Propane Autogas: The only financial viable, clean, alternative fuel with a business case to prove it.
Introducing Ferrellgas

Ferrellgas

Ferrell North America

Blue Rhino

Ferrell Autogas
Introducing Ferrellgas: An Overview

• Founded in 1939
• The nation’s leading autogas provider
• America’s premier propane provider
• Top “Green Fleet” with over 1,000 propane-powered vehicles
• Serving more than 1 million Customers
• Ferrell North America: Dedicated supply chain
• Blue Rhino: More than 40,000 retail selling locations
• NYSE listed: FGP
Introducing Ferrellgas: The One Stop Shop

• Partnering with conversion experts
• Fueling infrastructure
• Fuel Delivery
• Employee training
• Service after the sale
• Consulting / grant writing assistance
• www.ferrellautogas.com
Clean & Green: Where Does Propane Come From?

- More than 90% of domestic propane consumed is produced in the U.S.
- One third of the world supply is produced in Texas.
- More than 50% of U.S. propane comes from processing natural gas.
Clean & Green: Well to Wheel Greenhouse Gas Emissions

Greenhouse gas emissions converted to kg CO$_2$ equivalent per million Btu.

![Graph showing emissions comparisons](image)

Clean & Green: Propane is the Low Carbon Fuel

NOx Reductions / Particulate Matter Comparison

Diesel $\text{C}_{15}\text{H}_{32}$

Gasoline $\text{C}_{6}\text{H}_{18}$

Propane $\text{C}_{3}\text{H}_{8}$
Propane Fleets
Economic Justification: Wholesale Price Comparison

IN JUNE 2010 WHOLESALE PROPANE WAS $1.04 CPG LESS THAN GASOLINE.
Economic Justification: Crude Oil Prices

When the economy rebounds crude will continue to rise. Can your budget handle $4.00+ gasoline?

WHOLESALE PROPANE WAS $1.61 CPG LESS THAN GASOLINE.
Refueling Options: Fueling Your Fleet

- Install private scalable infrastructure for your fleet.
- Fill at any Ferrellgas location nationwide.
- On-site resupply via Ferrellgas delivery truck.
- 24/7 emergency roadside assistance from Ferrellgas.
Ford Assembly Plant, Wayne MI
(prior to crash bollard installation)
Positive Connections - MN
Shell gas station – Phoenix, AZ
Portland Schools, OR
ROUSH CleanTech – Plymouth, MI
Bexar Co, TX and Prosper Schools, TX
Existing Ferrellgas Propane Fuel Sites

Pennsylvania: 89-DEER
New Jersey: UC-340T
Maryland: AJK-216
Incentives
Federal and State Incentives

The U.S. Department of Energy maintains a clearing house website of federal and state incentives for alternative fuels.

http://www.afdc.energy.gov/afdc/incentives_laws.html
Tax Savings

- $0.50 per gallon Autogas Fuel tax credit
  - Effective through December 31st, 2011
  - Retroactive to January 1st, 2010

- Alternative Fuel Infrastructure Tax Credit
  - Recover 30% of cost of installation ($30,000 max)
  - Must have tax liability
SAFETY
How safe is propane autogas?

• Propane is used in over 15 million vehicles worldwide
• One of best safety records of any fuel based on worldwide per capita use
• Propane tanks are 20 times stronger than Gasoline tanks
• Lower flammability rating than gasoline
• Low operating pressure
• Automatic Shut – off valves
Dispenser/storage safety

• Highly skilled and trained Ferrellgas Technicians will make sure your dispenser is installed safely.
• We will train your employees how to safely pump propane.
• Installation takes about 45-60 days for permitting and construction.
Contact

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