FIGURE ES3  
CONFIDENCE MATRIX

<table>
<thead>
<tr>
<th>PAYBACK IN YEARS</th>
<th>AMOUNT OF INFORMATION CURRENTLY AVAILABLE</th>
<th>CONFIDENCE RATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>LOW</td>
<td>LOW</td>
</tr>
<tr>
<td>2</td>
<td>MEDIUM</td>
<td>MEDIUM</td>
</tr>
<tr>
<td>3</td>
<td>HIGH</td>
<td>HIGH</td>
</tr>
<tr>
<td>4</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- Consider Testing
- Quickly Invest in Testing
- Adopt Technology
- Invest in Technology
- Wait for Next-Generation Products
- Work with Manufacturer
- Invest in Technology
- Partial Aero Sleeper
- Non-Aero Day Cab
- Full Aero Sleeper
- Classic Sleeper

CONFIDENCE REPORT EXECUTIVE SUMMARY

TRACTOR AERODYNAMICS CONFIDENCE REPORT