Penske’s market assessment evaluated each vehicle, determining the overall expected annual savings to the customer by subtracting the incremental annual lease and maintenance costs from the annual fuel savings. Vehicles determined to be suitable are those whose overall expected annual cost savings is greater than or equal to zero dollars.

<table>
<thead>
<tr>
<th>Fuel Type</th>
<th>Region</th>
<th>Eligible Vehicles</th>
<th>% of Total</th>
<th>Offers Highest Cost Savings</th>
<th>Max Cost Savings</th>
<th>Average Cost Savings</th>
<th>Numbers of Accessible CNG Stations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Natural Gas</td>
<td>Baltimore</td>
<td>2,029</td>
<td>19%</td>
<td>2,022</td>
<td>$18,100</td>
<td>$1,831</td>
<td>24</td>
</tr>
<tr>
<td></td>
<td>Baton Rouge</td>
<td>419</td>
<td>31%</td>
<td>416</td>
<td>$21,102</td>
<td>$3,479</td>
<td>9</td>
</tr>
<tr>
<td></td>
<td>Neenah</td>
<td>890</td>
<td>25%</td>
<td>890</td>
<td>$20,748</td>
<td>$4,131</td>
<td>45</td>
</tr>
</tbody>
</table>
Fleet Profile: Sutton Transport, Inc.
- Privately held Less Than Truckload regional carrier
- 300+ Vehicles & pieces of equipment
- Located in Weston, Wisconsin

Market Profile
- 890 diesel vehicles that could potentially be replaced
- $4,131 average per vehicle annual cost savings
- 45 CNG stations

Narrative
Of the three demo locations, Neenah, Wisconsin saw the greatest number of rentals, with Sutton Transport being the most frequent CNG customer. Over the course of a year, the company rented the CNG unit 12 times, totaling over 4,500 miles, using the equivalent of 915 diesel gallons of fuel. While this location had the fewest potential replacement vehicles according to the market assessment, it also had the highest average cost savings from CNG deployment and highest number of available CNG refueling stations. While Sutton transport was hesitant to commit to the natural gas technology due to reliability concerns, they were able to effectively substitute the CNG unit in their fleet when necessary.

Fleet Profile: Veriha Trucking, Inc.
- Family owned transportation and logistics service company providing regional and long haul trucking
- EPA SmartWay partner owning and operating a fleet of 28 CNG tractors
- Located in Marinette, Wisconsin

Market Profile
- 890 diesel vehicles that could potentially be replaced
- $4,131 average per vehicle annual cost savings
- 45 CNG stations

Narrative
Headquartered in Marinette, Wisconsin, Veriha Trucking is a primarily regional carrier operating within the Midwest but also offering transportation capabilities in the Northeast and over the road, long-haul services. The company has shown commitment to CNG within their own fleet, owning and operating 28 12L CNG tractors. Veriha was also one of the most frequent customers to utilize the demonstration vehicle, taking it out for a total of 35 days. The company ran the unit for a total of 4063 miles, using the equivalent of 813 diesel gallons of fuel.
Market Profile

- 2,029 diesel vehicles that could potentially be replaced
- $1,831 average per vehicle annual cost savings
- 24 CNG stations

Narrative

While data from the Baltimore region indicated high potential demand, large cost savings, and available supporting infrastructure, the execution of the demo saw no rentals over the life of the project. Of course, this isn’t to say that the Maryland program was a failure. Indeed, there are several lessons to be learned from the factors that led to this outcome, especially when contrasted with the high rental rates of the Wisconsin facility. First, prior to the start of this program, diesel prices were in a nearly yearlong decline. At the time of the program’s launch, they dropped below that of CNG for the first time in over a decade. With the previous period of an extended high price environment, fleets that were interested had already made their own commitments to CNG. Furthermore, the remaining operators who would be ideal candidates for the demonstration were often off-put by the public access stations they would have to utilize, which were often considered to be in inconvenient locations. Of course, these factors were true for all three locations, though the potential average cost savings in Baltimore were significantly lower. What may have been the crucial link then in overcoming these barriers and developing fleet interest was the outreach to and engagement with new fleets. In this region, the local trucking association which has huge market sway and influence with its constituency was unfortunately not leveraged due to financial constraints, ultimately limiting the influence of the program.