



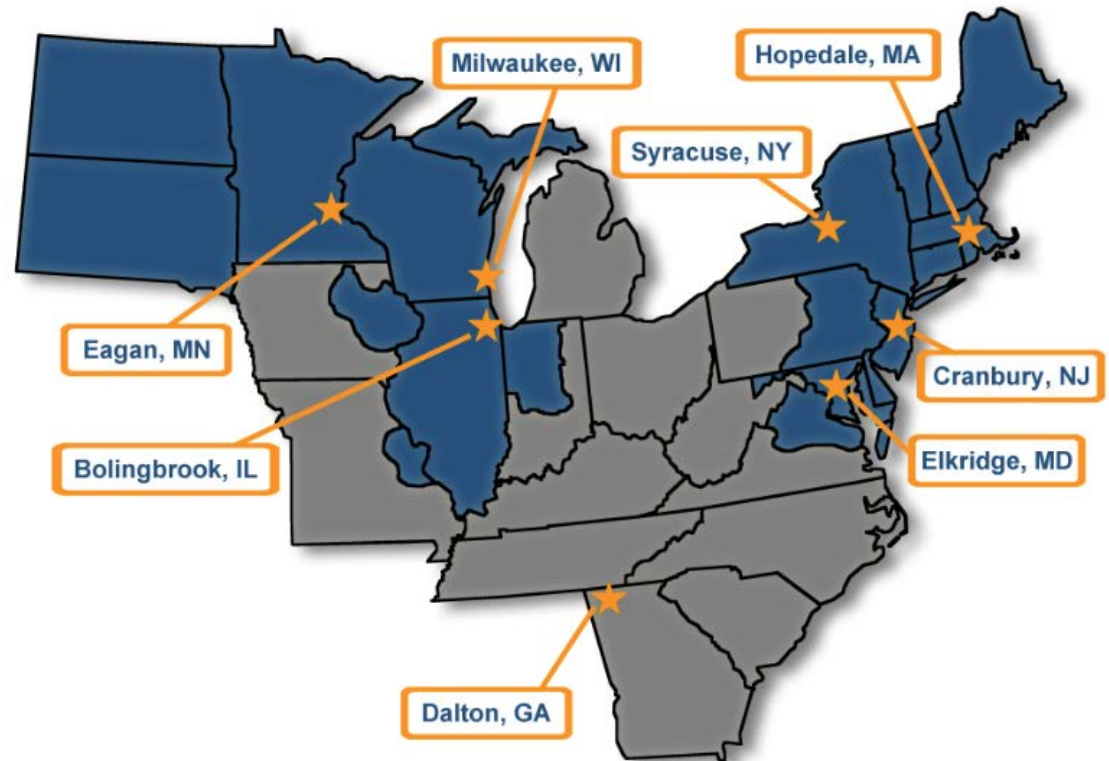
Petroleum Reduction – Our Story

Stephen Normandin

Director of Strategic Initiatives

Our Company

- Privately-owned transportation and logistics company
- Servicing the Northeast, Mid-Atlantic, and Midwest
- Complete supply-chain management for the carpet and flooring industry
- 180 tractors, 375 trailers*
- EPA SmartWay partner since 2004
- Ran 13.3 million miles in 2012*



Fuel Saving Efforts (Since 2004)



Wide Base Tires



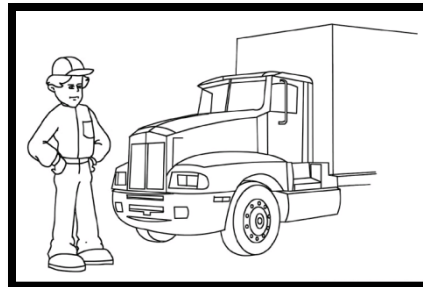
Battery Powered APUs



**EPA SmartWay Certified
Tractors and Trailers**



**Automatic Tire Inflation
Systems**



Driver Education



Hybrid Electric Straight Truck

What's New?

- All new tractors and trailers are SmartWay certified
- Aerodynamic slotted mudflaps
- ATDynamics TrailerTails drag-reducing rear fairings



People are noticing...

“Braun’s Express receives a prestigious Environmental Merit Award from the US EPA”

ENVIRONMENTAL MERIT AWARDS | 2010



“Braun’s Express makes the cover of Fleet Equipment magazine, which references the company’s ‘smart choices’”

“Braun’s Express is featured in Mack Trucks’ Bulldog magazine, which cites the company as ‘helping to transform the industry’”



Braun's Express Helps Transform Industry

Going green is more than the latest fad for Cindy and Dan Nordman. It's a mission for them and their Braun's Express fleet. In addition to the recent of New England-based Braun's Express large fleet package, Braun's Express has adopted other fuel-saving solutions including speed limiters and advanced monitoring systems. To also reduce their carbon...

