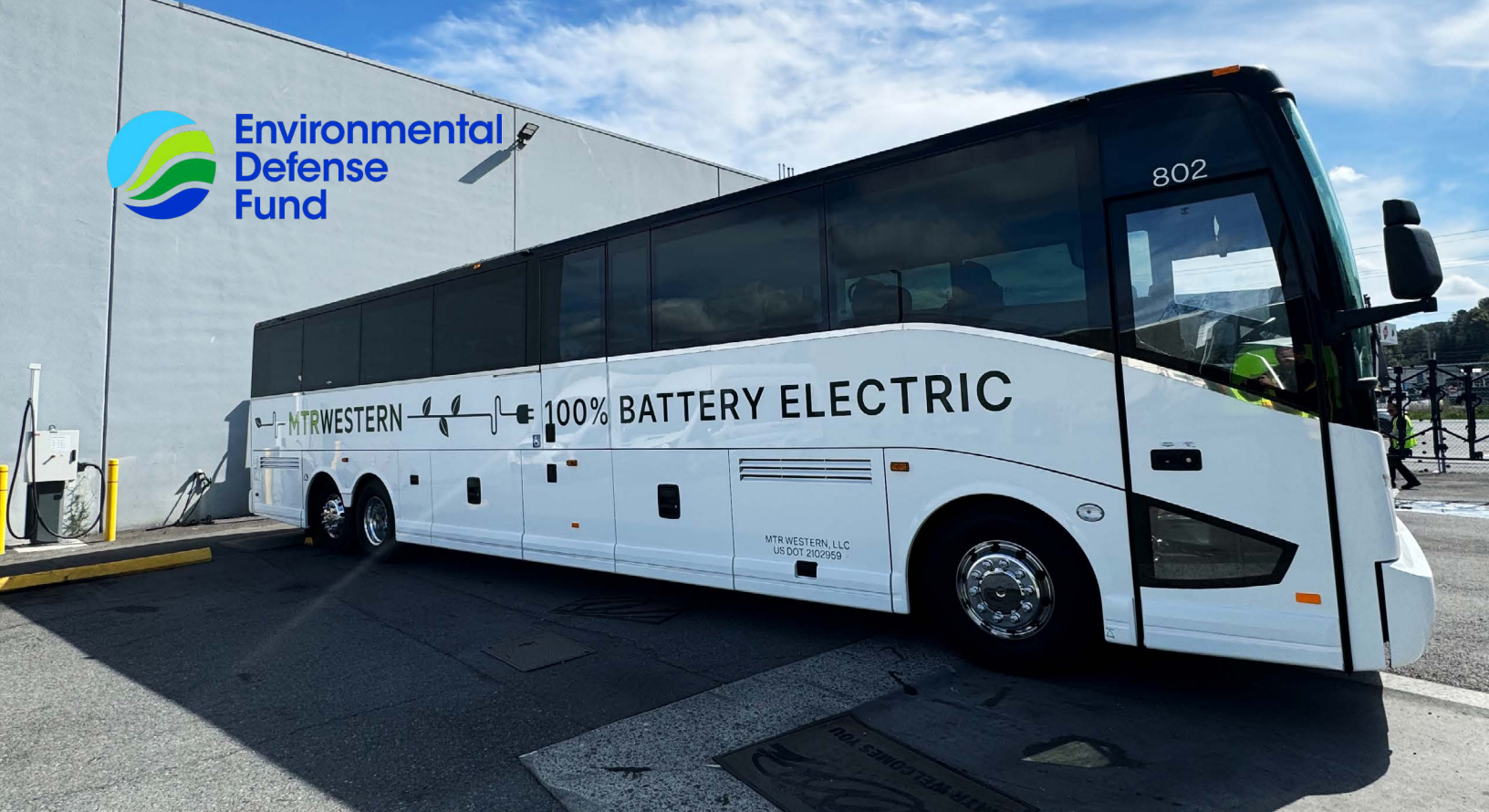




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# FLEET ELECTRIFICATION: THE TIME IS NOW

## Three unique fleets operating across the Pacific Northwest

### City of Roses Disposal and Recycling

25 vehicles  
500,000 miles annually

### DeSantis Landscapes

105 vehicles  
800,000 miles annually

### MTRWESTERN

97 vehicles  
2 million miles annually

Fleets across the country, from small operators to large transportation companies, are embracing the electric vehicle revolution. The journey can be challenging, especially for smaller operators, but the experiences of three resolute companies — City of Roses Disposal and Recycling, DeSantis Landscapes and MTRWESTERN — show that adding EVs to commercial fleets is not only possible but comes with significant, long-term benefits.

