



Dedication at every turn.



Penske Truck Leasing

ACT Expo 2014

**Medium-Duty Electric Vehicle End-User Case Study:
Penske and Staples**

Bob Douglas, Vice President Field Maintenance

Penske's Strength in Transportation



Headquartered in Bloomfield Hills, MI
Over \$16 Billion in Revenue
36,000 Employees
1,800 Locations Worldwide

Transportation



Truck leasing, rental, logistics



Vehicle lighting & safety systems



Diesel engine systems

Automotive



Retail automotive dealerships
300+ dealers worldwide
promoting 40+ brands

Performance



IndyCar



NASCAR



Grand AM

Private Equity



TRP invests in growth-oriented manufacturing and service businesses in the transportation industry



The Penske Profile

Over 215,000 Vehicles

20,000 Associates

Facilities in North America

- Truck Leasing/Rental – over 700
- Logistics – over 300

International Operations

- Truck Leasing - Canada, Mexico
- Logistics – North America, South America, Europe and Asia



Penske Business Focus

A broad range of services drives long-term growth



Value-Added Services Intensity

- 40,000 units nationwide
- 2,370 locations
- Newest trucks in the industry
- Business and Do-it-yourself moves

- Highly trained technicians
- Fleet maintenance reporting and forecasting
- Billing notification process

- Comprehensive Fleet Management
- Guaranteed operating costs
- Fleet budgeting accuracy

- Dedicated Contract Carriage
- Distribution Center Mgmt
- Transportation Management

CUSTOMER VALUE

Staples All-Electric Trucks

Penske provides Staples with commercial truck fleet maintenance services for their all-electric truck fleet

We service nearly 60 trucks in the following markets:

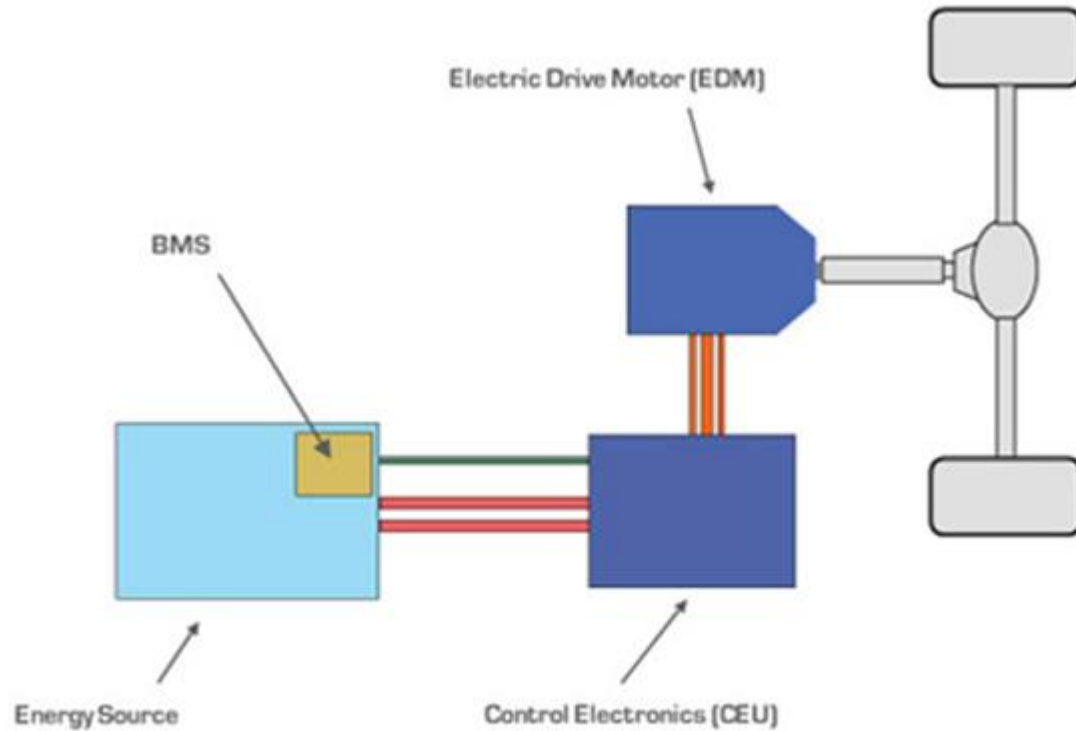
- Atlanta
- Baltimore
- Cincinnati
- Cleveland
- Dallas
- Kansas City
- Los Angeles
- Portland, Oregon



What is an All-Electric Truck - How Does it Work?



