



Fueling Our Future

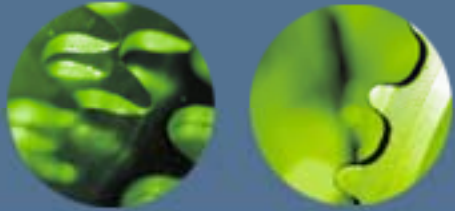
Faster Freight – Cleaner Air

Pacific Northwest

Jack Ziebarth CTP

Vice President – Operations

Gordon Trucking, Inc.

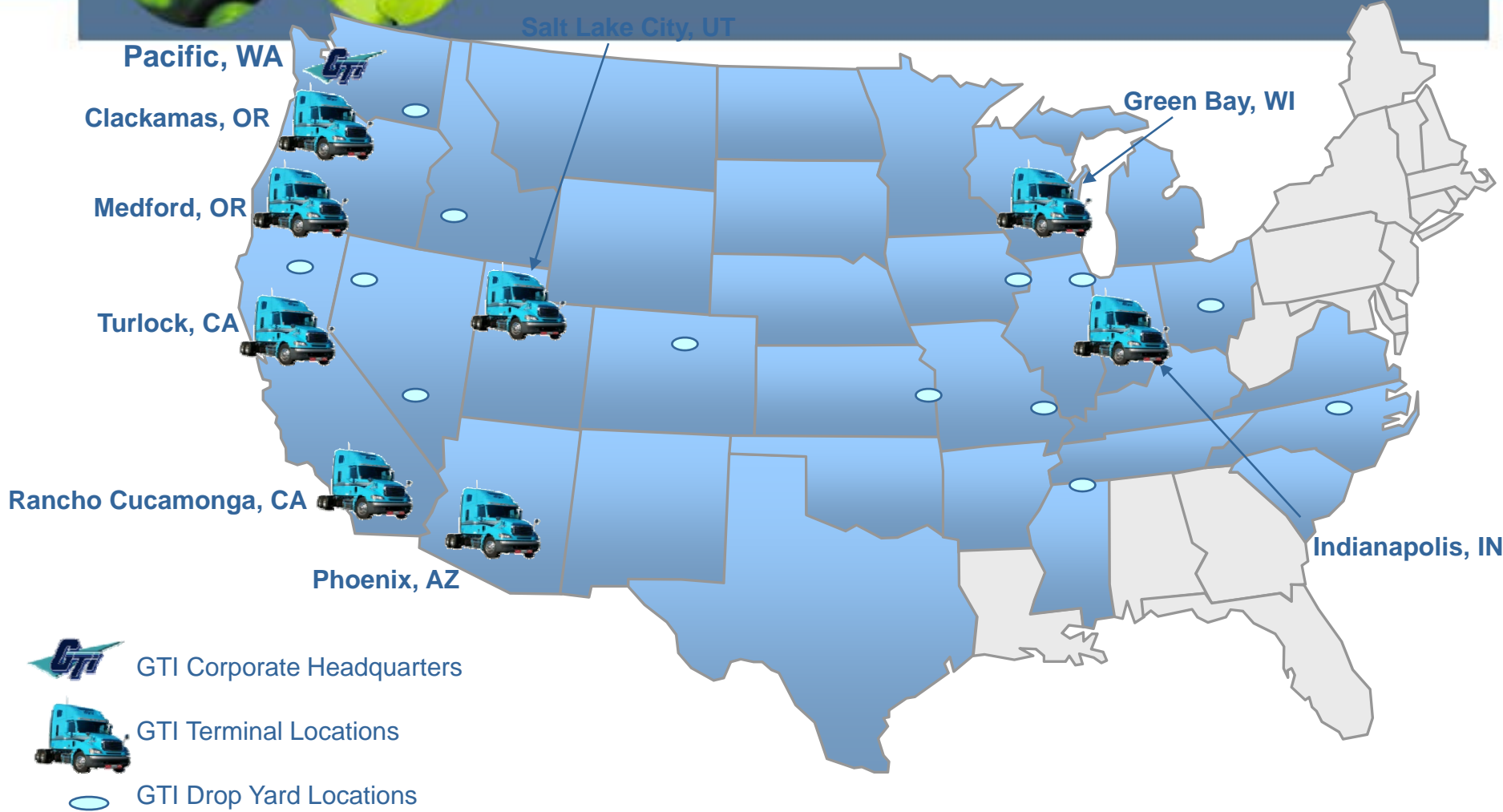
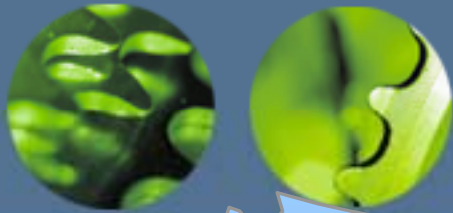


Who is Gordon Trucking?

