COLDSTAR SOLUTIONS

Natural Gas Fleet Profile - CNG Highway Tractors

THE COOLEST WAY TO GO!

Coldstar Solutions Inc. (Coldstar) delivers fresh and frozen food to Lower Mainland, BC and to Vancouver Island. Established in 1999, the company has enjoyed steady yearly growth and been recognized as one of the top businesses on Vancouver Island.

Acting on its commitment to customer satisfaction, operational excellence, and community responsibility, Coldstar recently purchased ten 400 hp Mack tandem-axle Class 8 highway tractors running on compressed natural gas (CNG). Coldstar is the first fleet in Canada to operate CNG highway tractors.

CNG TRUCK BENEFITS

These factory-built and dealer-supported trucks provide two major benefits: significantly lower fuel costs and reduced greenhouse gas emissions.

Kelly Hawes, CEO of Coldstar, estimates that their new fleet of CNG trucks will reduce diesel consumption by about 380,000 litres per year and greenhouse gas emissions by over 360 tonnes annually. This is equivalent to removing about 75 passenger vehicles off the road every year.

HOW COLDSTAR GOT ONBOARD WITH CNG

There is a strong business case for switching to CNG, given the large differential that exists between diesel and natural gas fuel costs. This is true even with the increased outlay of capital needed when making the switch.

Coldstar partnered with local gas distribution company, FortisBC, to bring its CNG truck plans to fruition.

FortisBC provided incentive funding that covered 75% of the cost differential to make the switch to CNG. This reduced the financial outlay and ensured a shorter pay-back period. Coldstar anticipates a payback on their initial investment within the first year of operation.

Hawes says they are already hitting 30% in fuel savings and actually anticipate reaching 40% once an approved province-wide price amalgamation for FortisBC comes into

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effect. They will invest these savings back into the company to increase service levels for their customers.

COLDSTAR'S CURRENT CNG FLEET	
CNG Fleet	10 out of 45 trucks
Truck Type	Mack Tandem-Axle Class 8
Engine	Cummins Westport ISX12 G
Vehicle Use	80,000 lbs GVWR (highway)
Vehicle Fuel Storage	335 diesel litre equivalent (DLE)
Average Daily Mileage	210 km/day
Refueling	Fast fill station, Langford, BC
Station Owner	FortisBC
Dealer Support	Victoria Mack

FUELING EFFECTIVE INDUSTRY RELATIONSHIPS

Coldstar's strong relationship with their local truck dealer, Victoria Mack, greatly assisted their transition to CNG. The dealer helped with fuel system specifications and now has a gas-safe facility to service the new trucks. Coldstar selected the Cummins Westport ISX12 G engine, to become the first fleet in Canada to pioneer CNG usage for a regional-haul application.

Coldstar has found these trucks very suitable for hauling on their routes. The engines run at 400 hp, pulling up to 80,000 lbs. Hawes acknowledged, "The drivers did take some time to get used to the trucks, including taking a different approach to shifting and hill climbing, because of reduced engine noise."

To fuel their new CNG fleet, Coldstar entered into a fueling agreement with FortisBC who built a fueling station in Langford. This third party accessible fast fill CNG fueling station is the first of its kind on Vancouver Island. This sets the stage for other fleets in the region to consider CNG as a viable fueling option.

FortisBC also provided Coldstar with CNG-specific fuel handling education and training for their operators, management, and office staff.

FUELING COLDSTAR'S FUTURE

With just a few months of operation under its belt, Coldstar has decided to expand its CNG fleet in Langford. They have ordered three new 5-ton Freightliner M2-112 refrigerated CNG trucks with the Cummins Westport 8.9L ISL G natural gas engine. With another ten trucks planned to operate from its Nanaimo location, Coldstar will not only run a cleaner operation, it will also realize significant overall savings. Hawes says, "We are extremely pleased with our decision and have made the committment to only purchase CNG trucks in the future if at all possible."

Hawes envisions other fleet operators making the switch to natural gas using a third party fueling station. As long as trucks meet operational requirements and there is a fueling plan in place, "There's no reason not to make to switch to natural gas."

Dan Wahl, Operations Manager

To learn about using natural gas in your fleet, contact your Outreach Hub or call the Hub at 1-844-242-8485.