

## Montgomery County, MD gains 24% increase in miles driven per gallon with the XL3® Hybrid Electric Drive

### Challenge

Build a fleet that's greener, cleaner, more sustainable.

### Solution

Retrofit 26 Ford cargo vans with the XL3 Hybrid Electric Drive System and measure results through the XL Link™ wireless data connectivity system.

### Vehicles

Ford cargo vans used by the County Maintenance department for plumbers, electricians, and road safety crews.

### Results

After installing XL Hybrids technology, Montgomery County immediately increased fuel economy by 24% and reduced greenhouse gas emissions and its carbon footprint. The County anticipates a total annual savings of \$1,540 per van (\$15,400 for the initial 10-van fleet) based on reducing fuel consumption and brake maintenance, and increased productivity.

*By initially converting 10 Ford cargo vans, we're seeing an immediate return on investment through reduced operating costs, thousands of dollars in fuel savings, and reduced emissions. We reordered 16 additional vehicles with the XL Hybrids system this year.*

– William Griffiths, Division Chief, Montgomery County



### Hybrid Fleet Electrification Numbers

**24%**  
Improvement in Miles Driven per Gallon

**3+ million**  
Projected Lifetime Hybrid Miles

**\$300,000**  
Projected Lifetime Fleet Operational Savings\*

**19%**  
Reduction in CO2 Emissions

\*Based on brake maintenance savings, fuel savings, and driver productivity.

