



# Alternative Fuels: Opportunities & Challenges *The Fleet Perspective*

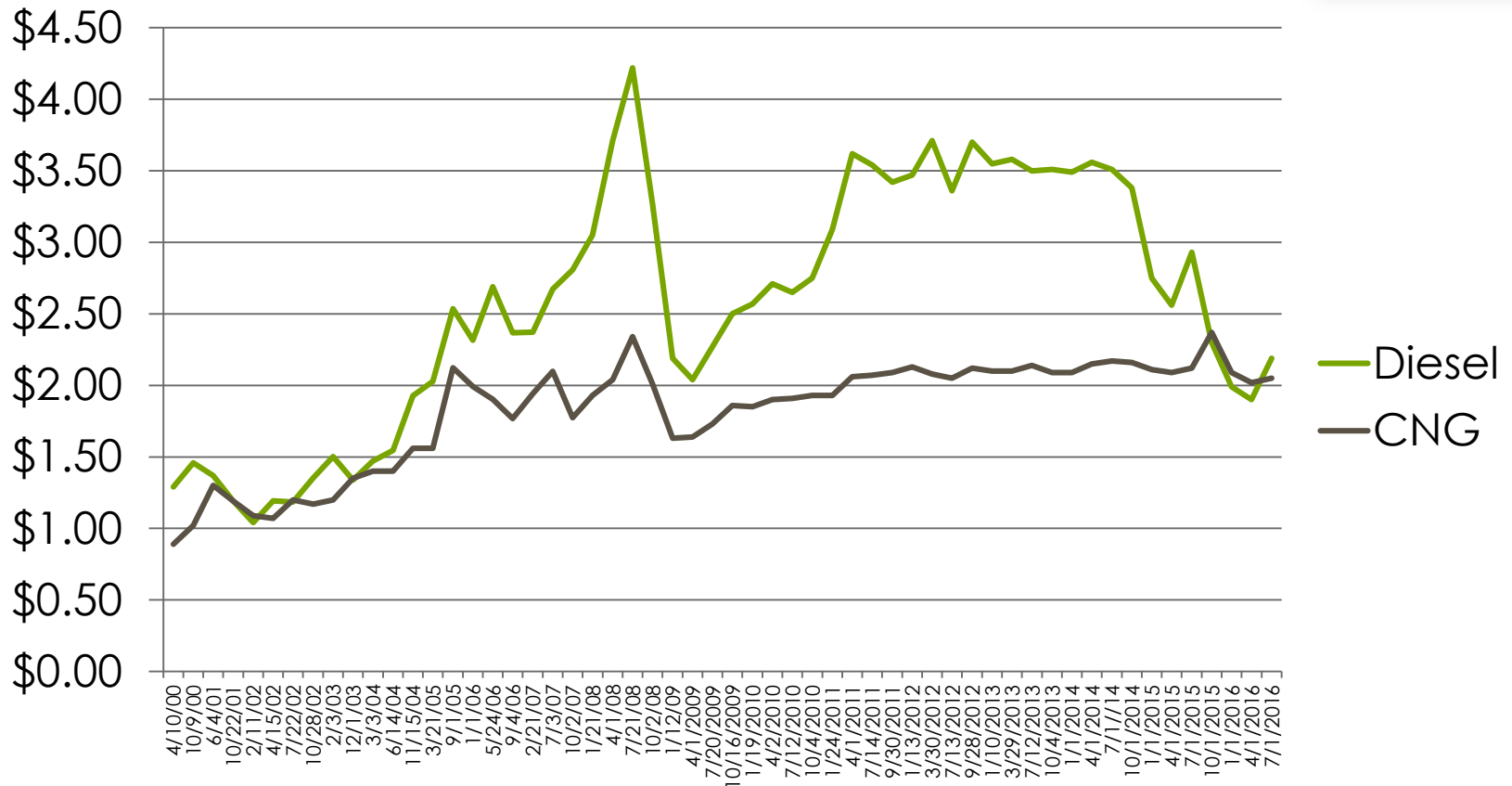
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# Opportunities

- Local, regional fleets
- Fleets already invested
- Environmental sustainability
  - Corporate image
- Fuel savings

## Challenges exist for fleets considering a conversion to alternative fuels - different market than 5-6 years ago



Source: U.S. Department of Energy, Alternative Fuels Data Center  
<http://www.afdc.energy.gov/fuels/prices.html>

# Challenges

- Cost of conversion/purchase
  - Useful life
  - Maintenance
- Fueling infrastructure
  - Stations are consistently being added
- Grant opportunities are limited
- NYS restriction on transport of LNG
- How is it taxed?

# The Future

- Many current challenges likely to be addressed
  - Research & technology improvements will address cost barriers
  - Fueling infrastructure will continue to improve
  - Volatility of diesel price vs natural gas
- Phase II GHG standards – emissions reductions
- New technology
  - Truck platooning

**Despite current challenges, there are many opportunities in the future that will help drive the market for alternative fuels.**