



# Finding Success With Natural Gas Engines

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Contract Transport Services LLC

# CTS Overview

- Established 1985
- Based in Green Bay, WI
- 225 Employees, 175 Drivers
- 133 Tractors, 86 CNG
- 166 Mile Average Length Haul



# CTS Domiciles

- Green Bay, WI
- Manitowoc, WI
- Fond du lac, WI
- Wausau, WI
- Shawano, WI
- Germantown, WI
- Iron Mountain, MI
- Escanaba, MI



# CNG Timeline

- 2013 Took Delivery First CNG Tractor
- 31 Tractors 2013-2016
- 22 Tractors 2017
- 48 Tractors 2018
- 25 Ordered 2019
- CNG Miles
  - 2017 5.7M
  - 2018 11M Projected
  - 28.6M Lifetime CNG



# Preferred Truck Spec

- Freightliner Cascadia or Kenworth T680
- Cummins ISX12N Engine
- Allison Automatic Transmission
- Agility 175 DGE Back of Cab Fuel System





# Driver Education & Evolution of CNG

- Lack of In Cab Fuel Gauge
  - Blue IQ Introduced 2018
- Understanding PSI
- Training on Fueling Protocol
- Tank Capacity and Miles
  - 140 to 175 Gallons
  - 560 to 700 Mile Range



Full Tank



# Maintenance Hurdles

- More Frequent PM Intervals
  - 22,500 Mile Intervals
  - 40,000 Mile Intervals With Valvoline Extended Oil
- 3<sup>rd</sup> Party Tank Inspections
- Technician CNG Training
- Stock CNG Specific Components in Inventory
- Lead Time on Parts
- Vendor Knowledge



# CNG – What We've Learned

- Measure Fuel as Cost Per Mile
- CNG Infrastructure
- Reduced MPG
- Residual Values
- Networking
  - Clean City Organizations
  - Vendors
  - Other Carriers





# CNG Advantages

- Stable Fuel Cost
- Reduced Emissions
- Maintenance Free Exhaust Treatment
  - DEF Fluid & DPF Filter
- Reduced Gel Ups in Winter
- Tanks 20 Year Life
- Alternative Fuel Tax Credits
- Longer Customer Contracts