PROFILE

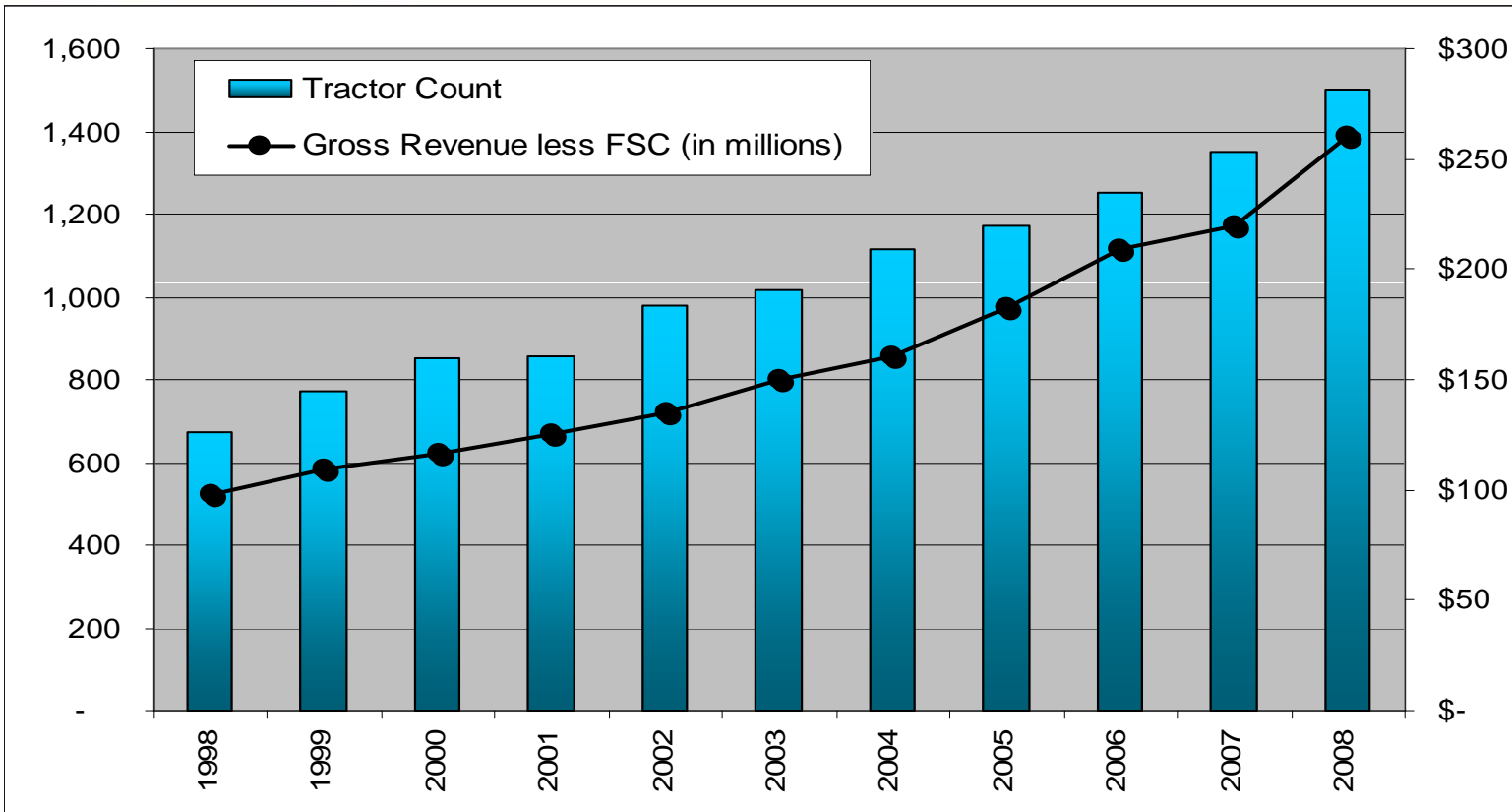
- Founded in 1946
- Privately owned
- Non-Union
- 40+ Fortune 500 customers
- 24 / 7 / 365 Operations
- FAST / CTPAT Certified
- FMCSA ISS Inspection Value - 25
 - o *Tops in industry*

