

CASE STUDY: OLYMPIC POOL PLASTERING, NORCROSS, GA



**Shawn Still, President and CEO
Olympic Pool Plastering, Norcross, GA**

“Switching to propane has been a fantastic move for us.”

THE DECISION

“We were hemorrhaging with the high price of fuel and our options were small --- reduce the size of our fleet or lower fuel costs. Propane autogas was the right solution at the right time.”

BACKGROUND

Coming out of the recession in 2011 as gas and diesel prices climbed to \$4 per gallon, Shawn Still started looking at alternative fuel options for his truck fleet. “We had a lot of heavy trucks and were getting massacred on fuel costs,” said Still, President of CEO of Olympic Pool Plastering, a pool renovation and plastering company based in Atlanta, serving Georgia, Alabama and Tennessee. My options were very small- reduce my fleet or lower my fuel cost.”

WORKING WITH ALLIANCE AUTOGAS

“Over a 6 month period I researched several alternative fuels including CNG, propane and ethanol and attended an alternative fuels conference and Expo in Atlanta,” notes Still. “I received assistance and support from Clean Cities Georgia. Costs of infrastructure with propane were substantially less than any other option and the cost of propane was substantially less as well. It became a clear choice to go with propane autogas after meeting up with Alliance AutoGas and finding Force 911 a local certified installer for aftermarket bi-fuel propane systems. I immediately got the pluses and I was sold!”

RESULTS AND AUTOGAS BENEFITS

Adds Still, “Frankly, we did not initially strive to cut down carbon emissions, but it became an important factor later on. One of my employees almost died from carbon monoxide poisoning working indoors on our gas engines during the winter months. Now that all of my vehicles are running on clean burning propane autogas, I don’t need to worry about running engines in any indoor space. Safety and a cleaner environment for the communities we serve is now a paramount reason why our vehicles run on autogas. Four years later, this is still the best choice I could have made.”

WHAT’S NEXT

Olympic Pools started with 2 vehicles and now have 20 in their fleet: 15 Bi-Fuel and 5 dedicated including fourteen (14) F-150, F-250, F- 350 and F-450 trucks. Their plan is to convert the five (5) dedicated vehicles to Bi-Fuel and purchase two F-450 and F-550 and convert to Bi-Fuel. Watch their success grow!

KEY PLAYERS IN FINAL DECISION

Alliance AutoGas, Force 911, Westport’s Prins, Clean Cities Georgia