

Ryder Natural Gas Innovation

Drive What Matters – with Sustainable Efficiencies



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

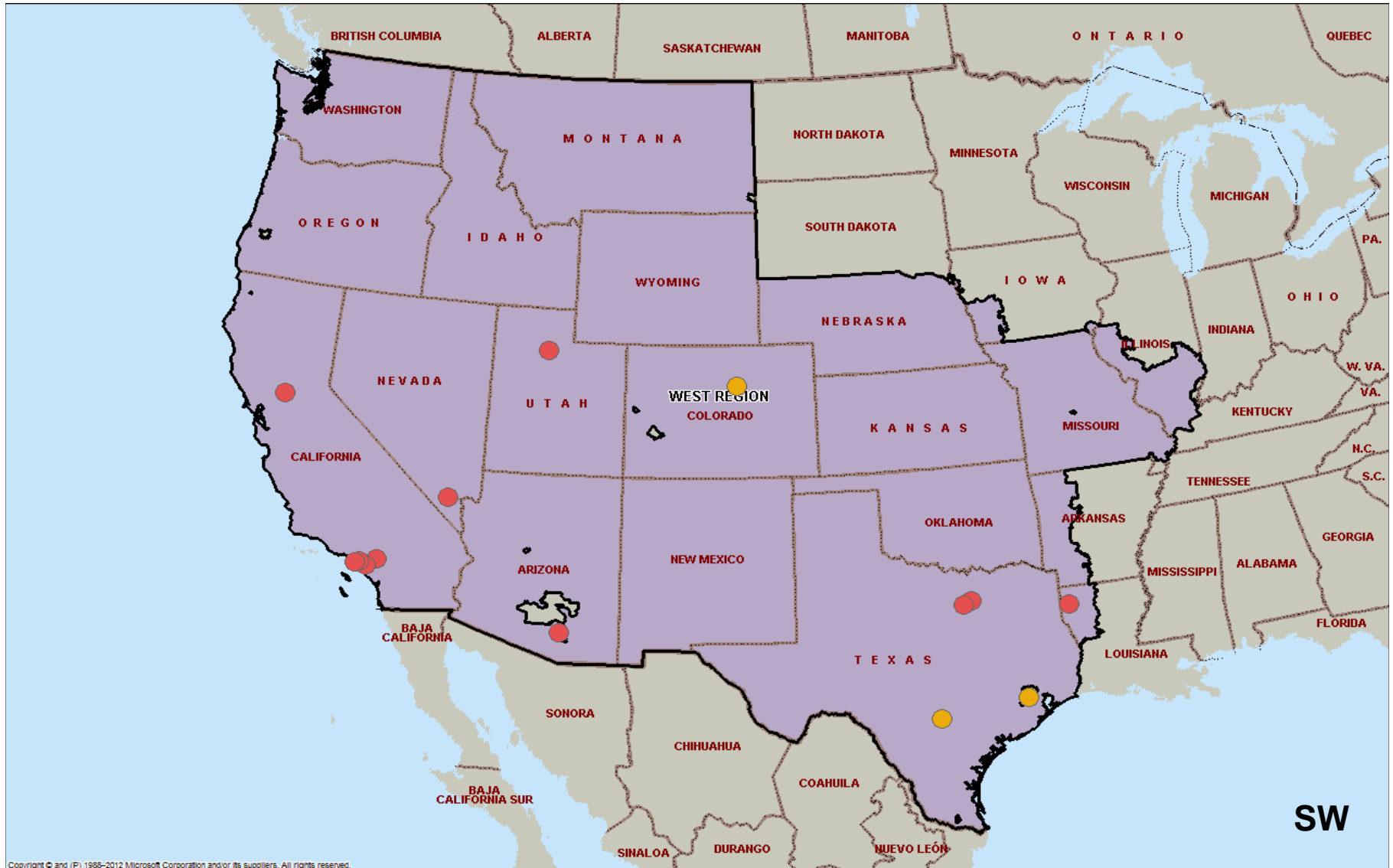
- **Southern California - SANBAG Project**
 - 3 NFPA Compliant Maintenance Facilities
 - Orange
 - Rancho Dominguez
 - Fontana
 - 2 LCNG Refueling Stations
 - Orange
 - Fontana
 - Public access!
- **Michigan**
 - Livonia
 - Grand Rapids
- **Arizona**
 - Tucson

- **California**
 - West Sacramento - Complete
 - Santa Fe Springs – coming soon
- **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



West Region - Ryder Natural Gas Shop Locations



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

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)

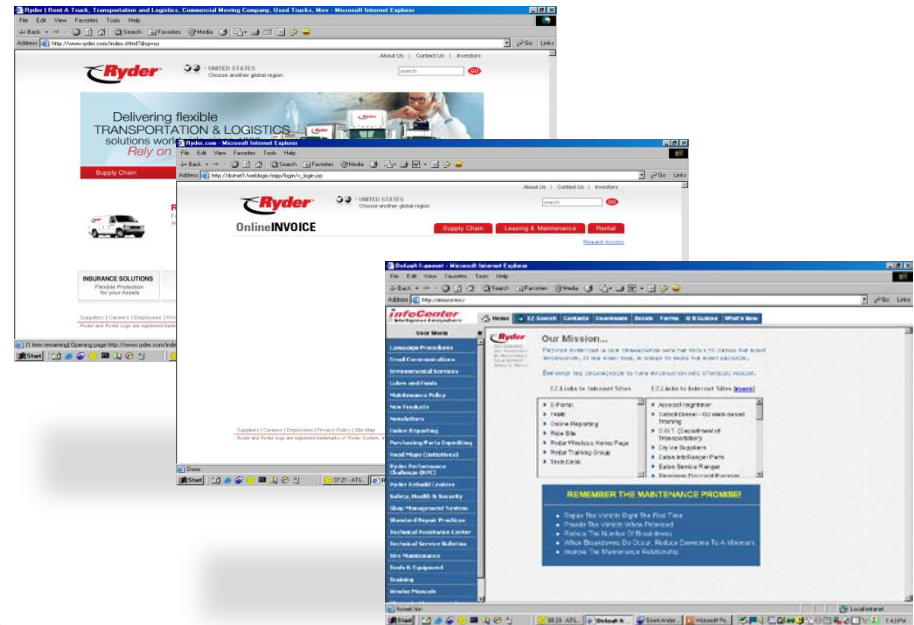
Ryder LNG/CNG Vehicle Capabilities



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**



Thank You