## LEADERSHIP IN THE PACIFIC NORTHWEST

These three fleets, though different in size and industry, share a common ambition: to reduce carbon emissions by switching to electric trucks and buses.

### City of Roses Disposal and Recycling

operates a diverse fleet, ranging from passenger pickups to Class 8 vehicles like refuse trucks and yard hustlers.

DeSantis Landscapes serves both commercial and residential clients with a fleet that includes light-duty passenger vehicles, pickups, and medium-duty chassis cab trucks.

MTRWESTERN, a charter bus and shuttle fleet, operates over 100 vehicles, including smaller shuttles and 56-passenger buses.

The desire to reduce emissions and make a sustainable impact is the driving force behind the electrification journeys of these fleets. However, the companies faced two critical questions: “*Is it feasible to electrify our current fleet?*” and “*How do we begin?*”

The answer lies in their bold decision: just dive in and get started. Through this simple action, these companies are setting an example for fleets of all sizes.

## RESEARCH TODAY FOR REWARDS TOMORROW

Like many fleet operators, City of Roses, DeSantis, and MTRWESTERN initially shared concerns about the challenges of electrifying their medium- and heavy-duty vehicles. They acknowledged the difficulties, but instead of shying away, they made commitments to finding solutions. Their decisions to embrace the transition weren't based on having perfect conditions or all the answers — they were about moving forward, learning and adapting along the way.

The key to their success was starting with research. This low-risk, high-reward step allowed them to discover opportunities for electrification, assess the financial viability, and ensure charging infrastructure could be put in place. Free resources like EDF's [Fleet Electrification Solution Center](#) can help fleets start the process on their own. Fleets may also enlist the help of any number of project partners for more hands-on support.

For these three Pacific Northwest fleets, the [Fleet Decarbonization Accelerator](#), a 12-week program run by the Breaking Barriers Collaborative, gave them the knowledge, tools, and networks to move forward. During the Accelerator, these fleets developed comprehensive decarbonization plans, revealing not only the environmental benefits of EVs but also the financial advantages, such as lower fuel and maintenance costs. Armed with this information, they built partnerships, secured incentives, and procured the necessary equipment to deploy EVs.

## LEARNING AND LEADING BY EXAMPLE

These fleets demonstrated that electrification is possible even for smaller operators, proving that the perceived barriers can be overcome.

Bill Kent, Director of Growth at City of Roses shared: “I recommend people just jump in. There's no perfect time, and you're not going to get the perfect amount of incentives. But once you start, the benefits start coming in.” Bill continued that programs and resources that provide guidance like the Fleet Decarbonization Accelerator, “definitely accelerated our electrification because without that upfront work, we would have had to piece things together... I don't think we would have seen the return on investment.”

Dean DeSantis, owner and president of DeSantis Landscapes shared that his company is no stranger to new initiatives. “We've learned from past missteps,” he shared about past initiatives, and emphasized the importance of doing thorough research, he continues, “by doing the research up front, we've set ourselves up for success.” In DeSantis' phased approach to fleet electrification, they've started with light-duty passenger vehicles and pick-ups, but this is just the first step for the company who envisions a net-zero transition, including their fleet of medium-duty trucks.

Jeremy Butzlaff, president of MTRWESTERN reinforced the importance of taking action, “Get started now, and the other things will fall into place after that.” His experience shows that once fleets commit to electrification, opportunities and partnerships follow.

## MOVE YOUR PROJECTS FORWARD

The experiences of City of Roses, DeSantis, and MTRWESTERN hold valuable lessons for all fleets: don't wait for the perfect moment to begin your electrification journey. Instead of delaying until conditions feel ideal, start now by evaluating your current operations and taking stock of available vehicles and utility load capacity to consider how electrification fits into your future. The transition doesn't have to begin with a full-scale purchase or installation of charging infrastructure. Start by exploring which electric vehicles can meet your needs today.

You don't have to take this journey alone. Partners like the EDF and Breaking Barriers Collaborative are ready to guide you, offering resources and hands-on support to make your transition smoother. The stories of these three fleets show that fleet electrification is an achievable milestone you can start today. Whether you take advantage of free resources like the EDF's [Fleet Electrification Solution Center](#) or join a cohort like the [Fleet Decarbonization Accelerator](#), you have the tools at your disposal to make informed decisions and move forward.

The road ahead may have challenges, but the rewards, both financial and environmental, are immense. By taking the first steps toward electrification, your fleet will not only position itself for future success but will also contribute to a cleaner, more sustainable world.

**So, take the leap. The benefits are waiting.**

**Businesses of all sizes are deploying electric vehicles that are delivering real benefits to communities and their fleets. Hear more from fleets making the transition to electric at [edf.org/ElectricFleetStories](https://edf.org/ElectricFleetStories).**