



Professional Logistics Group, Inc.

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PLG's expertise in rail transportation is an important asset to ethanol industry clients.

Professional Logistics Group, Inc.: Delivering the Competitive Edge

When Graham Brisben, founder and president of Professional Logistics Group, Inc. (PLG), attended his first American Coalition for Ethanol conference and trade show a few years ago, it left a strong impression.

"Here was a vibrant and growing industry that not only represented tremendous business opportunities for all involved, but was also vital for America's energy future," Brisben said.

At the same time, however, it was clear that the period in which capital was flooding into the industry and farmer groups and communities were rushing to get plants built as fast as possible to take advantage of dramatic "crush spreads" would not go on forever. Brisben could see that in time, the ethanol industry would need to compete as a true commodity business, and helping companies within those types of industries become more competitive through logistics is what PLG is all about.

PLG was formed in 2001 as a logistics consulting and management services firm with a primary focus

on the strategic aspects of transportation: planning, procurement, and ensuring that logistics fully support the overall business objectives of its clients. With an initial emphasis on bulk commodities and a strong core competency in rail and bulk trucking, focusing on renewable fuels was a logical extension of PLG's business.

PLG services include transportation contract negotiations, supply chain optimization and distribution, comprehensive logistics assessments, rail operations consulting, modal and carrier competitive access strategies, and site selection logistics due diligence. Tactical services include railcar fleet acquisition and maintenance, HAZMAT compliance and training, and rail infrastructure design and engineering.

The firm is comprised of more than 20 industry veterans from both shippers and carriers, as well as experts in transportation law, engineering, and health, environmental, and safety (HES). Brisben's own career began in the operating department at Burlington Northern Railroad, working both at headquarters and

in field supervisory roles for BN and its successor railroad, Burlington Northern Santa Fe.

Others in the group are veterans of the energy industry, including Gordon Heisler, former Director of Transportation at Sunoco, Inc., who led Sunoco's integration of ethanol into its terminals and distribution network. Heisler was a featured speaker at ACE's 2007 20th Anniversary Conference and Trade Show, where his presentation "Logistics for Tough Times" addressed the distribution challenges that ethanol will face in the future.

PLG project experience in the ethanol industry includes development and business planning for terminals, logistics infrastructure investment analysis, ethanol transportation and handling safety and compliance program development, and due diligence and advisement to the financial community interested in making ethanol logistics related investments. PLG team members have also handled the rail design and engineering for several new ethanol plant sites in the U.S.

Looking to the future, Brisben sees near-term supply chain challenges

for the ethanol industry but also long-term opportunities.

"As the industry approaches supply/demand equilibrium in early 2008, those production sites with clear logistics advantages and larger capacities will differentiate themselves from smaller plants captive to one railroad and unable to ship unit trains," Brisben said. "Unless the smaller sites can aggregate their volumes with other plants and create multi-modal options, it will be tough to compete within a low-margin environment and where transportation costs represent a significant percentage of the sale price. As the commodification of the business occurs, individual companies will be able to outflank the competition by becoming more sophisticated in their approach to logistics."

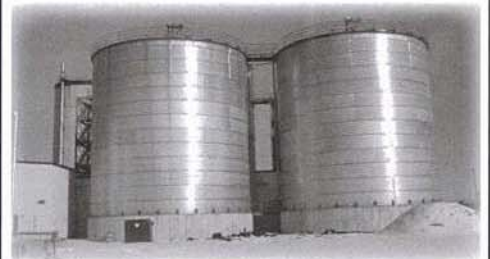
While these changes play out, PLG plans to continue its work helping to grow and enhance the ethanol supply chain.

"We have enjoyed steady growth since I started this business in 2001," Brisben said, "and ethanol has been a major part of that. We're proud to be working with this industry and will continue to support ACE and others involved in making ethanol a cornerstone of America's energy future."

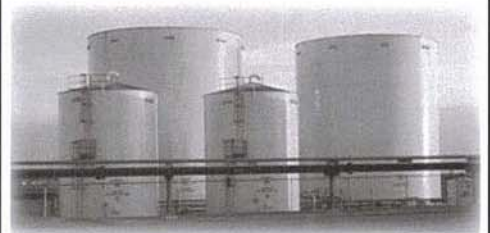


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The Industry Innovators series highlights the significant contributions made to the U.S. ethanol industry by members of the American Coalition for Ethanol. To inquire about your company being featured here, contact ACE Outreach Coordinator Tracey Dixon at tdixon@ethanol.org