

IdleAire Technologies Corporation

Advanced Travel Center Electrification

For

National Transportation Idle Free Corridors

New York, NY

April 14, 2004

Carol Doty, Manager Strategic Affairs



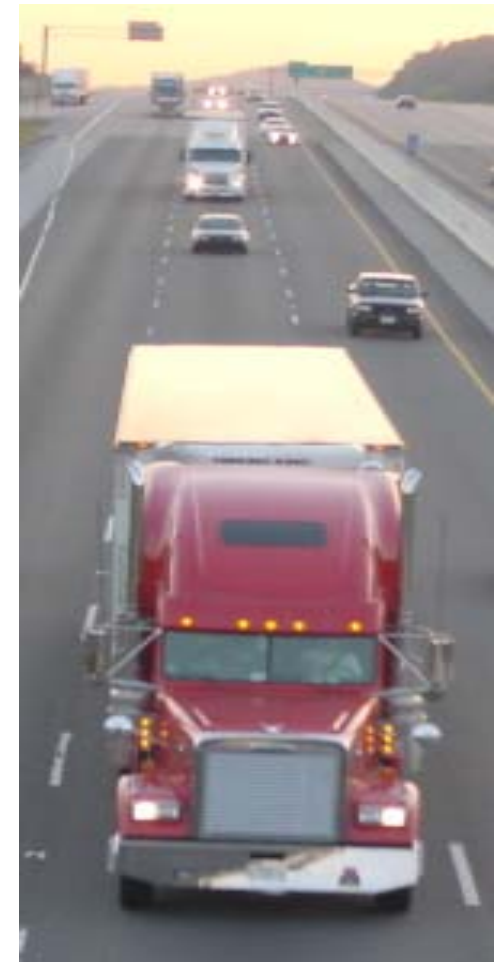
Trucking Industry Background

- Delivers 87% of all hard goods in U.S.
- Employs 9.9 million Americans
- Operates 2.6 million tractor-trailers

Background

Trucking a physically demanding job

- Average 500 miles per day
- Work 26+ days per month
- Idle trucks 40 - 60 % of work time
- Drive 11 hours -- rest at least 10 hours
 - Idle engine for cab comfort
 - May not rest well (noise, vibration)
 - Resting environment may contribute to unsafe drivers



Background

Extended Engine Idling Doesn't Please Anyone



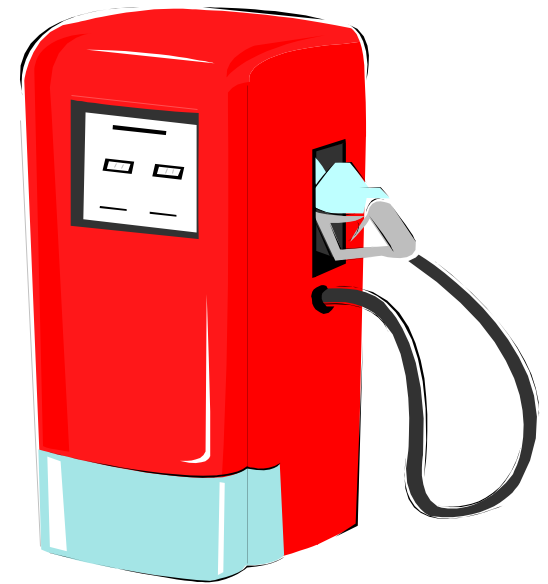
- Elevated RPM (950+ RPM)
- Engine loading 10-30 brake hp
- Extended time periods (30 minutes to over 8 hours)
- Causes additional engine wear (1 hr Idle = 7 mi Road)
- Neighborhood noise
- Air pollution

Background

Fuel Consumed in Idling

Annual Impact:

- 4.4 billion gallons
(100+ million barrels)*
- \$6.6 billion cost to truck owners (@\$1.50/gal)
- ~18% of America's Strategic Petroleum Reserves!
- 3.2% of Imported Crude Oil



