



GRESHAM SANITARY SERVICE

In 1948, Carl Lehl and his son Harlen recognized the end of World War II meant new homeowners, new growth — and a need for new services — in Gresham, Oregon. They bought a truck and established Gresham Sanitary Service. Then the two men began helping Gresham residents and businesses dispose of their garbage.

Over 70 years later, Gresham Sanitary is still a family-owned business. Today, its 25 employees provide a variety of services to more than 7,000 accounts.

Gresham Sanitary was the first waste disposal organization in Oregon to use a vehicle powered by compressed natural gas (CNG). CNG now fuels a high percentage of the company's vehicles. »



**AFFORDABLE
CLEAN
VERSATILE
RELIABLE**



Larry Head



Tim Kasch

A CONVERSATION WITH LARRY HEAD & TIM KASCH

Larry Head, the company's controller, and **Tim Kasch**, shop manager, are happy to talk about the benefits of CNG.

In 2010, why did Gresham Sanitary decide to purchase a CNG waste hauling truck?

Larry: Sustainable operation has long been one of our primary goals. Switching to natural gas from diesel fit that goal because CNG burns cleaner, creating less air pollution, and it lowers our carbon footprint. We also liked the fact that natural gas is a domestic energy source, because we wanted to reduce our dependence on foreign fuel.

Have you continued to use CNG vehicles?

Larry: Yes. We currently have nine, with another on order. That means 75 percent of our fleet will run on CNG.

As a small business, you must need to pay close attention to operating costs. Are the CNG trucks working out for you in that way?

Larry: Absolutely, for two reasons. The first is the volatility of diesel prices: they rise and fall greatly, and it makes budgeting very difficult, while natural gas prices have been relatively stable for many years now.

And year to year, CNG continues to cost less than diesel. We estimate we're saving the equivalent of a dollar a gallon by using natural gas.

In what other ways have you found CNG vehicles to benefit your business?

Tim: Our CNG trucks require a lot less maintenance than diesel vehicles. We have to replace the particulate filters and emission equipment on diesel vehicles, adding about \$4,000 plus employee time every few years. Since CNG is much lower in emissions, we don't need this extra equipment on the trucks.

The CNG trucks use an ignition system similar to a gas engine instead of injectors, and there's no need for diesel exhaust fluid. So, there are fewer things that can go wrong. We save a lot of time we'd otherwise spend troubleshooting and making repairs.

Do the customers notice the difference?

Tim: Yes, in a good way. The CNG trucks are much quieter than the diesels. That makes a big difference to the residential customers on our early morning routes.

Do you have to custom-order your trucks to accommodate CNG?

Larry: No. We can order from McNielus Trucks, which was among the first to manufacture standard waste-hauling vehicles that run on CNG.

Does Gresham Sanitary have plans to use renewable natural gas?

Larry: Yes, we are looking forward to a time when renewable natural gas is easily available to us.

CONTACT

LEARN MORE ABOUT CNG

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