampton-Ontario, Canada  
Quebec, Canada  
Tampa, FL  
Atlanta/Fulton, GA  
Shreveport, LA

### **Opening in 2016/2017**

Ft. Smith, AK  
Denver/Montebello, CO  
Orland, FL  
Cicero, IL  
Romeoville, IL  
St. Charles, IL  
Jeffersonville, IN  
Lafayette, LA  
Baltimore, MD  
Charlotte, NC  
Grapevine, TX (expansion)  
Schertz, TX



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Grand Rapids, MI  
Livonia, MI  
Sanford, NC  
Buffalo, NY  
Kirkwood/Binghamton, NY (on-site)  
Johnstown, PA  
Fort Worth, TX  
Houston/Wallisville, TX  
Salt Lake City, UT  
Dunbar, WV

## **THE GROUNDBREAKING RYDER/SANBAG PROJECT**

In April 2010, the San Bernardino Associated Governments (SANBAG) Board selected Ryder as its fleet partner in a groundbreaking heavy-duty natural gas truck rental and leasing project. The SANBAG project was the first of its kind to deploy natural gas vehicles into a large commercial truck rental and leasing operation. As part of the project, which aims to improve air quality in Southern California, 202 heavy-duty natural gas powered trucks have been deployed into Ryder's Southern California operations network. Ryder customers are able to access these natural gas-powered vehicles through short-term rentals, long-term leases or Ryder's dedicated logistics services. In addition, Ryder has opened two natural gas refueling stations in Orange and Fontana, and maintains vehicles at four maintenance shops in Orange, Rancho Dominguez, and Fontana. Each maintenance facility is properly engineered for the indoor repair of natural gas vehicles.

The \$38.7 million project has been funded as part of a joint public/private industry partnership between the U.S. Department of Energy, the California Energy Commission, and Ryder. \$19.3 million of the total project funding has been provided by state and federal sources, including \$9.95 million from the U.S. Department of Energy's Alternative Fuel and Advanced Vehicles Pilot Program funded through the American Recovery and Reinvestment Act of 2009 (ARRA), and \$9.3 million via the California Energy Commission's Alternative and Renewable Fuel & Vehicle Technology Program. Demonstrating Ryder's strategic commitment to advanced fuels, the Company has committed \$19.4 million of its own capital to the project.

The project will displace more than 1.5 million gallons of diesel annually with 100 percent domestically produced low-carbon natural gas. For information and ongoing updates about the project, please visit [www.thengvproject.com](http://www.thengvproject.com).

Ryder is a FORTUNE 500® commercial fleet management, dedicated transportation, and supply chain solutions company. Ryder's stock (NYSE:R) is a component of the Dow Jones Transportation Average and the Standard & Poor's 500 Index. The Company has been named among FORTUNE's World's Most Admired Companies, and



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has been recognized for its industry-leading practices in third-party logistics, environmentally-friendly fleet and supply chain solutions, and world-class safety and security programs. Inbound Logistics magazine has included Ryder in its “Green Partners” listing for five years in a row. Ryder was also recognized by the U.S. Environmental Protection Agency (EPA) with a 2014 SmartWay Affiliate Challenge award and SmartWay Excellence Awards in 2014 and 2013. Ryder is a charter member of the NGV Fleet Forum and a member of the Department of Energy’s National Clean Fleets partnership. Ryder is also a recipient of the 2011 NGV Achievement Award. A member of the American

Red Cross Disaster Responder Program, Ryder is proud to support national and local disaster preparedness and response efforts. For more information, visit [www.ryder.com](http://www.ryder.com), and follow us on our [Online Newsroom](#), [Facebook](#), [LinkedIn](#), [Twitter](#), and [YouTube](#).

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