*1.0 gal/hour x 3,366 Hours / truck x 1,300,000 trucks

The Idling Situation

Idling Creates Emissions & Noise

Emission*	Single Truck (g/hr)	Single Truck (MTons/yr)**	100 Spaces 14.4Hrs/Day (MTons/yr)	1.3 million trucks (MTons/yr)**
NO _x	135.00	0.46	70.96	590,733
PM	3.68	0.012	1.94	16,103
VOC	6.84	0.023	3.59	29,930
CO	56.14	0.19	29.51	245,657
CO ₂	10,397	34.99	5,464.66	45,495,193
	10,598.66	35.68	5,570.66	46,377,616

Atlanta Petro ATE



Atlanta -- April 2003



IdleAire Service Module

ATE Reduces Emissions

Layover Emissions--100 Parking Spaces

Emission*	Single Truck (g/hr)	100 Spaces 14.4 Hrs/Day (M tons/yr)	% Emissions Removed **
NO _x	135.00	71	98.4%
PM	3.68	1.93	99.5%
VOC	6.84	3.6	99.7%
CO	56.14	29.51	99.7%
CO ₂	10,397	5,465	88.7%
	10,598	5,570	97.2%

Atlanta Petro Emissions Reductions

Emissions in Metric Tons

	Hours	Total Emissions	NO _x	VOC	CO	PM	CO ₂
2003	224,666	1,893	30.33	1.54	12.61	0.83	1,847.65
2004	32,340	272	4.37	0.22	1.82	0.12	265.96
Total	257,006	2,165	34.70	1.76	14.43	0.95	2,113.62

63 Parking Spaces
April - December 2003
January - February 2004

ATE Reduces Fuel Use

Spaces	Fuel Saved (Gallons) 1yr	Value (@\$1.50/Gal)
50	262,800	\$394,200
100	525,600	\$788,400
200	1,051,200	\$1,576,800

14.4 hours/day/space, 365 days per year.
1 gallon fuel use per hour.

ATE

Proven Occupancy & Usage

Installation	Spaces	Hours	First Visits	Total Hookups	% Returning
DeWitt Travel Plaza	20	2332.6	107	195	45.10%
Hunts Point	21	1957.2	95	171	44.40%
Petro - Knoxville - Watt Rd.	82	26309.7	684	2058	66.80%
Chittenango Travel Plaza	23	2592.2	143	245	41.60%
Petro - Atlanta	62	29309.9	674	1903	64.60%
Bruces - Bakersfield, CA	51	19470.4	341	984	65.30%
Petro - Los Banos, CA	65	23336.8	702	1343	47.70%
Loves - Ripon, CA	69	28089.7	499	1320	62.20%
Loves - Lost Hills, CA	49	7970.1	335	694	51.70%
Petro - West Memphis	42	25123.2	613	1821	66.30%
TA - Dallas	54	39509.3	811	2203	63.20%
TA - San Antonio, TX	60	35614.5	1153	2256	48.90%
TA - Baytown, TX	51	35360.2	996	1940	48.70%
Totals:	649	276975.8	7153	17133	58.30%

