

## CASE STUDY: CHESTERFIELD COUNTY, CHESTERFIELD, VA



### CHESTERFIELD COUNTY REFUELING FACILITY

CHESTERFIELD, VIRGINIA

#### THE DECISION

JEFF JETER, AUTOMOTIVE FLEET MANAGER, DEPT OF GENERAL SERVICES, CHESTERFIELD, VIRGINIA

“I began researching and looking into budget reductions 6 months after coming to Chesterfield County in 2011. Since one of our highest expenditures is fuel costs, we decided to up-fit our current vehicles to run on propane. After extensive research and networking with other localities running on alt fuels, we successfully implemented our first auto-gas conversion in 2013. We decided that propane was the best option for us due to the low cost to up-fit our current vehicles and from the tremendous support we received from Blossman Gas to aid us in getting our program up and running. Over the course of the next year, and after informational meetings with County leadership to obtain the proper approval to move the program forward, we were ready to launch a pilot program with our Police Department. I met with officers over the course of a few months, educating them on safety concerns and answering any questions that they had. Since the cost to up-fit their vehicles in the program would have cost them \$60,000, which was an expense they had not planned for, Fleet Services funded the initial cost to help them buy into the program. The ROI comes back to us in the form of fuel cost savings and is currently estimated at 2.5 to 3 years.



After seeing the data in relation to not only the fuel costs savings but also in the form of greenhouse gas (emissions) reductions, I met with the school district to discuss integrating dedicated propane school buses into their fleet. The district was presented with the estimated costs savings and was informed that propane is a safer, cleaner, and healthier alternative to diesel. The understandable challenge of addressing propane safety, from both the police and school districts, was not an easy task, but through the education and informational meetings, I was able to convince the school district to purchase two dedicated propane school buses. After successfully implementing them into the school transportation fleet, and after all the benefits associated with them, the school district has since purchased 20 more dedicated propane school buses. This will not only save them in fuel costs but in maintenance costs over the life of the vehicle.

This program is running effectively and efficiently, saving our County money, supporting our efforts to be a “clean”

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fleet and assisting us to be excellent stewards of our environment. My goal over the next year is to expand the program to reach more department vehicles and equipment that qualify to further our impressive reductions. I am currently working with our Parks and Recreation Department to convert our county's mowers to run on propane and have also partnered with the Sheriff's Department to convert several of their vehicles. The ultimate goal of having every vehicle/equipment eligible running on alternative fuel, and to be the cleanest running fleet in the nation, is something Chesterfield County Fleet Services is striving for."



[https://www.youtube.com/watch?feature=player\\_detailpage&v=QSPAip6ijJE](https://www.youtube.com/watch?feature=player_detailpage&v=QSPAip6ijJE)