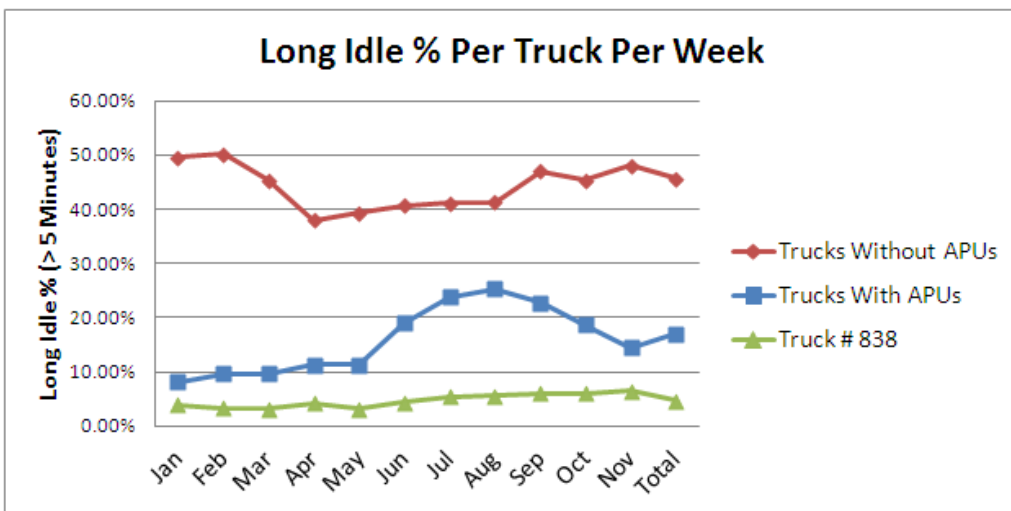
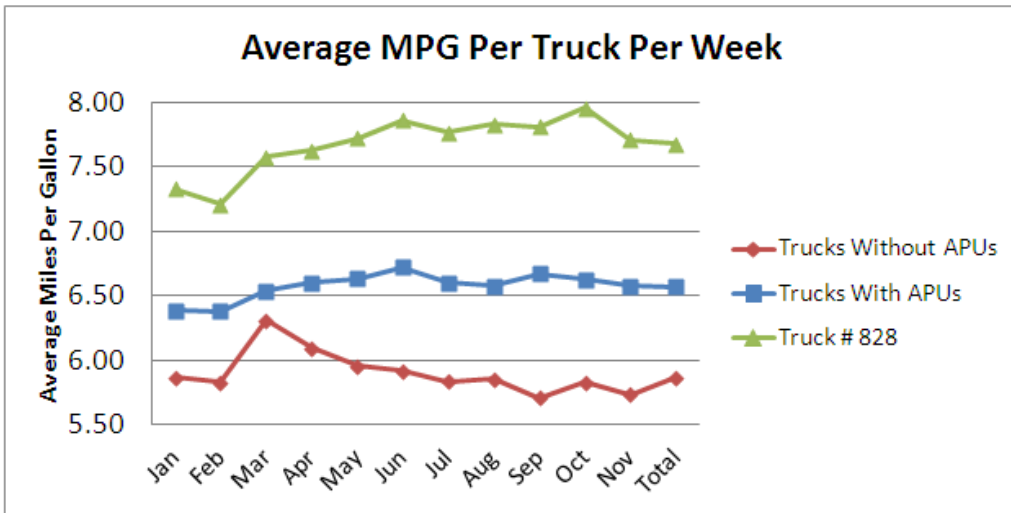
GREEN FLEET OF THE MONTH

Hooking up



“Braun's Express is named Fleet Owner magazine's ‘Green Fleet of the Month’”

Savings Example - APUs



	Average MPG
Trucks Without APUs	5.87
Trucks With APUs	6.57
Target Truck (828)	7.68

	Long Idle %
Trucks Without APUs	45.64%
Trucks With APUs	17.09%
Target Truck (828)	4.67%

Savings Example - APUs



- Braun's ran over **7.5 million** miles over this period
- At 5.87 MPG, we would have consumed **1,277,683 gallons** of fuel, costing us **\$4,957,410***
- At 6.57 MPG, we would have consumed **1,141,552 gallons** of fuel, costing us **\$4,429,221***
- That's a savings of **136,131 gallons**, or **\$528,189***
- ROI payback in **less than 1 year**

*National Fuel Avg. As Of 5/27/13: **3.880**

Source: U.S. Energy Information Administration

<http://www.eia.gov/petroleum/gasdiesel>

Savings Example – Hybrid

- 2011 average fuel economy for 26' straight truck in New England was **9.02 MPG**
- 2011 fuel economy for unit 183 (Freightliner hybrid straight truck) was **11.84 MPG**
- **31% increase**
- Unit 183 ran **38,254 miles** in 2011
- Annual savings of **1,010 gallons** or **\$3,918**
- Incremental cost of hybrid system is **\$38,900**
- Investment payback in **~ 10 years**



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