



SUCCESS STORY



REMOVING
617 CARS
OFF THE ROAD



RECYCLING
OVER 1,049 TONS
OF WASTE



GAINING A
COMPETITIVE
EDGE



FUELING DOMESTIC
ECONOMIC
GROWTH

Raven Transport Fuels Success with LNG

Prioritizing client service and adopting the latest technologies are proven ways for trucking companies to gain a competitive advantage. By switching its fleet to natural gas fuel, Raven Transport gives its customers a lower, more consistent cost. But that's just the beginning.

With a fleet of over 500 trucks, Raven Transport services four U.S. regions: Southeast, Mid-Atlantic, Midwest and Northeast. Of those trucks, over 180 are currently fueled by liquefied natural gas (LNG), and Raven plans to add more LNG trucks in their 2015 fiscal year. This forward-thinking strategy solidified Raven's place among the industry leaders, which care not only about cost, but also about the environment and our country's energy independence.

An Influential Meeting Sets the Course

"The volatility in fuel prices in the last number of years was very concerning for us," says Steve Silverman, COO at Raven Transport. Steve felt an alternative fuel would provide a better way for Raven to implement its fuel surcharge to customers by providing much needed consistency. Around the time of that realization, he met T. Boone Pickens.

In speaking with Pickens, Silverman was struck not only by the economic benefits of natural gas fuel, but also by the role it plays in the environment and energy independence. Soon after, Silverman chose **Clean Energy** to help with Raven Transport's transition to natural gas.

“We are rising to the challenge to move our customers' goods with clean-burning fuel...”

– Steve Silverman, COO

Gaining the Competitive Advantage

Raven started their LNG truck rollout in Ohio with 30 trucks, demonstrating their commitment to this fundamental change. After success in that region, they added six more trucks in Florida, a move specifically designed to test LNG fueling in a hotter climate. Although extremely pleased with the success of the expansion, Silverman identifies the only real challenge in the transition has been the cost differential of the trucks themselves. However, with strategic planning and budgeting, **Clean Energy** is assisting the Raven team offset these costs with fuel savings and custom financing solutions.

Raven's reputation in the trucking industry for sustainability and excellence continues to grow with the expansion of its LNG fleet. Reducing their carbon footprint by virtually eliminating greenhouse gas emissions in their LNG trucks has caught the attention of equal-minded shippers looking to achieve their sustainability goals. Of equal importance to Raven and many of its customers is the fact that LNG fuel is produced right here in America. More natural gas vehicles on the road mean less gasoline and diesel fill-ups at the pump. And that, of course, means less dependence on foreign oil.

Raven's focus on social responsibility goes a long way toward establishing its success. “We are rising to the challenge to move our customers' goods with clean-burning fuel,” says Silverman. “Industry-leading shippers continue to set the standard in sustainable logistics, and [switching to natural gas fuel] enables Raven to accommodate these high standards.”