



# BLOSSMAN GAS REDUCES OPERATING COSTS WITH PROPANE VEHICLES

## MARKETER PARTNERS WITH CONVERSION CENTER FOR SUCCESSFUL ADOPTION

### PROPANE AUTOGAS JUST MAKES SENSE

Blossman Gas has long had propane autogas vehicles in its fleet. The propane retailer found value in being able to support itself with the domestically produced, clean fuel. But it really ramped up its efforts to convert more vehicles nearly a decade ago when new autogas fuel injection technology hit the market that improved vehicle performance and made propane autogas a must-have fuel for the company. By establishing a partnership with a certified conversion center, Blossman has been able to create custom conversions that have made for easy adoption of propane autogas.

Of course, Blossman enjoys the advantages that many fleets note about fueling with propane autogas — it's a clean fuel, its performance is reliable. But none of that would matter if it wasn't an affordable option.

Fortunately for Blossman, an increase in propane autogas vehicle count in its fleet has allowed it to reduce operating costs by hundreds of thousands of dollars annually. Plus, drivers have been able to easily adapt to propane autogas and vehicle performance has remained steady. Most importantly, Blossman has been able to showcase propane autogas' benefits to other companies in the community and earn new business.

Today, more than half of its fleet operates on propane autogas bi-fuel systems. As the company looks to the future, it plans to convert even more vehicles because using propane autogas "just makes sense."

### MARKETER PROFILE

Founded in 1951 with one office and one truck, Blossman Gas has grown to over 75 branches in the U.S. and is the ninth largest propane retailer in the country. Today, more than 55 percent of the company's vehicles are powered by propane autogas.

#### FEATURING:

**150** Passenger vehicles.

**160** Class 3-5 vehicles.

**80** Class 7 vehicles.



## LESSONS LEARNED FROM EDDIE WALDROP, DIRECTOR OF COMPANY ASSETS, BLOSSMAN GAS

### 1 CREATE PARTNERSHIPS WITH CONVERSION AND SERVICE CENTERS.

Propane retailers interested in adding propane autogas vehicles to their fleets should start by contacting their local conversion center and working with them. In some cases, certified conversion centers can also assist with maintaining and servicing the vehicles.

### 2 SHOW AND TELL.

Blossman Gas takes its propane autogas vehicles to customers who are interested in converting their fleet and educates them on what the conversion looks like, what the performance is like, and information on cost savings. Rather than just telling the customer about the advantages of propane autogas, Blossman Gas can show it and earn new business.

### 3 DO THE MATH.

By using propane autogas instead of gasoline in its passenger and class 3-5 vehicles, Blossman Gas realized cost savings of \$615,000 in 2019, or about \$2,000 per vehicle. When comparing cost savings of operating class 7 vehicles with propane autogas instead of diesel, Waldrop estimates the company reduced operating costs by about 25 percent. And the savings go even further — Blossman Gas plans to take advantage of the reestablished Alternative Fuel Tax Credit, which equates to approximately 37 cents per gallon of propane autogas.

**“WE’RE ABLE TO TALK-THE-TALK AND WALK-THE-WALK. WE’RE ABLE TO STAND BEHIND OUR PRODUCT AND WHAT WE DO.”**

EDDIE WALDROP



**“REALLY AND TRULY, I BELIEVE IT’S VERY EASY TO RECOGNIZE THAT OTHER MARKETERS IN THE PROPANE AUTOGAS INDUSTRY CAN SAVE SIGNIFICANT DOLLARS USING PROPANE AUTOGAS VERSUS OTHER SOURCES. THEY JUST HAVE TO LOOK AT THE NUMBERS.”**

EDDIE WALDROP

#### FOR MORE INFORMATION

To learn about propane-powered fleets, visit

[Propane.com/On-Road-Fleets](http://Propane.com/On-Road-Fleets).

THE PROPANE EDUCATION & RESEARCH COUNCIL was authorized by the U.S. Congress with the passage of Public Law 104-284, the Propane Education and Research Act (PERA), signed into law on October 11, 1996. The mission of the Propane Education & Research Council is to promote the safe, efficient use of odorized propane gas as a preferred energy source.

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