

### Biofuels — the Pavlovich View

Bioenergy Association Conference 2<sup>nd</sup> November, 2016

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### Who Are We?

- Beginnings in Hamilton with school buses
- Family owned and operated for over 75 years

Tour coaches





### We Are Also.....

Providers of public transport in Auckland and the Waikato





....And this is where we see the opportunities



# Why Biofuels?

- Easy to stay with diesel cheap, Euro V and now Euro VI
- City business tender process very \$ sensitive driven by "value for money"

#### BUT...

- Pavlovich wants to be a leader in use of alternative fuels
- Strong partnership with Scania ethanol and biogas
- Opportunities for business growth



## Progress to Date

- Ethanol:
  - Vehicles available
  - Supply secure
  - Quality assured
  - Logistics framework
- Biogas:
  - Vehicles available
  - No supply chain determined



### Why Ethanol?

- Significant reduction in emission cf. diesel (70 90%)
- Tried and tested technology with relatively small capital premium and few additional maintenance costs
- Indigenous fuel supply
- Low complexity re fuel supply logistics
- Long relationship with Scania who understand partnering
- Scania's track record is extensive



### Scania's Experience

Over 2000 buses in

#### Stockholm using biofuel:

- Ethanol
- Biogas
- Biodiesel
- ED95 used worldwide

#### Ethanol ED95 around the world





# Challenges

Navigating and processing through the red tape



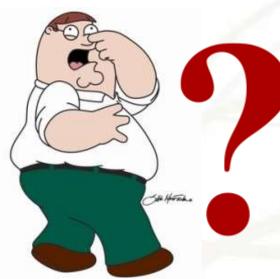


# Challenges

• Significant publicity around EV with little air time for other options



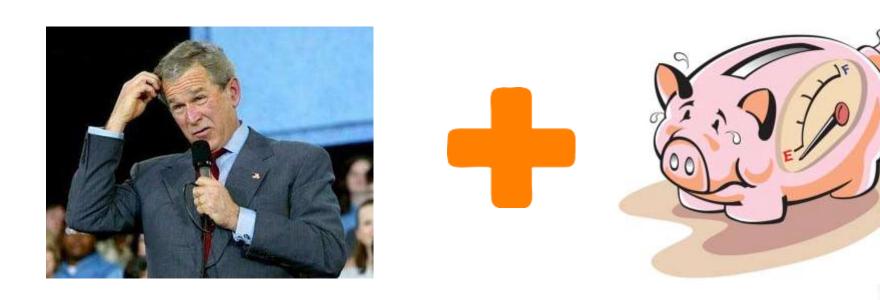






# And More Challenges

• Some interest from councils, but lack of clear strategy and \$'s





## Opportunities

- Implement ethanol powered fleet
  - An "elegant" engineering solution
  - Using domestic fuel
  - Still some regulatory hurdles
  - Costs over diesel need to be covered
- Co-ordinate an "holistic" approach with municipal bodies around utilisation of gases from trade and municipal waste
  - Requires commitment from councils / central government
  - Needs to have a long term view



# Questions?