GTI's Regional Facilities

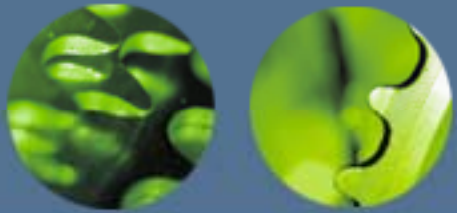




Year over Year Growth

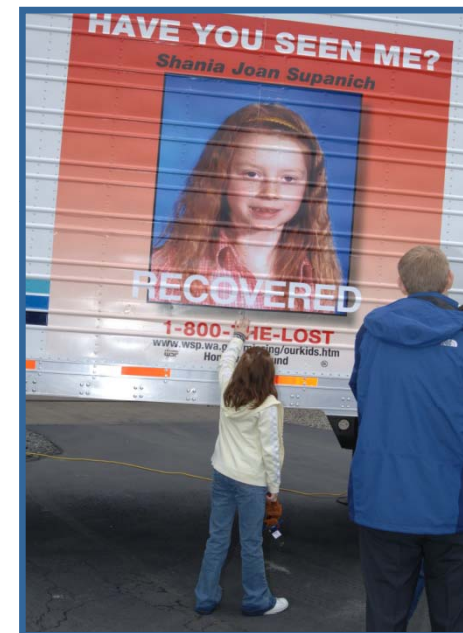


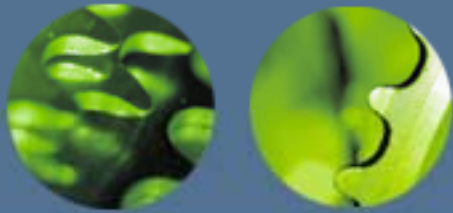
Cautious yet progressive growth allows expansion without sacrificing GTI standards of service!



Project "Homeward Bound"

- Partnership with Washington State Patrol
- Missing children posters displayed on trailers
- 3 children recovered to date
- GTI has committed 100+ more trailers to the project





SmartWay

OVERVIEW:

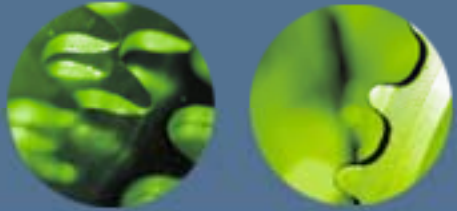
- Gordon Trucking is a SmartWay partner
- Carriers are given a score based on numerous factors and emission control
- Scores range from 0.00 – 1.25:
 - 0.00 – Required materials are missing
 - 0.75 – Good Environmental Performance
 - 1.00 – Very Good Environmental Performance
 - 1.25 – Outstanding Environmental Performance



Gordon Trucking has obtained a score of 1.25; the highest score attainable in the SmartWay scoring matrix

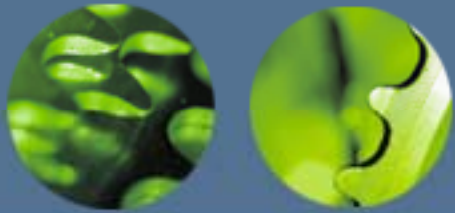
RECENT AREAS OF FOCUS:

- Webasto & Espar Direct Fired Bunk Heaters
- ThermoKing TriPac Auxiliary Power Unit (APU)
 - Have installed 450 APUs in the last year
- Aerodynamic Fuel-Saving Devices For Tractors & Trailers



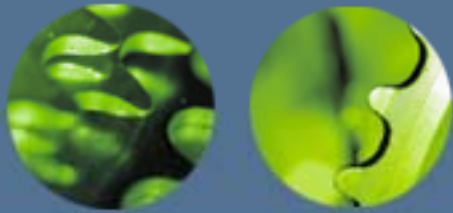
What can we do?

