

GENERATE REVENUE & REDUCE TRU EMISSIONS

eTRU Shore Power Solutions FOR PORT OPERATORS



\$3 BILLION
WASTED ON DIESEL
FOR IDLING TRUs
ANNUALLY IN THE US*



9 MILLION TONS
OF CARBON EMITTED ANNUALLY
FROM IDLE DIESEL-BURNING
TRUs IN THE US*

WHY PLUG IT IN?

Carriers are increasingly adopting hybrid electric Transport Refrigeration Units (eTRUs).



33%

reduced energy costs



60%

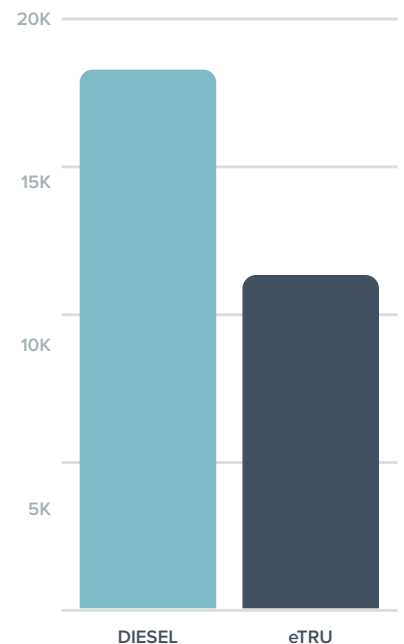
reduced emissions

- ▶ Create a substantial new revenue stream
- ▶ Quantifiably reduce Scope 3 carbon emissions
- ▶ Improve retention with lower noise and air pollution

TURNKEY eTRU SHORE POWER SOLUTIONS

- ▶ Design and installation of eTRU shore power infrastructure
(Zero CapEx options available)
- ▶ Real-time truck presence and plug status for each dock
- ▶ Revenue-grade metering and automated billing by carrier
- ▶ Facilitation of federal, state, local and utility incentives & compliance

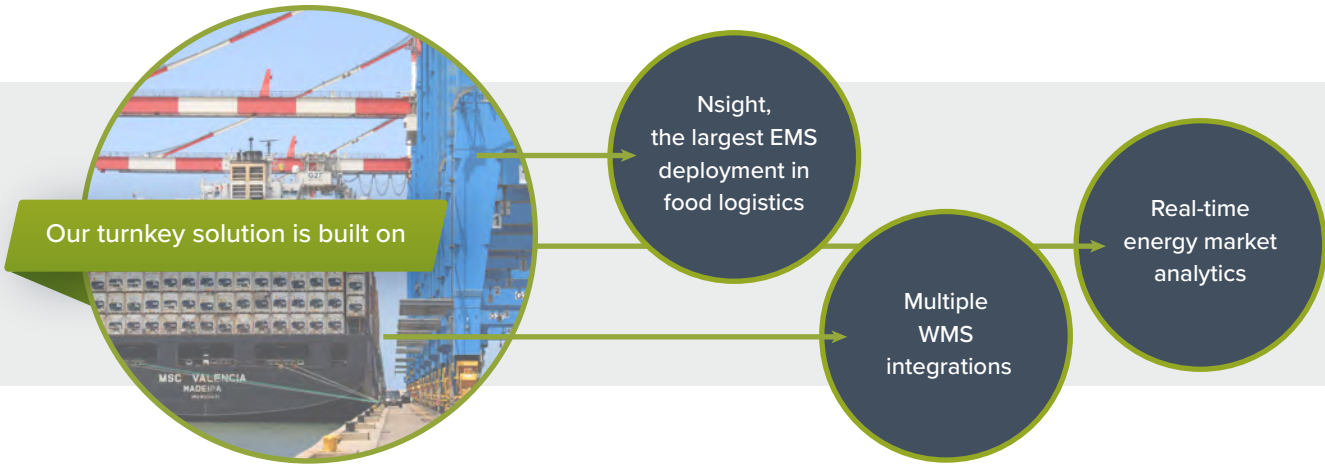
ENERGY COSTS PER TRU PER YEAR*



* Industrial calculation

eTRU Shore Power Solutions

FOR PORT OPERATORS



400+ Cold Chain Locations

Industrial has the largest Energy Management System deployment in the global 3PL cold chain. We integrate with all leading WMS vendors for automated billing by carrier. eTRU shore power services are part of a complete energy optimization solution suite for refrigerated logistics.

A CONTEXTUALIZED BASELINE ROOTED IN DEEP DATA ANALYSIS AND NETWORK EFFECTS

Industrial's eTRU assessment not only provides you with a robust cost and emissions baseline for your own operations, but also relevant carriers and highlights opportunities for the intelligent coordination of delivery timing and load management.

TYPICAL ENGAGEMENT STEPS

ASSESS	IMPLEMENT	MANAGE
Data mapping to establish "bumps," idle times, carrier allocation	Business model selection (subscription vs. performance-based)	Real-time plug monitoring and ongoing maintenance
Review of routes & eTRU equipment to establish utilization	Implementation proposal, including expected benefits	Energy and cost optimization via Nsight platform
System design to maximize benefits while staying within current electric service	Turnkey permitting, procurement and installation	Rate tariff advisory to further reduce energy and demand charges
Analyze rate tariffs to establish kWh or hourly pricing by site		Measurement and verification for reporting carbon credits