



# DELTA LIQUID ENERGY PURSUES PROPANE VEHICLES DESPITE ROADBLOCKS

CALIFORNIA MARKETER TACKLES PUSHBACK FROM CARB CERTIFICATION.

## RUNNING ON PROPANE IS TRADITION

The company's goal has always been to run as many vehicles as possible on propane autogas, and its current president Bill Platz is determined to keep it that way. Despite California's push to eliminate fossil fuels and go all electric, Delta Liquid Energy still saves money by powering most of its fleet on autogas.

**"AT THIS POINT, OUR FUTURE IN AUTOGAS MAY BE DEPENDENT ON GETTING INTO RENEWABLE PROPANE."**

PHIL COMSTOCK

## MARKETER COMPANY PROFILE

Delta Liquid Energy has been a family-owned and operated company since 1936. Its facilities include nine bulk plant locations and two rail terminals serving Central and Southern California and Southern Nevada. Fifty-nine percent of the company's fleet is still propane-powered despite roadblocks imposed by CARB, the California Air Resources Board.

### FEATURING:

- 9** bulk plants
- 2** rail terminals

# LESSONS LEARNED FROM PHIL COMSTOCK VP SAFETY & OPERATIONS, DELTA LIQUID ENERGY

## 1 PARTNERING WITH OEMS MAKES A DIFFERENCE.

Marketers interested in adding propane vehicles to their fleets should start by contacting their local Freightliner Custom Chassis Corporation (FCCC) dealer and working with them. The company is selling a good product that only gets better over time.

*“Our saving grace with autogas has been getting in close with FCCC and alternative fuel conversion companies. We can now partner with Isuzu to get parts for the Greenkraft dedicated propane chassis, and we also work with Roush CleanTech and ICOM North America for light- and medium-duty trucks.”*

## 2 RENEWABLE PROPANE IS THE WAY OF THE FUTURE.

They don't want to hear about fossil fuels in California. They're pushing an all-electricity all-of-the-time agenda. However, renewable energy, with essentially the same chemical makeup as fossil fuels, are accepted.

*“At this point, our future in autogas may be dependent on getting into renewable propane. We project that within two years, as the CARB rules get stricter, we will need to transition to renewable propane to continue to be a credit generator under California's Low Carbon Fuel Standard.”*

## 3 USE IT AS A RECRUITMENT TOOL.

It makes sense for our industry to drive their fleets on propane power for many reasons. It's cheaper, the engines last longer, its cleaner, maintenance intervals can be pushed a little further, and you're buying fuel from yourself.

**“WE'RE STILL ABLE TO SAVE  
QUITE A BIT OF MONEY WHEN  
WE BUY AUTOGAS VEHICLES  
COMPARED WITH GASOLINE  
OR DIESEL.”**

PHIL COMSTOCK



**“FOR A PROPANE BUSINESS IN CALIFORNIA, IT STILL MAKES SENSE  
TO GO WITH PROPANE AUTOGAS VEHICLES. ”**

PHIL COMSTOCK

### FOR MORE INFORMATION

To learn about propane-powered vehicles for your fleet, visit [Propane.com](http://Propane.com).

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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