



Ryder Is Making It Happen!

Drive What Matters – with Sustainable Efficiencies

Ryder Natural Gas Innovation



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Ryder Value Proposition



Sustainable Efficiencies Made Simple – Ryder is your single turnkey partner to comfortably introduce Natural Gas Units into your fleet, to reduce fuel costs, reduce your carbon foot and increase your marketability and market access.

- New Technology Knowledge and Access
- New Product Risk Mitigation
- Real World Experience
- Scale and Reputation
- First Mover Advantage

Experience Makes a Difference

Investing in NatGas since 2009

Deep Knowledge Base

- ▶ **500+** Natural Gas Tractors/Trucks
- ▶ **20,000,000+** “real world” miles

Customer Access to Fleet Innovation:

- ▶ Latest natural gas fleet technology
- ▶ CNG & LNG fueling infrastructure
- ▶ Maintenance & roadside services
- ▶ Safety and technical expertise
- ▶ Fuel station networks, design and layout
- ▶ Natural Gas engine and fuel tank technology
- ▶ Facility modifications required to maintain compliance to NFPA codes



“Providing leadership to promote the use of natural gas in heavy duty commercial fleets is **a strategic initiative for Ryder.**

Participation in this event underscores our commitment to bringing cost effective, environmentally sound commercial transportation solutions to market that help reduce both fleet costs and emissions.”

Robert Sanchez
CEO, Ryder System
“NGVs Take the Hill”
April 19, 2011
Washington DC

500 + HD NGVs in Service – 20M+ miles operated!



Alternative Fuel Fleets



Fuel Network



Maintenance and
Roadside Service

- **Southern California - SANBAG Project**
 - 3 NFPA Compliant Maintenance Facilities
 - Orange
 - Rancho Dominguez
 - Fontana
 - 2 LCNG Refueling Stations
 - Orange
 - Fontana
 - Public access!
- **Other California**
 - West Sacramento
 - Santa Fe Springs

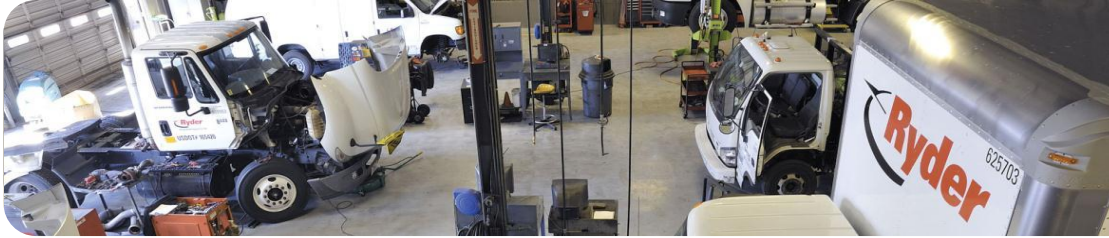
- **Michigan**
 - Livonia
 - Grand Rapids
- **Arizona**
 - Tucson
- **Coming Soon**
 - Dallas / Ft. Worth, TX
 - Houston, TX
 - Shreveport, LA
 - Salt Lake City, UT
 - Eagan, MN
 - Scranton, PA
 - Atlanta, GA
 - Charleston, WV

Ryder Service Location Network



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Ryder Drives NG Industry Standards



Legendary Ryder Commitment to Safety and Customer Service



Gas Detection System



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

- **Partnered with Cummins, Freightliner, NFPA to define safety standards and best practices**
- **Extensive operational experience in all geographies and all climate conditions**
- **Highly trained Technicians**

Access to expertise: Comprehensive training



Golden Eagle Distributors, Inc. will be converting its entire 23 vehicle delivery fleet in Tucson to CNG vehicles.

“Ryder has been our strategic transportation partner for 40 years. **We rely on their expertise when it comes to evaluating new technologies**, such as alternative fuels. Ryder has helped us find an alternative fuel that is not only cleaner and better for the environment, but we also expect to see real fuel cost savings over time. Our trust from working with Ryder for 40 years ensures us that the CNG vehicles will meet the needs of our drivers and the loads we carry daily.”

Christopher Clements, CEO,
Golden Eagle Distributors, Inc.

