

Euclid

BEVERAGE LLC

A SUBSIDIARY OF CLARE HOLDINGS



Larry McGrail

Vice President of Operations at Euclid Beverage
Greater Chicago Area



About Us

- Euclid Beverage currently distributes brands from over 70 domestic, craft and import suppliers of beer, wine and spirits.
- Our 3 state of the art facilities service more than 3,000 retail customers in 25 counties across the state of Illinois.
- We provide seamless sales, marketing and distribution opportunities for the top domestic, craft and specialty beverage suppliers.



Fleet Vehicles

- 2.1 million miles annual
- 75 power units; 15 support vehicles and 90 trailers.
 - Tandem and Single Axles
 - Straight Trucks and Side Loaders
 - Vans and Pick-ups
 - Dry Van trailers
 - Specialty equipment

Challenge

- Look for ways to control costs and a good fit to our Corporate Sustainability Program.

Solution

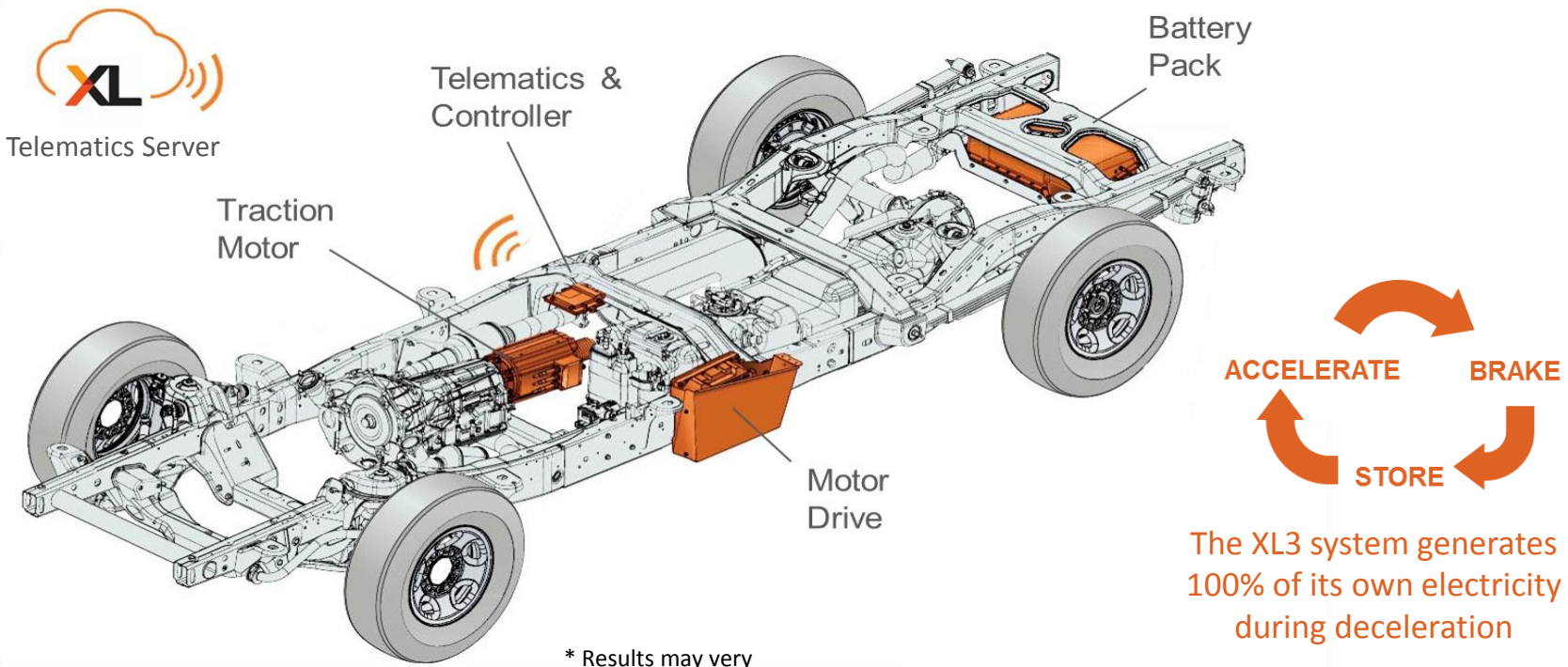
- Upgrade our GM vans with XL Hybrids' XL3 Hybrid System

Why XL Hybrids?

- Proven – with companies like Coca-Cola and Pepsi
- Straightforward – Simple one-day upfit
- Affordable – Drive Clean Chicago Program covered 80% - our cost \$2,198
- Safe – no added fuel tanks
- Works with existing spec with no special care
- No special infrastructure or plug required
- No impact on cargo area or GVWR

XL Hybrids Technology

- Regenerative braking and strategic assist result in 25% MPG increase which translates into 20% reduction in fuel costs



XL Hybrids Right For Our Vans

- Type of Driving - Urban, Suburban, Rural
 - Focus on vans with most stop & go to utilize the hybrid system
- Vans average 18,000 miles a year
- Keep them for 5-6 years (100,000 miles)

Results

- We are seeing 25% improvement on MPG
- Projected fuel saving roughly \$2,000 per year
- Over the life of a vehicle we expect to save \$10,000+



Sustainability Challenge Met



614 gallons savings



1.2 passenger cars
removed from road



5.5 metric tons GHG
avoided



4.5 acres of forest
carbon sequestration
replaced

Other Benefits

- We're always saving 20% on fuel, no matter what cost of gas is
- Longer brake life
- No driver training needed
- No impact on performance or safety
- Low investment solution
- Sustainability awareness

Recommendation for other fleets - It's an easy and affordable hybrid technology

Thank You

Questions?