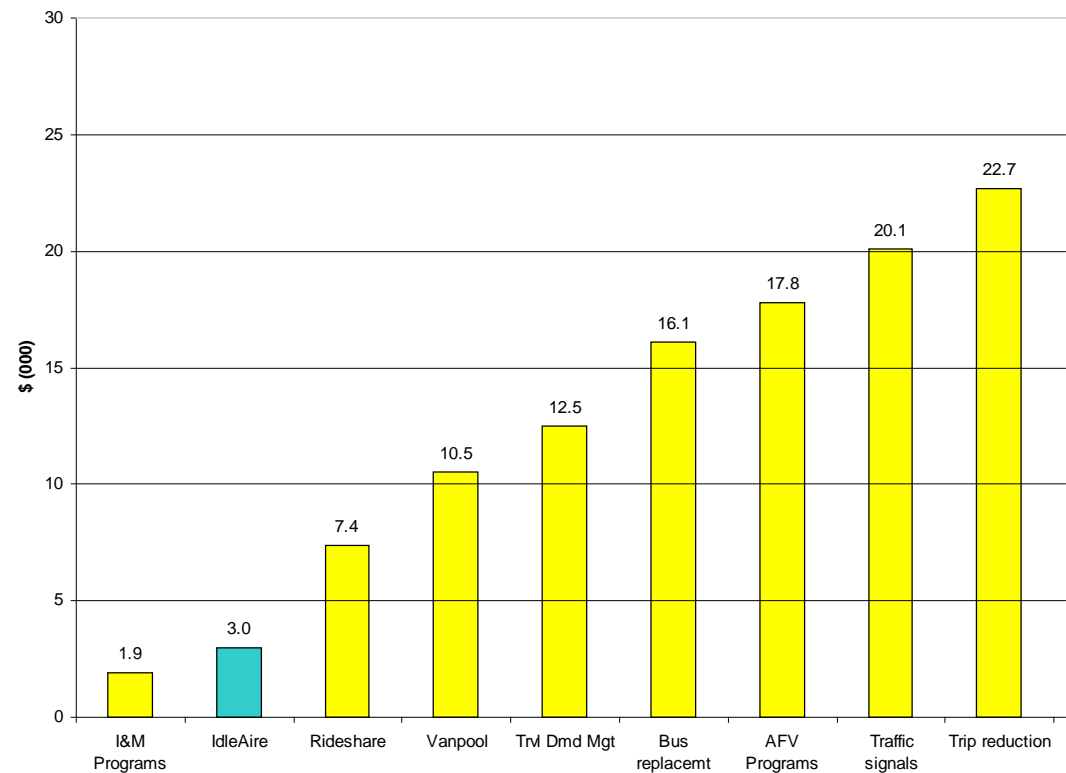
IdleAire Members:	60,650 ⁺
Total Hours:	1,222,293
Fuel Saved:	1,222,293g ⁺
Emissions Saved (Gross/Net):	12,953/8,284 Metric Tons



CMAQ Cost Effectiveness Comparison

Cost-effectiveness per Ton of NO_x Reduction. IdleAire Versus the Nine Best Technology Categories

- 5 Year NO_x Rate is \$4,851 / Metric Ton
- 15 Year NO_x Rate is \$3,010 / Metric Ton
- National CMAQ Median \$66,300



Source: U.S. Department of Transportation's CMAQ Program

ATE for Today & Tomorrow

Planning for the Future

- ATE provides truck stop electrification (TSE) today
 - Includes HVAC
 - Includes computer, TV, movies & other services
 - Optional Refrigeration power
- Tomorrow's electric truck can use ATE
 - We'll remove HVAC
 - "Future truck" plugs into shore power
 - Includes Communication & Entertainment

ATE: Dream to Reality



Chittenango Plaza -- May 2003



Concept Drawing -- August 2000

Photo Gallery

Not Just for Trucks!



Photo gallery

Drivers Sign Up and Wait

DATE	COMPANY	TRUCK #	Time Requested
7/7	ARCTIC	2874	8:33 P
"	9th Street	13068	8:37 P
"	TVS&W	59001	8:41 P
"	Admiral	94993	8:47 P
"	Benefit	5365	8:51 P
"	EMPIRE	10204	8:53 P
"	MAYFLOWER	590-21	8:58 P
"	R+R Trucking	6011	9:02 P
"	Equipment Express	351	9:06 P
"	PTL	8535	9:15 P

IDLEAIRE WAIT LIST

Service Selection Screens



ATE Fleet Services Costs

- Standard services -- \$1.25/hour
 - One hour minimum
 - \$0.02/minute thereafter
 - Electricity (120VAC), HVAC, computer, Satellite TV, Internet access, telephone access, email, 24/7 onsite and telephone support
- In-cab training -- \$15.95/lesson
- Fleet communications -- individual rates

ATE Economic Impact

Fleet Benefits

- Quick Return on Investment
 - Window adapter \$10.00
 - First visit free -\$10.00
 - Fuel Savings (@\$1.50/gal) -\$12.00
 - First Day Total Expenses -\$12.00
- Driver retention/acquisition incentives
- Better communication with drivers
- In-cab training services