- Understand what drives MPG.
- Be smart about consumption.
- Monitor your progress – measure improvement.



Fuel Initiatives

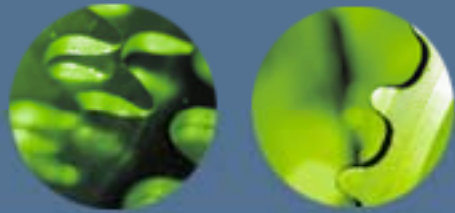
- **Equipment**
 - Auxiliary power units
 - Speed governing set by fleet
 - Tire pressure monitoring
 - Specification modification with new equipment
- **Driving Associates**
 - Continual training for MPG improvement
 - Idle time management



Auxiliary Power Units!

- **Air Conditioning**
- **Heat**
- **1000 watt power inverter**
- **Battery Charger**
- **Quiet**
- **Fuel efficient!**
- **\$4,500,000 Invested!**





Auto – Inflation Modules

- Ensuring you have the proper tire pressure is very important to reach the highest fuel mileage possible.

POSITION CONTRIBUTION TO FUEL ECONOMY

SINGLE TRAILER
(80,000 LBS.)



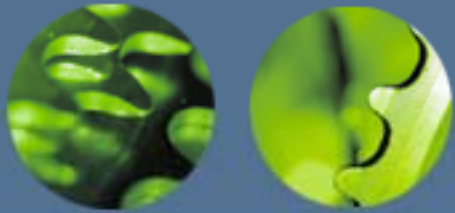
Weight	42%	42%	16%
Fuel Consumption	52%	31%	17%

You can see the impact of each tire position on fuel economy. Over 75% of fuel economy related to tires comes from the trailing positions.



Single - Wide Tires





Reduce Speed/MPH

- Govern trucks at a lower MPH.
- Combine use of momentum and the compression brake.
- Limit use of the compression brake.



Driver Behavior

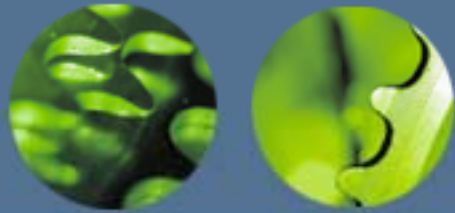


Measure for Success



Driver Behavior

- Engine Speed
- Idle



Does Driving Technique Make a Difference?

This is a screen shot of poor MPG and poor driver performance.

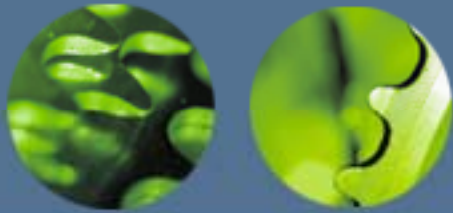
```
Vehicle Id/Name..... 2925
Driver Id/Name.....
Start/End Dates..... 07/16/06 02:27 to 07/23/06 01:07

Average Speed..... 056      MPH
Total Distance..... 0001869  Mi
Fuel Mileage..... 00005.19  MPG
Driving Mileage..... 00005.88  MPG
Moving Mileage..... 00005.88  MPG

Engine Time..... 000065:51  H:M
Driving Time..... 000033:23  H:M
Moving Time..... 000032:25  H:M
Total Active Time... 000166:41  H:M

Intertrip Idle Time. 000032:39  H:M
Intertrip Idle Pct.. 049.58      %
Short Idle Time..... 000007:52  H:M
Short Idle Pct..... 011.94      %
Extended Idle Time.. 000024:47  H:M
Extended Idle Pct... 037.63      %
Auto Fault Check.... ENABLED
Possible Faults..... 000004      #
Extraction Date..... 07/23/06 01:10
User Fault Confirm.. NOT REVIEWED

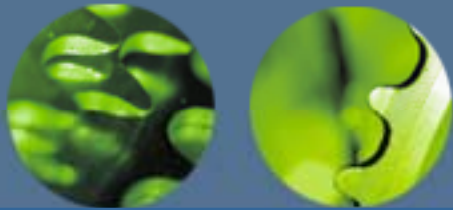
Over RPM Time..... 000000:07  H:M
Over RPM Percent... 000.17      %
Over Speed Time.... 000000:22  H:M
Over Speed Percent.. 001.13      %
Excess Speed Time... 000000:20  H:M
Coast Out of Gear... 000000:00  H:M
```



Does Driving Technique Make a Difference?

