

CASE STUDY: **VAN GO, INC.**, RICHMOND, VIRGINIA



VAN GO ON-SITE REFUELING FACILITY RICHMOND, VIRGINIA

THE DECISION

SID DEL CARDAYRE, VAN GO

“At first it was an ethical and environmental question based on my desire to have a green company, back in 2012. With cleaner fuel for our vehicles, not only was it better for our environment, but engines were going to break down a lot less often. The real factor, though, in the decision to convert our vehicles to propane autogas, was financial. With gasoline at \$4 per gallon and propane at just above \$2 per gallon, the cost differential was substantial. It was a no-brainer.

It took me less than 10 days from start to finish to make this decision. I was looking at a cost savings of almost \$10,000 a month for our fleet. I was having lunch with a friend who owns a larger fleet and had done conversions to propane autogas, and he said, “What are you waiting for?” After lunch I immediately called Alliance Autogas to say, “Let’s get going.” The time it took to completely recoup the investment of converting my 50 fleet vehicles was no more than 6-7 months.

Now, even though the price differential between gasoline and propane is less, the economy of scale on the kits make them less expensive, so it would still be considered a wise investment financially as long as your fleet is driving the needed miles. Also, cleaner burning propane autogas provides less maintenance and a tremendous emission reduction, which exceeds all expectations.”

ABOUT VAN GO, INC.



Van Go Transportation has served the Richmond area for more than 25 years. Their fleet currently consists of more than 70 vehicles including 37 ambulatory vehicles and 35 wheelchair accessible vehicles with 50 of the vehicles operating on propane autogas. In 2014, Van Go used over 100,000 gallons of propane to run their fleet.