

Watkins Heating & Cooling increases MPG by over 30% with the XLH™ Hybrid Electric Drive System

HVAC contractor expects positive ROI in just over 2 years.

Challenge

Allow service technicians to generate more revenue by reducing re-fueling time.

Solution

Adopt the XLH Hybrid Electric Drive system to boost driver productivity and fuel economy.

Vehicles

GM cargo vans and cutaways retrofit and upfit with the XLH hybrid system.

Sustainability

Watkins Heating & Cooling is seeing more than a 30% improvement in fuel efficiency and anticipates saving drivers about 20 gas fill-ups a year. As a result, service technicians spend less time re-fueling and more time generating revenue. The XLH hybrid system also reduces brake maintenance.

ROI

The company anticipates achieving a positive return on investment in just over 2 years, based on reducing fuel consumption, operating smaller engines, and reducing re-fueling time ... all without state incentives.

WATKINS
HEATING & COOLING

Hybrid Fleet Electrification Numbers

Over 30%
Increase in Miles per Gallon

50,000
Cumulative Road Miles

2 Years
to Positive Payback

99.9%
Vehicle Uptime

Vehicle Type: GM Cargo Vans and Cutaways



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Watkins Heating & Cooling is moving to an all-hybrid electric fleet to improve efficiency



Watkins Heating & Cooling has been serving customers in Springboro, Ohio, since 1993. Winner of the Springboro Chamber of Commerce Green Business of the Year award, the HVAC service provider actively looks for ways to curb energy consumption and improve productivity.

Dave Watkins, vice president, said the company started researching alternative fuels when gasoline reached \$4 a gallon, and reviewed several options before selecting XL. "We were impressed with XL's track record and success with big fleets," Dave said.

HVAC service fleets are a great application for the XLH Hybrid Electric Drive System. Watkins' service technicians drive in and around neighborhoods carrying heavy equipment. Routes involve lots of stop and go driving, which enables the company to take better advantage of the XLH regenerative braking and reduce fuel consumption.

"We anticipate getting a positive return on our investment in just over 2 years. Plus, our technicians have more time to focus on customer service, while minimizing time on refueling the van. Improving the efficiency of our revenue producers is the main reason we are planning to transition our entire fleet to hybrid electric as we replace older vehicles."

– David Watkins, Vice President, Watkins Heating & Cooling

The company is seeing more than a 30% increase in miles per gallon. "Travel and fueling time is killer for a business like ours," Dave noted. "It costs us \$10 a minute in lost revenue when our service technicians are not helping customers. Every minute we can shave off that is \$10 more for us." Watkins estimates the XLH hybrid system saves their service technicians about 20 gas fill-ups a year.

Case study

WATKINS HEATING & COOLING

HVAC service company headquartered in Springboro, Ohio, focused on curbing energy consumption, will convert its entire 15-vehicle fleet to the XLH hybrid Electric Drive System.

About XL

XL is the leader in connected electrification solutions for commercial and municipal fleets, relied on by customers such as The Coca-Cola Company, Yale University and the City of Boston. With the revolutionarily simple XLH™ Hybrid Electric Drive System and the XLP™ Plug-In Hybrid Electric Drive System, Class 2 to 6 commercial fleet customers can increase their fleets' fuel economy by around 25 percent and reduce carbon dioxide emissions by 20%, decreasing operating costs and meeting sustainability goals with zero impact on fleet operations or service. XL works with Ford, General Motors, Isuzu and other major OEMs on the proven path to scaling thousands of commercial trucks, vans, and shuttles. Founded by MIT alumni and funded by Constellation Technology Ventures, IKEA Group and private investors, XL is based in Boston. For more information, visit www.xlfleet.com or follow us on Twitter @XLFleet.



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