The red box shows the overspeed. The yellow box shows the over RPM.

Driver ID.....		Start.. 07/16/06 02:27		Speed Column: <u>17</u>						
Vehicle ID..... 2925		End.... 07/23/06 01:07								
% Time Covered.. 100.00		M P H (high ranges to .9)								
	<u>63-64</u>	<u>65-66</u>	<u>67-68</u>	<u>69-70</u>	<u>71-72</u>	<u>73-74</u>	<u>75+</u>	<u>PTOP</u>	<u>PTOC</u>	<u>TOTAL</u>
	1400	003:33	014:06	000:20						018:29
	1500			000:14	000:19	000:09				001:13
	1600					000:02	000:06	000:02		000:44
R	1700						000:01			000:30
	1800									000:14
P	1900	000:02								000:05
	2000									
M	2100									
	2200									
	2300									
	2400									
TOT:		004:24	014:06	000:34	000:19	000:11	000:06	000:03		065:43



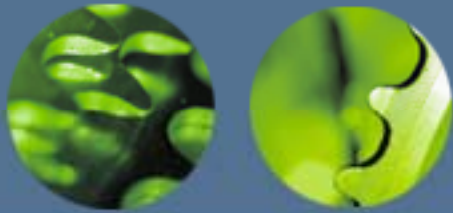
Does Driving Technique Make a Difference?

No overspeed, no over RPM and low idle are the contributors to the higher MPG.

```
Vehicle Id/Name..... 2906
Driver Id/Name.....
Start/End Dates..... 07/17/06 04:38 to 07/25/06 05:33

Average Speed..... 040      MPH      Fuel Mileage..... 00007.18  MPG
Total Distance..... 0001681  Mi      Driving Mileage.... 00007.23  MPG
                                          Moving Mileage..... 00007.23  MPG

Engine Time..... 000041:08 H:M
Driving Time..... 000040:38 H:M      Intertrip Idle Time. 000000:03 H:M
Moving Time..... 000038:33 H:M      Intertrip Idle Pct.. 000.12   %
Total Active Time... 000062:10 H:M    Short Idle Time..... 000000:03 H:M
                                          Short Idle Pct..... 000.12   %
Over RPM Time..... 000000:00 H:M      Extended Idle Time.. 000000:00 H:M
Over RPM Percent... 000.00   %        Extended Idle Pct... 000.00   %
Over Speed Time.... 000000:00 H:M      Auto Fault Check.... ENABLED
Over Speed Percent.. 000.00   %        Possible Faults..... 000000   #
Excess Speed Time... 000000:00 H:M      Extraction Date..... 07/25/06 05:36
Coast Out of Gear... 000000:00 H:M      User Fault Confirm.. NOT REVIEWED
```



Does Driving Technique Make a Difference?

SensorTRACS v2.2(0307)

Gordon Trucking Inc.

SensorTRACS PERFORMANCE MATRIX

Driver ID..... Start.. 07/17/06 04:38 Speed Column: 17

Vehicle ID..... End.... 07/25/06 05:33

% Time Covered.. 100.00 **M P H** (high ranges to .9)

	<u>63-64</u>	<u>65-66</u>	<u>67-68</u>	<u>69-70</u>	<u>71-72</u>	<u>73-74</u>	<u>75+</u>	<u>PTOP</u>	<u>PTOC</u>	<u>TOTAL</u>
1400	001:38	000:17								002:46
1500										000:21
1600										000:07
R 1700										
1800										
P 1900										
2000										
M 2100										
2200										
2300										
2400										
TOT:	003:24	000:17								041:03

The red box shows the overspeed. The yellow box shows the over RPM.)