Basic Electric Vehicle



The Framework of an Electric Truck



Chassis Length: 18 feet



The Electric Truck Battery

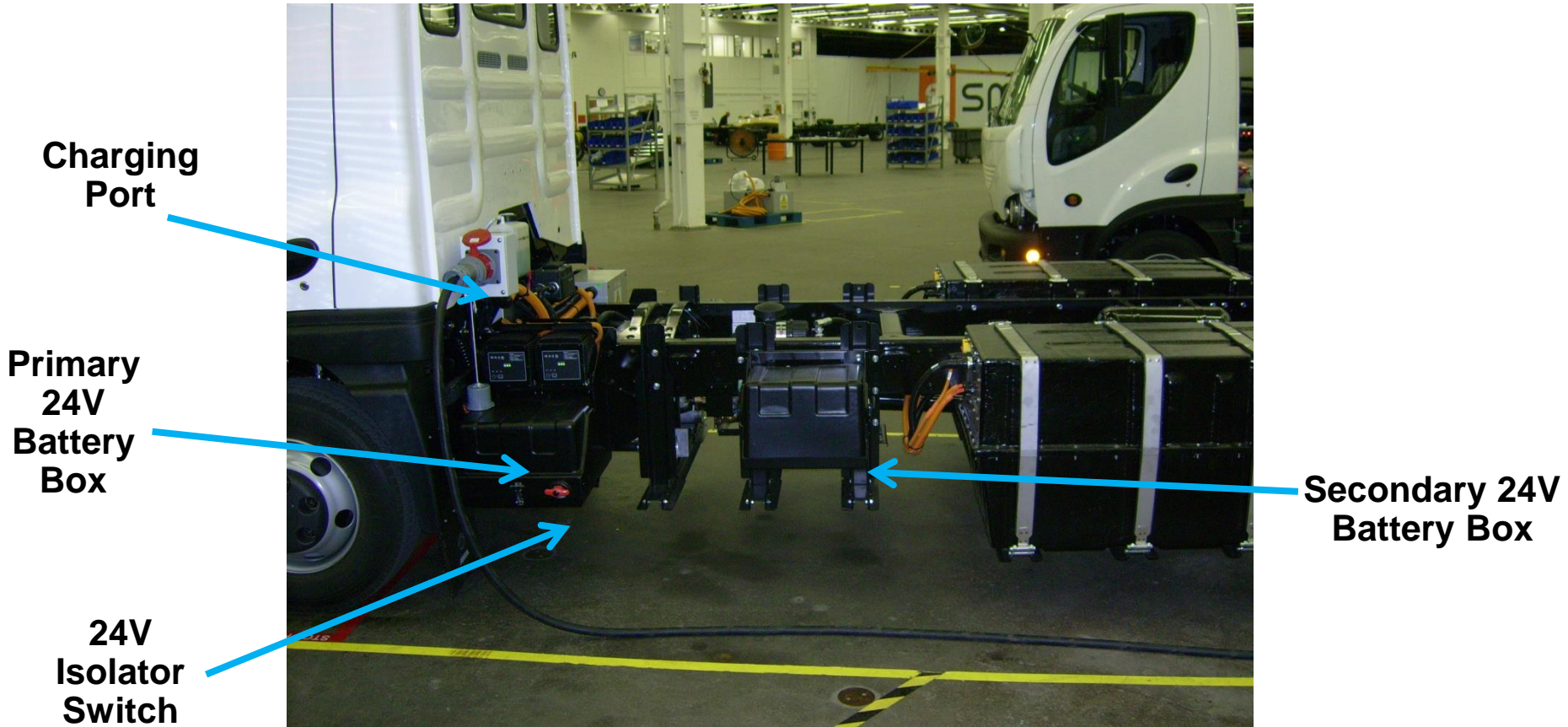


80 kw battery package (two pods)

