Alternative Fuel Vehicles
Leasing Makes it Possible

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TRANSPORTATION CORE SERVICES

TRUCK LEASING
Is a leading transportation services provider in North America, offering:
- Full-Service Leasing
- Contract Maintenance

TRUCK RENTAL
Operates one of the newest and most diverse truck rental fleets in North America providing both:
- Commercial Rental
- Consumer Rental

LOGISTICS
Serves companies in North America, South America, Europe, and Asia, offering:
- Dedicated Contract Carriage (DCC)
- Transportation Management (TM)
- Distribution Center Management (DCM)
THE POWER OF PARTNERING WITH PENSKE

Large Vehicle Selection

Vehicle Engineering

Comprehensive Maintenance

24/7 Roadside Assistance

Funding Support

Fueling Strategy

Regulatory Support

Driver Training
PICKUPS TO TRACTORS

270k+ Units on the road today

- Panel, walk-in and step vans
- Box, bobtails and straight trucks
- Temp-controlled reefer trucks
- Low cab forward and cab-over trucks and tractors
- Single-axle day cabs
- Single-axle sleeper cabs
- Tandem-axle day cabs
- Tandem-axle sleepers
- Beverage trailers
- Dry van trailers
- Flatbed trailers
- Plate trailers
- Pup van trailers
- Refrigerated trailers
FUEL AGNOSTIC APPROACH

700+ Vehicles in our AFV fleet

- Electric
- Hybrid electric
- CNG
- LNG
- Propane
- Coming soon - Hydrogen
Keys to Successful Implementation

Operational Requirements, Economics, and Other Factors that Impact Your Fleet
WHAT IS A VEHICLE LEASE

The Power of Partnering with Penske

Leasing vehicles is a multi-year contracted agreement between a carrier and Penske.

Leases are typically for the initial life of the vehicle. As an example, if a tractor has a first life of 600K miles and the customer drives 100K miles annually, the lease would be typically written for 6 years.

**Recipe**
1. Lease a vehicle
2. Add Driver & Insurance
3. Drive
ALTERNATIVE FUEL DECISION SUPPORT

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
- Required range
- Vehicle operating hours/charging times
- Reliability

DO THE ECONOMICS WORK?
- Annual Mileage
- Charging Strategy
- 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
FULL SERVICE LEASING

WE HELP YOU WIN

It’s all about vehicle uptime.

WE BEGIN BY SPEC’ING THE RIGHT TRUCK
- Our specialists work with OEMs to “build” the truck that will best meet your needs
- Focus is on the specific task of the truck, driver demands, fuel economy, and longevity

WE CONTINUE BY KEEPING TIGHT TABS ON IT
- Preventive maintenance schedules exceeding federal guidelines
- Our goal is trucks that run from PM to PM without incident
- We comply with all FMCSA and CSA regulations

WE MAKE IT EASY FOR YOU TO GET SERVICE
- We provide off-hour service to reduce interruption and make sure that your trucks are ready when you need them
- Consistent one-stop service, rental, and repair in many locations
- Investing in technology for self-diagnosing equipment

YOU’LL HAVE A FRONT ROW SEAT
- We give you visibility to your data with Fleet Insight
- Get immediate access to monthly bills, preventive maintenance schedules, and fleet/unit data
- With all your fleet data in one place, bookkeeping, taxes, and regulatory reporting are easier and more accurate
ALTERNATIVE FUEL ACROSS OUR CORE SERVICES

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 municipal vehicles through on-road tractors
Full Service Leasing of AFVs includes all fuels, vehicle types, & manufacturers
CNG powered tractors are currently operating in the Penske DCC fleet

AFVs are Available Across All Penske Products
VEHICLE FUNDING
Identifying Opportunities, Application Support, and Compliance Reporting

$10M + FUNDING secured for clients

Powered by:
CLEAN TRANSPORTATION & ENERGY CONSULTANTS
CUSTOMER RESOURCES – FUNDING & ADVANCED VEHICLES

The Power of Partnering with Penske

We manage the entire funding process from application to reporting.

UP-TO-THE-MOMENT FUNDING OPPORTUNITIES ACROSS US & CANADA FOR FLEETS ACROSS WEIGHT CLASSES

- Online funding portal available for all Penske team locations to access funding opportunity information on VW and on other grants, rebates, vouchers, tax credits, and loans.
- Printable fact sheets on funding opportunities for customers.

GLADSTEIN NEANDROSS & ASSOCIATES MANAGES THE AFV FUNDING PROCESS FOR PENSKE

- Most experienced provider of AFV consulting services with a proven track record of success

100% OF FUNDS ARE APPLIED

- To drive adoption and maximize the impact of funding, Penske absorbs the cost of grant administration
We have been engaged on VW funding opportunities for over a year.

**WE HAVE BEEN ACTIVELY ENGAGED IN SHAPING FUNDING PLANS**

- To ensure funding is developed in a way that benefits our customers, Penske has submitted comment letters to all 50 states on VW funding priorities.
- Penske has also engaged in calls with agencies on how to make funding programs work best for fleets.

**WE HAVE BEEN TRACKING FUNDING OPPORTUNITIES AND INFORMING OUR CUSTOMERS MONTHS BEFORE THEY'RE READY**

- To drive adoption of clean vehicles, Penske is informing customers before funding is available to ensure we are first in line.

**WE ARE ABLE TO GET CUSTOMERS INTO VEHICLES ASAP BY LEVERAGING OTHERS FUNDS AS WELL**

- If VW doesn’t work for timing reasons or a better deal exists, Penske is able to pivot customers to other opportunities.
ELECTRIC VEHICLES
Evaluating Opportunities, Challenges, and Realistic Implementation Timelines
Penske is taking a steady & measured approach to emerging technologies

Critical to success: Understand the difference between early development and science experiments
ELECTRIC VEHICLE FIRST STEP

Understanding the Duty Cycle & Charging Impact

Charging Demand:
- Days/Week
- Shifts/Day
- Hours/Shift

Vehicle Charging:
- End of day
- Opportunity Charge
- Between Shifts

Is sufficient power available at the:
- Facility, Street, Substation?
Best location for charging equipment (parking)
Plan before vehicle purchase (upgrades can take significant lead time)
REMOUTH BARROWS FOR FLEETS

The Power of Partnering with Penske

Penske provides the vehicle expertise and safety net.

• No upfront purchase costs
• No concerns about vehicle residual/resale
• No costs to modify maintenance facilities
• No maintenance training costs
• No investment in special tools
• No learning curve, instant technology expertise
• No fueling anxiety
  • Penske will help with vehicle routing
  • Penske will help with fueling contracts
• 24/7 Roadside assistance & nationwide service network

Leasing with Penske is like instantly hiring an experienced alternative fuels department
OFFERING A 1 to 30 DAY RISK FREE TRIAL

ALTERNATIVE FUEL VEHICLE DEMONSTRATION & ENHANCED DRIVER EXPERIENCE PROJECT

- Drive a natural gas truck for the same price as a diesel truck
- Test the power and performance of natural gas trucks in your fleet’s duty-cycle before buying or leasing
- Gain hands-on experience with the natural gas truck refueling process
- Expose key decision makers to the benefits of natural gas trucks

Program ends in July 2018

**Trial Locations:**
- Maryland
- Wisconsin
- Louisiana
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