

## SUCCESS STORY: GREEN'S BLUE FLAME GAS COMPANY, HOUSTON, TX

### BACKGROUND

Green's Blue Flame Gas Company was started in the 1967 by Bill Green to serve the greater Houston area. The family business has always utilized propane in whatever way possible. Brian Green, Business Development Manager for Green's Blue Flame says, "The technology has changed significantly over the years but the constant for our company has been the mentality of doing what is necessary to convert our vehicles and keep them running on propane."

### PROGRAM SNAPSHOT

One of the first partners of Alliance AutoGas (AAG) in 2010, Green's Blue



Flame has been under continuous ownership and operation by the Green family who started the business in 1967. President of Green's Blue Flame Gas Company, Joe Green says, "I met Randy Doyle [former CFO] of Blossman Gas [founding company of AAG] back in 2009 through [NPGA]

benchmarking. Randy told me about AAG and asked if I was interested. After I said I was, Stuart Weidie called me and I soon found out that we had a lot of common interests. We wanted to run everything we could on propane and make propane more accessible to our customers, and I knew AAG could contribute to that goal."

### WORKING WITH ALLIANCE AUTOGAS

In October of 2019, the company finished converting the last of its service and delivery vehicle fleet to operate using propane autogas. This now means that their entire fleet, 100% of their applicable vehicles, are propane equipped. Green's Blue Flame has 18 total vehicles in their service and delivery fleet, ranging from bobtail trucks to light-duty services trucks. Fuel savings are adding up quickly; the company is currently saving 60% by using propane in their bobtail trucks as opposed to diesel and saving 50% by utilizing propane in their light-duty vehicles. Green's Blue Flame is also pleased to see savings on their overall vehicle maintenance. For example, regulations require diesel-powered vehicles to use diesel emissions fluid (DEF) for daily operation to help reduce particulate matter and nitrogen oxide (NOx). Propane autogas burns clean and does not require additional fluids like DEF, which eliminates the expense entirely.

### ESSENTIAL TO THE COMMUNITY

As the entire world is facing both personal and professional challenges in the fight against COVID-19, Green's Blue Flame is taking care to those who need them the most. Brian Green says, "The propane industry is working in the

 Brian Green,  
Bus. Dev. Manager,  
Houston, TX

#### FLEET STATISTICS

##### FLEET TYPE:

Propane Delivery & Service

##### AUTOGAS VEHICLES IN FLEET:

12 Bobtails  
5 Service Trucks  
1 Ford Taurus

##### ANNUAL AUTOGAS MILEAGE:

39,200 per vehicle

##### AUTOGAS FUELING:

On-site fueling

##### TIME OPERATING 100% OF

##### FLEET ON AUTOGAS:

8 months

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background to make sure homes and other essential businesses continue to operate during this difficult time. As a primarily commercial-focused propane service provider, we have many customers critical to the supply chain needed to support households and essential infrastructure. The most notable is a local food bank that distributes food to those that need it." Garrett Green, Operations Manager for Green's Blue Flame states, "We made changes to our delivery and invoicing process to provide the safest environment possible for our employees and customers while maintaining a quality service."

### **MOVING FORWARD**

AAG is thrilled to have a Partner like Green's Blue Flame lead by example in the propane industry. Jessica Johnson, Partner and Projects Liaison for AAG says, "Green's Blue Flame Gas Company exemplifies how a propane company should aim to do business in today's industry. We have enjoyed working with them over the years and hope our other partners will strive to convert their fleets to 100% autogas as well, now that they see it can be done." When speaking on Green's Blue Flame recent accomplishment, Brian Green added, "Having a fleet where we run everything on propane shows we fully believe in propane as a fleet fuel. By having 100% of our fleet run on autogas, it shows our customers how invested we are in propane."