Before

```
Vehicle Id..... 3293
Start/End Dates.... 01/14/07 06:32 to 01/21/07 06:46

Average Speed..... 054      MPH      Fuel Mileage..... 00006.09  MPG
Total Distance..... 0002566  Mi      Driving Mileage..... 00006.11  MPG
                                          Moving Mileage..... 00006.11  MPG

Engine Time..... 000047:20 H:M
Driving Time..... 000046:40 H:M      Intertrip Idle Time. 000000:05 H:M
Moving Time..... 000045:25 H:M      Intertrip Idle Pct.. 000.17      %
Total Active Time... 000168:15 H:M      Short Idle Time..... 000000:05 H:M
                                          Short Idle Pct..... 000.17      %
Over RPM Time..... 000000:48 H:M      Extended Idle Time.. 000000:00 H:M
Over RPM Percent.... 001.69      %      Extended Idle Pct... 000.00      %
Over Speed Time..... 000000:05 H:M      Auto Fault Check.... ENABLED
Over Speed Percent.. 000.18      %      Possible Faults..... 000000      #
Excess Speed Time... 000000:00 H:M      Extraction Date..... 01/21/07 06:49
Coast Out of Gear... 000000:00 H:M      User Fault Confirm.. NOT REVIEWED
```



Before

Vehicle ID..... 3293 End.... 01/21/07 06:46
 % Time Covered.. 100.00 M P H (high ranges to .9)

	<u>0</u>	<u>1-4</u>	<u>5-9</u>	<u>10-14</u>	<u>15-19</u>	<u>20-24</u>	<u>25-29</u>	<u>30-34</u>	<u>35-39</u>
1400		000:01	000:05	000:07	000:02	000:01	000:03	000:04	000:05
1500			000:03	000:09	000:02	000:02	000:05		000:11
1600			000:03	000:04	000:06	000:04	000:05		000:07
R 1700		000:01	000:03	000:03	000:05	000:03		000:04	
1800			000:03	000:03	000:04	000:03		000:04	
P 1900			000:02	000:02	000:03	000:01	000:01	000:02	000:01
2000			000:01	000:03	000:02		000:02		000:02
M 2100			000:02	000:03	000:01		000:01		000:01
2200									
2300									
2400									
TOT:	001:57	000:39	000:56	001:00	000:39	000:28	000:27	000:28	000:38



After

```
Vehicle Id..... 3293
Start/End Dates.... 02/04/07 06:48 to 02/11/07 06:19

Average Speed..... 053      MPH      Fuel Mileage..... 00006.75  MPG
Total Distance..... 0002505  Mi      Driving Mileage..... 00006.79  MPG
                                          Moving Mileage..... 00006.79  MPG

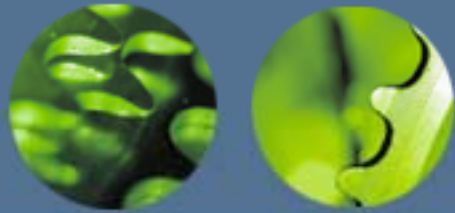
Engine Time..... 000046:31 H:M
Driving Time..... 000045:50 H:M      Intertrip Idle Time.. 000000:04 H:M
Moving Time..... 000044:17 H:M      Intertrip Idle Pct.. 000.14   %
Total Active Time... 000167:31 H:M      Short Idle Time..... 000000:04 H:M
                                          Short Idle Pct..... 000.14   %
Over RPM Time..... 000000:00 H:M      Extended Idle Time.. 000000:00 H:M
Over RPM Percent.... 000.00   %      Extended Idle Pct... 000.00   %
Over Speed Time..... 000000:06 H:M      Auto Fault Check.... ENABLED
Over Speed Percent.. 000.22   %      Possible Faults..... 000001   #
Excess Speed Time... 000000:01 H:M      Extraction Date..... 02/11/07 06:21
Coast Out of Gear... 000000:00 H:M      User Fault Confirm.. NOT REVIEWED
```



After

Vehicle ID..... 3293 End.... 02/11/07 06:19
% Time Covered.. 100.00 M P H (high ranges to .9)

	<u>0</u>	<u>1-4</u>	<u>5-9</u>	<u>10-14</u>	<u>15-19</u>	<u>20-24</u>	<u>25-29</u>	<u>30-34</u>	<u>35-39</u>
1400		000:01	000:06	000:08	000:03	000:01	000:04	000:05	000:05
1500		000:01	000:01	000:04	000:02	000:02	000:04		000:09
1600		000:01	000:02	000:02	000:02	000:03	000:04		000:05
R 1700					000:02	000:03		000:03	
1800									
P 1900									
2000									
M 2100									
2200									
2300									
2400									
TOT:	002:14	000:48	001:01	000:50	000:29	000:29	000:28	000:32	000:36