ATE Economic Impact

A Win-Win Scenario

- Truck owners reduce operating costs
 - ~ \$3,200/yr/truck (fuel and maintenance costs)*
- Travel centers gain new revenue source
- New Employment (18 employees/100 spaces)
- Drivers rest better and are safer on road
- Reduced fuel use (less dependence on foreign oil)
- Significantly reduced emissions
- Neighborhoods quieter

* = (3,366 gallons*1.5) - (3,366*1.25) + \$2,400 Maintenance

Additional Driver Services

- Ethernet Internet Connection (\$3.00/visit)
- Wireless Internet Access (\$3.00/day)
- Additional Satellite Channels (\$3.00/tier)
- Movies on Demand (\$3.95 - \$9.95)
- Long distance telephone (~\$0.05/minute)

Relationships with Travel Center Operators

- Commitments 366 travel centers, 84% of the corporate travel centers or 46% of the Travel Center industry
- Typical 15 – 25 year Contracts

Association	Centers	Parking Spaces	Avg Spaces	Contracts	Conditional	Committed
TravelCenters of America	151	26,241	9.6%	174	1,770	26,241
Pilot TravelCenters LLC	260	26,321	9.7%	101	26,321	26,321
Flying J	155	22,691	8.3%	146	0	0
Petro Stopping Centers	61	14,783	5.4%	242	1,241	14,783
Love's	67	2,553	0.9%	38	435	2,553
PTP	153	15,089	5.5%	99	3,186	15,089
AMBEST	114	18,169	6.7%	159	1,188	18,169
NATSN	109	13,124	4.8%	120	1,924	13,124
G&S Interstate Truck Stop	70	5,291	1.9%	76	590	5,291
Independents	<u>3,260</u>	<u>127,738</u>	<u>47.0%</u>	<u>39</u>	<u>2,104</u>	<u>2,104</u>
Totals	4,400	272,000		62	38,759	123,675
					14.2%	45.5%

Conditional Spaces: The Company signed initial agreements with Petro Stopping Centers, TravelCenters of America and Love's to install 3-5 initial sites for each operator with the mutual understanding that they will sign national contracts thereafter.

Truck Fleet Relationships

LANDSTAR

SMX

DART

QC

Robert Motor Express, Inc.

Truck Fleet Commitment Summary (Effective 12/31/03)

Size	Long Haul Market		Avg. Fleet Tractors	Commitments	
	Fleets	Tractors		Fleets	Tractors
1,000 - 15,000	116	329,525	19.7%	2,841	24 78,877
101 - 999	1,891	514,884	30.7%	272	66 18,717
21 - 100	9,598	454,423	27.1%	47	94 4,847
20 or less	73,880	377,331	22.5%	5	71 446
Totals	85,485	1,676,163		20	255 102,887

SWIFT

AGT

GW

NFI National Freight
How Business is Done

AVERITTE EXPRESS

J.B. HUNT

FedEx
Custom Critical

BOYD BROS
Transportation, Inc.

KENNESAW
TRANSPORTATION, INC.

UNITED
Van Lines

MDS

Celadon
Trucking Services, Inc.

TRANSPORT AMERICA

CORNHUSKER
MOTOR LINES

The Jones Motor Group

MORGAN
SOUTHERN, INC.

PILES

Continental Express
Inc.

England

GT
T. GROENDYKE
TRANSPORT

MERCER
Transportation Company

Sitton Motor Lines

XTL Transport Inc.

Anderson
ATS
Trucking Service

THE WAGGONERS
TRUCKING

NASTC

Wynne
TRANSPORT SERVICE

PANTHER II
TRANSPORTATION, INC.

