



Biofuels – the Pavlovich View

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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?