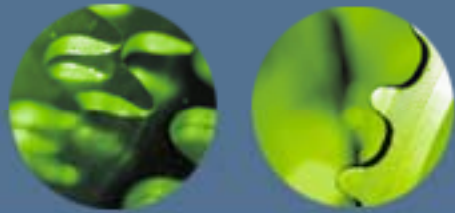


Does Idle Make a Difference? Look at tractor 3136

```
Vehicle Id..... 3136
Start/End Dates.... 09/18/06 04:39 to 09/24/06 01:06

Average Speed..... 052      MPH      Fuel Mileage..... 00004.89  MPG
Total Distance..... 0002639  Mi      Driving Mileage... 00005.61  MPG
Moving Mileage..... 00005.61  MPG

Engine Time..... 000098:22 H:M
Driving Time..... 000049:45 H:M      Intertrip Idle Time 000048:28 H:M
Moving Time..... 000047:38 H:M      Intertrip Idle Pct.. 049.27    %
Total Active Time... 000140:26 H:M      Short Idle Time.... 000009:27 H:M
Short Idle Pct..... 009.60    %
Extended Idle Time.. 000039:01 H:M
Extended Idle Pct... 039.66    %
Over RPM Time..... 000000:19 H:M
Over RPM Percent.... 000.32    %
Over Speed Time.... 000000:15 H:M
Over Speed Percent.. 000.52    %
Excess Speed Time... 000000:01 H:M
Coast Out of Gear... 000000:00 H:M
Auto Fault Check... ENABLED
Possible Faults.... 000001    #
Extraction Date.... 09/24/06 01:08
User Fault Confirm.. NOT REVIEWED
```

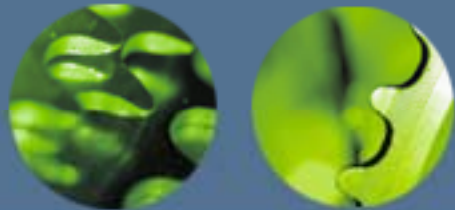


Sure looks like it makes an impact!

```
Vehicle Id..... 3136
Start/End Dates.... 10/02/06 04:18 to 10/08/06 02:06

Average Speed..... 053      MPH      Fuel Mileage..... 00006.73  MPG
Total Distance..... 0002403  Mi      Driving Mileage.... 00006.80  MPG
Moving Mileage..... 00006.80  MPG

Engine Time..... 000046:16 H:M
Driving Time..... 000044:27 H:M      Intertrip Idle Time. 000001:21 H:M
Moving Time..... 000043:17 H:M      Intertrip Idle Pct.. 002.91    %
Total Active Time... 000141:49 H:M      Short Idle Time..... 000001:21 H:M
Short Idle Pct..... 002.91    %
Extended Idle Time.. 000000:00 H:M
Extended Idle Pct... 000.00    %
Over RPM Time..... 000000:00 H:M      Auto Fault Check... ENABLED
Over RPM Percent... 000.00    %      Possible Faults..... 000000    #
Over Speed Time.... 000000:02 H:M      Extraction Date.... 10/08/06 02:08
Over Speed Percent.. 000.07    %      User Fault Confirm.. NOT REVIEWED
Excess Speed Time... 000000:00 H:M
Coast Out of Gear... 000000:00 H:M
```

What We Know

Rock-Solid Rules

- Every 2% reduction in aerodynamic drag results in approximately 1% improvement in fuel economy.
- Above 55 mph, each 1 mph increase in vehicle speed decreases fuel economy by 0.1 MPG.
- Worn tires provide up to 7% better fuel economy than new tires.
- Used lug drive tires can get up to 0.4 MPG better fuel economy than new lug tires.
- Ribbed tires on the drive axles provide 2–4% better fuel economy than lugged tires.
- Every 10 psi that a truck's tires are underinflated reduces fuel economy by 1%.
- The break-in period for tires is between 35,000 and 50,000 miles.
- Tires make biggest difference in MPG below 50 mph; aerodynamics is the most important factor over 50 mph.
- The most efficient drivers get about 30% better fuel economy than the least efficient drivers.
- Idle time is costly. Every hour of idle time in a long-haul operation can decrease fuel economy by 1% because you're burning fuel and not moving.



Thank You!



Jack Ziebarth CTP
Vice President – Operations
Gordon Trucking, Inc.