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**GLASS FLEET SAVES WITH GAS**

Major automotive and building glass company O'Brien is using affordable and environmentally friendly LPG Autogas to power its vehicle fleet and save up to 50 per cent of its petrol vehicle fuel costs.

Its LPG Autogas-powered vehicles emit around 15 per cent less carbon dioxide than equivalent petrol vehicles.

O'Brien is Australia's market leader in automotive and building glass replacement and has over 600 vehicles in its national fleet.

O'Brien started using LPG Autogas in the late 1990s, primarily to take advantage of the fuel cost savings it affords.

O'Brien national purchasing manager Ian Forrester said that as petrol prices had escalated, so too had the fleet's uptake of Autogas vehicles.

"Our operating costs blew out with every petrol price hike. LPG kept looking better and better."

Today the O'Brien fleet runs over 200 Toyota HiAce vans on Autogas and Mr Forrester said opting for Autogas-powered HiAces couldn't be easier.

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“Our leasing company arranges for Toyota to fit them out and deliver them to any of our locations in Australia. It’s really no different to ordering a petrol-powered HiAce – except of course for the running costs.”

LPG Australia industry development manager Phil Westlake said that businesses with vehicles travelling a high number of kilometres annually found Autogas fuel especially attractive.

“Petrol is a massive operating cost for road-based businesses – and one that can be drastically reduced by using Autogas.

“Autogas sells for around half the price of petrol. If petrol is \$1.40 per litre and Autogas 60 cents per litre, fuel cost savings will pay off a conversion investment within a year. After that, a business would save \$3000 per year on a four-cylinder vehicle travelling 40,000 kilometres.

“Multiply that saving by the number of petrol cars in your business and then imagine the total sitting in front of you. It’s an easy decision to make once you’ve looked at the maths.”

Mr Westlake also said Autogas vehicles retain higher values and are more highly sought-after than petrol equivalents at the end of their service lives.

O’Brien’s use of LPG HiAces has been so successful it now plans to introduce up to 30 Autogas-powered Toyota HiLux utilities to its fleet.

“In the past we have always used diesel-powered trucks to carry large panes of glass for home and business users,” Mr Forrester said.

“Now that we can get the one-tonne HiLux with an LPG option, it’s more economical for us to go that route.”

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The fleet also uses 50 Ford Falcon E-Gas dedicated LPG vehicles for its managers and sales representatives.

Environmental considerations have also driven the O'Brien fleet's Autogas uptake.

"Our foremost consideration was initially cost, but our company is now looking at ways to reduce our carbon footprint going forward. LPG is a big part of that, as well as being a key factor in fleet cost reduction.

"It's a win-win situation," Mr Forrester said.

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Caption: "As petrol prices escalate, so too does O'Brien's uptake of affordable and environmentally friendly LPG Autogas vehicles," said national purchasing manager, Ian Forrester.