- **Ryder technician training programs** (supported through direct OEM technical relationships)
- **Ryder employee (non-technical) natural gas awareness training**
- **Ryder customer and driver training and awareness programs**
- **Community awareness training** (regarding the environmental benefits of natural gas)

Ryder LNG/CNG Vehicle Capabilities



NatGas Truck Engines



ISB6.7 G



- CWI JV
- 6.7 Liter
- **Spark Ignited**
- **2015 launch**

ISL G



- CWI JV
- 8.9 Liter
- Spark Ignited
- 250-320 hp
- 660-1000 lb/ft

ISX12 G



- CWI JV
- 11.9 Liter
- Spark Ignited
- 320-400 hp
- 1150-1450 lb/ft
- **2013 launch**



Specs: Balanced and Fuel Economy

- Performance Spec for Multiple Applications
- Combo Highway and City
- Overdrive Transmission
- Mid-level Rear Axle
- Target 1450 to 1600 RPM at Max Speed (65 MPH)

- Fuel Economy Spec for Highway Applications
- Additional Aerodynamic Equipment Available
- Direct Drive Transmission
- Low Rear Axle
- Target 1400 to 1500 RPM at Max Speed (65 MPH)

ISX12 G



- CWI JV
- 11.9 Liter
- Spark Ignited
- 400 HP
- 80,000 GVW
- 1450 lb/ft

Ryder Works with All Major OEMs



Components in the Decision Making Process



Miles

High Mileage
Low Mileage
ROI



Incentives

State Government
Local Government

Fleet Conversion



Fuel

CNG vs. LNG
Availability
Cost Savings



Partner

Acquisition
Service
Disposal

Cost Analysis-When Does it Make Sense?

Description	Diesel Day Cab	CNG Day Cab 115 DGE Tank \$2.50 CNG
Common		
Annual Base Mileage Application	75,000	75,000
Extra Miles (out of route)	0	0
Lease Rates		
Fixed	\$ 2,000.00	\$ 3,200.00
Variable @ \$0.065/ Mile	\$ 406.25	\$ 406.25
TOTAL	\$2,406	\$3,606
Fuel Usage		
Estimated MPG	6.50	6.00
Monthly Diesel Usage	962	
DEF Usage	24	
Monthly NG (DGE) Usage		1,042
Cost per Gallon		
Current Diesel	\$4.00	
Current DEF	\$2.50	
NG (DGE)		\$2.50
Diesel	\$3,846	
DEF	\$60	
CNG		\$2,604
TOTAL	\$3,906	\$2,604
Monthly Cost	\$6,313	\$6,210
Annualized Cost	\$75,750.00	\$74,525.00
Monthly Savings Per Unit vs Diesel		\$102
Annualized Savings Per Unit		\$1,225.00
	Base line	Net Decrease

Assumptions:

* Diesel /CNG Specs applies to apples

** CNG Fixed Price estimated

What-if Summary

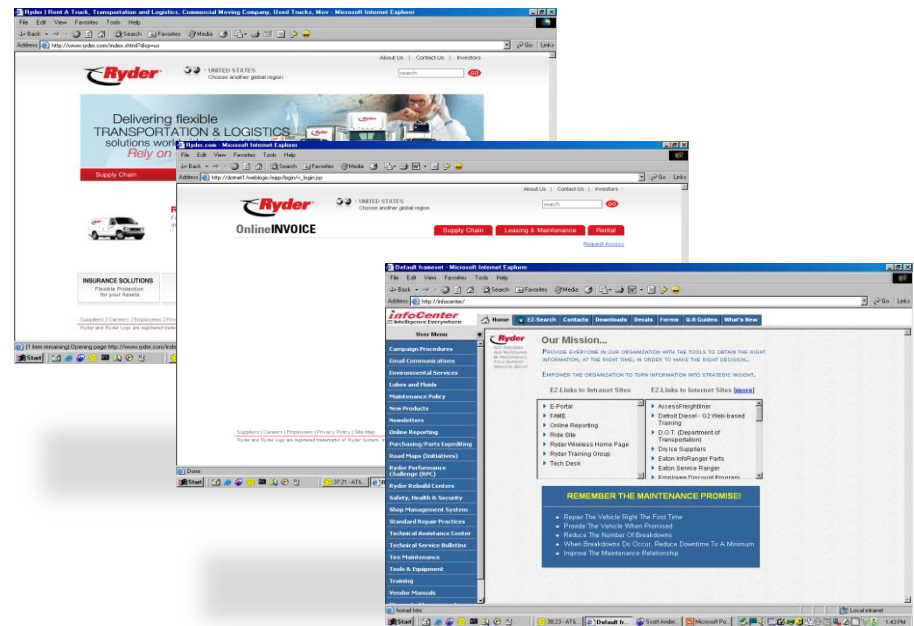
Miles per year	CNG Savings/(Loss)	CNG Payment	CNG Savings/(Loss)
50,000	\$ (3,983)	3,000	\$ 3,625
60,000	\$ (1,900)	3,050	\$ 3,025
70,000	\$ 183	3,100	\$ 2,425
80,000	\$ 2,267	3,150	\$ 1,825
85,000	\$ 3,308	3,200	\$ 1,225
90,000	\$ 4,350	3,250	\$ 625
95,000	\$ 5,392	3,300	\$ 25
100,000	\$ 6,433	3,350	\$ (575)
105,000	\$ 7,475	3,400	\$ (1,175)
110,000	\$ 8,517	3,450	\$ (1,775)

