



Paper Transport, Inc

Joe Shefchik
Director

- Headquarters in Green Bay, WI
- Regional for-hire truckload carrier
- Currently operating 300 tractors & 950 trailers
- Operations based in WI, IL, OK, FL, & GA

Why – We Chose Natural Gas

- ▶ Looking for an environmental & sustainable solution for our customers
- ▶ The economics of natural gas vs diesel
- ▶ Domestic Fuel Source

Paper Transport –CNG Accomplishments

- ▶ Purchased our first 2 tractors in February 2010
- ▶ Freightliner M2 with Cummins ISL–G engine
- ▶ CNG tanks with 75 gallon DGE
- ▶ 5 Additional tractors purchased in Sept. 2010
- ▶ Converted a 2009 tractor to a dual fuel vehicle burning approximately 50% diesel–50% CNG
- ▶ The first 2 tractors have over 250,000 each
- ▶ Our 7 tractors have driven over 850,000



Scope of PTI's CNG Operations

- ▶ Tractors run between Green Bay and Chicago daily
- ▶ Trucks are fueling in the Milwaukee area
- ▶ Averaging 2,200 miles per week
- ▶ GVW between 55,000 and 80,000 lbs.
- ▶ Tractors have performed well with heavy weight – in a no hill environment

Driver Feed Back

- ▶ Drivers have been very receptive to new technology
- ▶ Drivers are blue-collar hard working American's who truly buy into the American fuel source
- ▶ They like the quiet engine
- ▶ Our current fuel stations are under sized
- ▶ Fuel capacity on tractors is under sized

Maintenance

- ▶ For OTR application more frequent oil change intervals are required
- ▶ Fuel filter
- ▶ Turbo
- ▶ Spark plugs
- ▶ The rest of the truck has the same maintenance requirements

Operating Cost

- ▶ Incremental purchase price
- ▶ Fuel
- ▶ Maintenance
- ▶ Driver pay

Shipper's & Customer's Response

If they aren't excited

– YOU ARE TALKING TO THE WRONG PERSON

- ▶ Current engines are not a fit for all applications
- ▶ Recent diesel prices have made the economic case more attractive