

## SUCCESS STORY: BLOSSMAN GAS & APPLIANCE

### BACKGROUND

Blossman Gas & Appliance has been providing comfort to families throughout the Southeast for more than 67 years. Blossman is a full-service company that provides everything from propane delivery to appliance sales, installation and repair. The company employs over 800 people, and has expanded from one location in Mississippi to 16 states across the Southeast and Mid-Atlantic serving over 160,000 customers.

### PROGRAM SNAPSHOT

Blossman Gas operates 272 vehicles on propane autogas, traveling four million miles annually. Autogas vehicles used by Blossman employees are for delivery, service, sales and many other aspects of the company's day-to-day business.

### WORKING WITH ALLIANCE AUTOGAS

In 2012, Blossman Gas, Inc. decided to start the transition to autogas. Eddie Waldrop, Director of Company Assets, developed a strategy with AAG for 125 vehicles in the Blossman company fleet that would allow for a well-managed, cost-efficient process. He planned to convert 37-39% of the vehicles within

the first year. This initial conversion effort went smoothly, with both Waldrop and drivers pleased and comfortable with the process.

Waldrop continued to convert more vehicles in the fleet every year as conversion systems for particular engines came available. For example, in 2015, Ford offered an engine in a 2 ton (F-750)

V10 gasoline engine. Blossman ordered and used a Prins VSI1 system, tested for 1 year, and found no drive-ability issues. Now the Blossman fleet utilizes 49 of the F-750 vehicles.

Waldrop said that overall, the conversion project has been specifically focused on displacing diesel vehicles, knowing that the benefits would be tremendous cost savings and significant emissions reductions. Waldrop said the company was very strategic in their geographic placement as all fleet vehicles are better suited to one fuel or another, depending on their purpose. To do this, he followed three simple steps:

1. Identify the best locations for autogas fueled vehicles, taking into consideration climate and geography.
2. Identify diesel vehicles on-site in those locations by working with the local branch managers.



Eddie Waldrop  
Dir. Company Assets  
Blossman Gas, Inc.

### FLEET STATISTICS

#### FLEET TYPE:

Propane Delivery & Service

#### AAG PARTNER:

Blossman Gas, Inc.  
([www.blossmangas.com](http://www.blossmangas.com))

#### AUTOGAS VEHICLES IN

##### FLEET:

Class 1: 23  
Class 2: 103  
Class 3: 65  
Class 4: 27  
Class 5: 4  
Class 7: 49

#### ANNUAL AUTOGAS MILEAGE:

4 million miles

#### AUTOGAS FUELING:

Onsite at 65 Blossman Gas branches

#### TIME OPERATING ON

##### AUTOGAS:

5 years



## SUCCESS STORY: BLOSSMAN GAS & APPLIANCE

3. Trade out those diesel vehicles for autogas vehicles through constant communication with the branch managers, service technicians and other involved parties to ensure a seamless transition.

### RESULTS AND AUTOGAS BENEFITS

Eddie Waldrop and Blossman Gas, Inc. leadership saw the transition to an autogas fleet as an opportunity to “walk the talk” in support of the propane industry. In addition, Waldrop was optimistic about the opportunity to implement a “green initiative,” reducing NOx and CO<sub>2</sub> emissions for Blossman’s sizeable fleet, and therefore Blossman’s overall corporate carbon footprint. Blossman Gas, Inc. also enjoyed a total cost of ownership savings by converting to autogas as the diesel platform is more expensive due to fuel-specific required repair and maintenance, and diesel’s greater expense per gallon. The greatest financial savings were realized when comparing the converted F-750 to the original diesel gas delivery truck.

### MOVING FORWARD

Blossman Gas, Inc. is committed to moving forward with fleet conversion in a fiscally and environmentally responsible manner. Each year as qualifying vehicles are added to the fleet, they are converted by AAG service technicians. When one vehicle is traded for a newer vehicle due to high mileage or excessive maintenance, Blossman is able to make use of AAG’s convenient “Plug and Play” systems that allow service technicians to complete conversion in less than five hours. Blossman is continually adding off-site fueling stations, allowing for increased flexibility for their own vehicles and customer fleets. Finally, as AAG secures R20 (renewable propane), Blossman Gas autogas systems will further produce emissions reductions.