CNG Price / Gal.	CNG Savings/(Loss)	CNG MPG	CNG Savings/(Loss)
\$2.75	\$ (1,900)	5.00	\$ (5,025)
\$2.70	\$ (1,275)	5.25	\$ (3,239)
\$2.65	\$ (650)	5.50	\$ (1,616)
\$2.60	\$ (25)	5.75	\$ (134)
\$2.55	\$ 600	6.00	\$ 1,225
\$2.50	\$ 1,225	6.25	\$ 2,475
\$2.45	\$ 1,850	6.50	\$ 3,629
\$2.40	\$ 2,475	6.75	\$ 4,697
\$2.35	\$ 3,100	7.00	\$ 5,689
\$2.30	\$ 3,725	7.25	\$ 6,613

Ryder Lease Advantages

Included:

- ✓ Substitute Vehicles
- ✓ All Maintenance Costs
- ✓ All Preventive Maintenance Costs
- ✓ Normal Wear and Tear on Tires
- ✓ All Over-the-Road Service
- ✓ All Administrative Cost
- ✓ All Acquisition Cost
- ✓ All Financing Cost
- ✓ Discounted Rental Rates
- ✓ Online Invoicing
- ✓ Ryder Fleet Care Web Access
- ✓ Ryder Mobile Application
- ✓ Measured Account Review
- ✓ 3rd Party Satisfaction Indicators
- ✓ Move Fleet as Needed
- ✓ Personalized Account Management



Ryder West Sacramento

**2599 Evergreen Ave.
West Sacramento, CA 95691
(916) 372-7500**

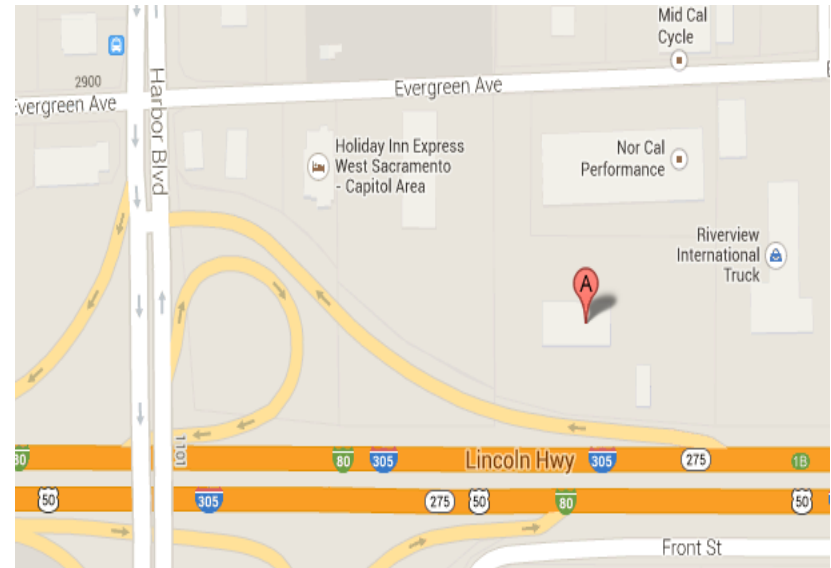
CNG Available to Rent

- **3-9 L Tandem Axle Day Cabs**
- **1-12 L Tandem Axle Day Cab**

Hours of Operation

**Rental Department: Monday thru Friday 7:00 AM – 6:00 PM
Saturday 8:00 AM – NOON**

Service Department: Monday thru Sunday Open 24 hours/day



Thank You

