Market Leadership

• Shorepower Technologies
  – First company to study TSE; est. in 2004
  – Pioneered energy vending model
• Market leader for on-board truck electrification
• 15 sites in operation, 50 more coming by end of third quarter 2012
• EV Charging Stations
Shorepower Truck Electrification Project

• 4 year demonstration project (2 years deployment)
• Transformational technology
• 50 sites across major US interstates
• Currently selecting sites
• Infrastructure + on-board equipment
• Signing up “green” first-mover fleets
• Supported by energy, transportation and air quality agencies
**STEP Fleet Commitments**

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Company Name</th>
<th>Company Name</th>
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</thead>
<tbody>
<tr>
<td>A and B Trucking Inc.</td>
<td>GSV Transportation Inc.</td>
<td>Pacific Coast Fruit Co.</td>
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<tr>
<td>ABC Freight Lines</td>
<td>Gulick Trucking</td>
<td>Par 4 Transport LLC ST.</td>
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<tr>
<td>Atlas Van Lines</td>
<td>HA Moller Trucking</td>
<td>Pate Dawson Company</td>
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<td>Beamer Inc.</td>
<td>Highway Sales, Inc.</td>
<td>POWER TRANSPORT SERVICES</td>
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<td>Bernard G Smith</td>
<td>Inderbitzen Distributors</td>
<td>Prostar Trucking LLC</td>
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<td>BG Foster Trucking</td>
<td>International Leasing Co Inc</td>
<td>RINGSTAR EXPRESS INC</td>
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<tr>
<td>Big Dog Trucking</td>
<td>Iron City Trucking LLC</td>
<td>Rollin Spodie LLC</td>
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<td>BLUE BELL CREAMERIES</td>
<td>Iron Horse Trucking</td>
<td>Ronnie Lawson</td>
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<td>Burrline LLC</td>
<td>J SANDERS TRUCKING</td>
<td>Schak Trucking, Inc.</td>
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<tr>
<td>California Overland Ltd.</td>
<td>JESUS NUMBER ONE TRUCKING</td>
<td>SLD TRANSPORT INC.</td>
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<td>Carolina Tank Lines, Inc.</td>
<td>JMS Ices</td>
<td>Smokey Point Dist.</td>
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<td>Chadderton trucking Inc.</td>
<td>Kincade Trucking</td>
<td>Solid Rock Trucking</td>
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<tr>
<td>CLM Trucking LLC</td>
<td>King Ranch Meats, LLC</td>
<td>Space Coast Deli Provisions</td>
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<tr>
<td>CR England</td>
<td>Krakowski Trucking Inc.</td>
<td>SQUEW TRUCKING</td>
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<tr>
<td>CTA LEASING, LLC (CTI)</td>
<td>L&amp;L Transportation</td>
<td>T Hoffert Trucking</td>
</tr>
<tr>
<td>DAILY EXPRESS</td>
<td>LayLo Trucking</td>
<td>Tim and Lori Loehrer</td>
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<td>DAL Transport Inc.</td>
<td>Maola Milk &amp; Ice Cream Co. Inc.</td>
<td>Triple B Corp.</td>
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<tr>
<td>Dale Francom O/O</td>
<td>McCoy Trucking</td>
<td>Upstate Produce Inc.</td>
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<tr>
<td>DAVIS TRUCKING</td>
<td>Natale Trucking</td>
<td>Vega Transport</td>
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<td>DOUBLE D TRUCKING</td>
<td>Nicholas &amp; Company Inc.</td>
<td>WELESKI TRANSFER</td>
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<td>Double S Truck Line Inc</td>
<td>N. Coast Moving &amp; Storage/ Allied Van Lines</td>
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<td>Eesti Express</td>
<td>Northwestern Transport LLC</td>
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<tr>
<td>Emergency Food Network</td>
<td>On Scene Training Associates, LLC</td>
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<td>Gary Patterson Trucking</td>
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</tbody>
</table>

**Fleet Commitments to Participate in STEP Rebate Program**

- Agree to utilize the TSE stations (Shore Power sites) through May 2014
- Authorize to measure utilization of Shorepower through May 2014,
- Permit to inspect the project at its discretion to make sure the project qualifies for the rebate.

As of 4/30/11
Long Term Idle Reduction Solution

- No petroleum consumption
- Zero local emissions
- No undesirable noise
- Safe & proven technology
- Drivers have more freedom
- Focused on idle-reduction
- Most efficient
- Electric TRU standby power
- No recycled air
- Most cost effective technology
- Sustainable business model
Trucking Industry is Gearing Up

- 100% of trucks can plug into shore power with an extension cord
- 20-30% of trucks have shore power “convenience” prewired
- All truck manufacturers and many APUs provide shore power options
- Retrofit cost: $100 - $2000
- Industry is providing incentives and rebates to upgrade
Shorepower Capable APUs
## STEP Project

### Infrastructure – 50 Sites

| $10M+ |

### On-board Equipment Rebates

| $10M+ |

Full list of eligible rebate equipment:  
http://csswebform.org/WebForm/Supplier_List.aspx
Truck Stop Benefits

• Increased revenue – service fees, ancillary revenue
• Differentiation
• Press
  – Grand opening
  – Ongoing benefits
• Environmental Benefits
  – SmartWay Certified
  – Local air quality
• Network Affiliation
• No cost
Expanding the Shorepower Network

U.S. LOCATIONS

MORE LOCATION INFORMATION: SHOREPOWER.COM

Shorepower Technologies   (503) 892-7345
Anti-Idling Laws

Currently 31 States / 47 jurisdictions

Source: American Transportation Research Institute
Shorepower Hardware

**PRODUCT**
- Rugged, free-standing, pedestal
- Remote payment, activation and monitoring
- Renewable energy options
- Truck shore power inlet
- Safety lights
- Power, cable TV and wireless internet

**BENEFITS**
- Comfort & entertainment
- Significant savings
- Improved air and noise quality
- Compliance
- Host site revenues

**COST PER NIGHT**
- Shorepower: $11
- Idling: $40
Shorepower Hardware

Portable roll-up A/C units
Hardware

Specifications:
Breaker: 20amp
Outlet 1 NEMA 5-20
Outlet 2 NEMA 5-20
GFCI Protection: yes
Cable TV access: yes (optional)
Rated output voltage: 120VAC/120VAC
Rated continuous Current: 16amp/16amp

Specifications:
Breaker: 30amp
Outlet: NEMA TT-30
GFCI Protection: no
Cable TV access: yes (optional)
Rated output voltage: 208-240VAC
Rated continuous Current: 24amp
**STEP Process**

1. **Host Site signs and returns Site Agreement**
2. **Shorepower provides Site Design with pedestal locations**
3. **Host Site approves design**
   - **Shorepower General Contractor (GC) begins pre-construction process including obtaining permits**
   - **Shorepower GC schedules and executes construction**
   - **Shorepower GC finalizes construction and Shorepower conducts final inspection**
4. **Shorepower & Host Site organize Grand Opening Event**
Payment Options

On-Site Kiosk

Toll-Free Operator

Web Browser

Pre-Paid Card

www.shorepowerconnect.com
Installation
Installation Challenges

- Utility
  - Estimates/costs
  - Installation
- Article 626
  - 30 amp receptacle standardization
  - TRU receptacle