IdleAire
Technologies
Corporation

Camell Futura Logistics Corporation



Strategic Partners



Intelligent Trusses, Electrical Power Distribution

IT, WAN Monitoring, NOC Call Centers

LCD Displays

Touch screens



WAN Equipment & Wireless



Telecom: WAN, Wireless, Long Distance



Environmental Policy Enforcement



Digital Movie Content

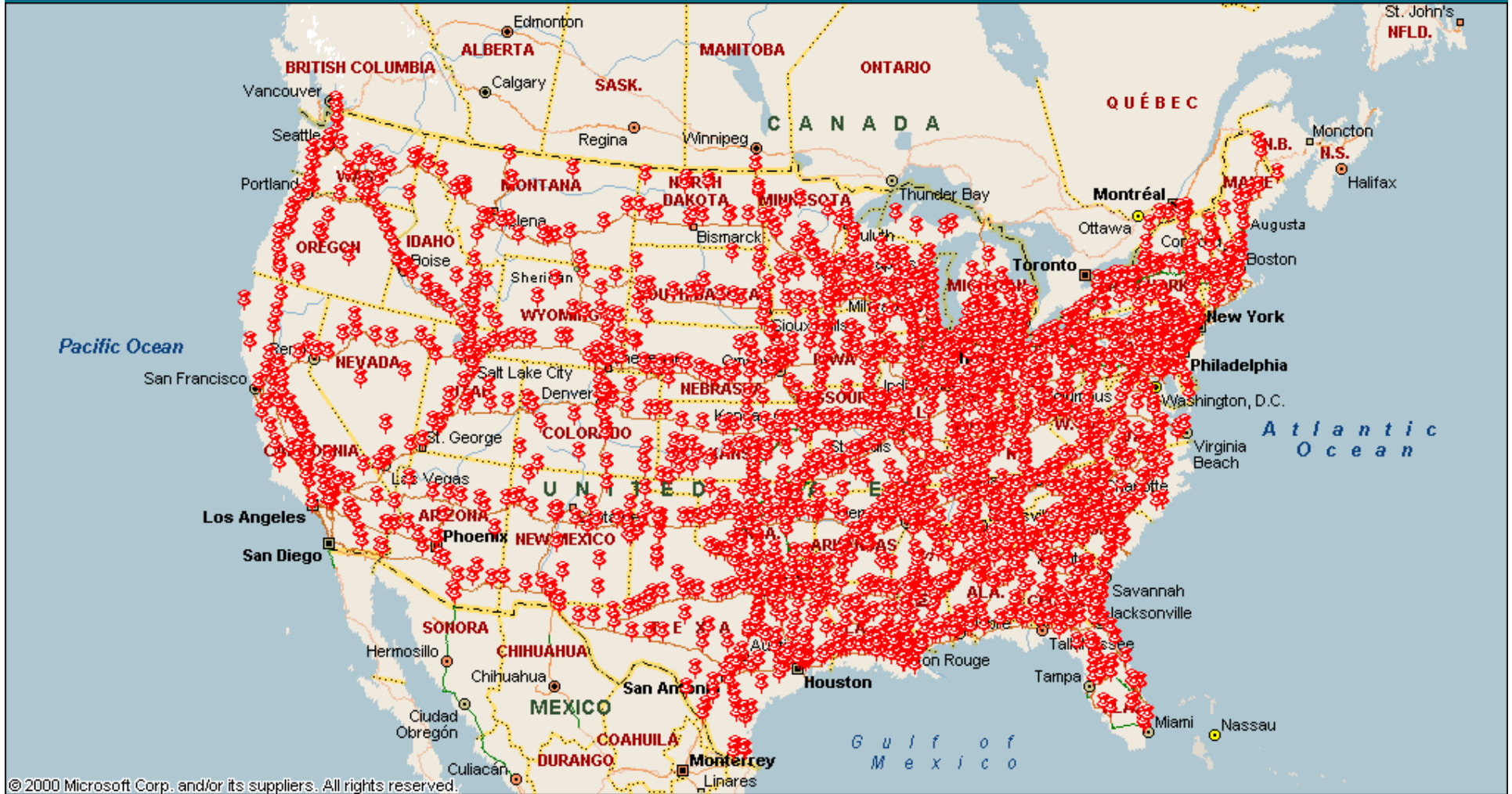


Driver Training & Fleet Risk Management



QuickTime™ and a TIFF (Uncompressed) decompressor are needed to see this picture.

Travel Center Market





IdleAire
Technologies
Corporation

Truck Stop Electrification for the 21st Century

410 North Cedar Bluff Road
Suite 200
Knoxville, Tennessee 37923

Tele: 865-342-3600
Fax: 865-342-3650
www.idleaire.com