Charging Port

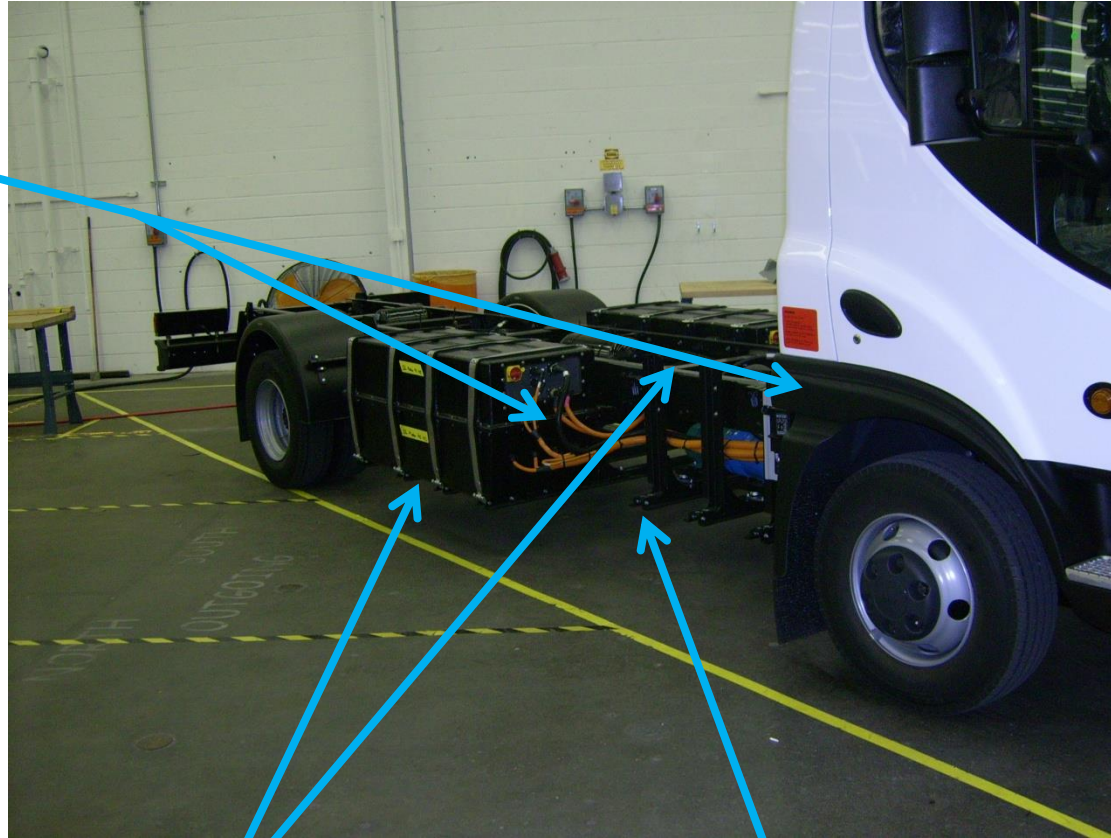


Batteries, Switches, & Cables



Batteries, Switches & Cables

High Voltage Isolator Switches



High Voltage (Traction) Battery Pods

Orange Wrapped Cables (High Voltage)

Electric Truck Quick Facts

- Zero emissions; recharges during off-peak hours
- 80 percent per mile cost savings
- Can be as little as 50 cents per gallon to operate
- Maximum speed of 55 miles per hour
- Can travel 70 to 100 miles on a single charge
- Most effective in urban areas: stop-and-go



Penske EV Truck Maintenance Training

- Developed training jointly with the manufacturer, for drivers and technicians, to include a consistent approach across multiple locations
- Created operating/safety warnings specific to EVs
- Implemented routine of daily and weekly pre-trip checks
- Preventive maintenance (PM) schedules/customized PM checklist



Penske EV Truck Maintenance Training

- Designed a communication portal as a resource for Penske service department associates
- Suggested EV parts inventory list
- Manufacturer's key contact information
- Service bulletins/critical specification updates
- Schematics and troubleshooting guides



Staples: How Electric Vehicles Fit into Company Sustainability Practices

- Each electric truck displaces over 11 tons of CO2 each year
- \$6 in electricity replaces \$30 in diesel fuel per day
- Drivers who operate these trucks never want to operate a diesel truck again
- Staples customers appreciate receiving their deliveries in a non-polluting truck



Questions?





Dedication at every turn.