

## **SHORT FORM BIO**

### **Andrew Smith, Chief Executive Officer, ATDynamics, Inc.**

Mr. Smith is Founder and CEO of ATDynamics, Inc., a company supplying aerodynamic “TrailerTails®” for tractor-trailers capable of saving the North American trucking industry over \$20 billion in fuel expenditures and 40 million tons of carbon emissions over the next decade. Mr. Smith is responsible for taking ATDynamics from a business plan to a multi-million dollar company with 25+ employees servicing the largest and most fuel efficient trucking companies in the country. Mr. Smith’s career has focused on the commercialization of environmental technology including work with wind energy, electric vehicles and sustainable international development. When not focused on solving energy, economic development and conservation challenges, Andrew is a high altitude mountaineering expedition leader and a father. He holds an undergraduate degree in Physics from Middlebury College and an MBA from the Tuck School of Business at Dartmouth.

## **LONG FORM BIO**

### **Andrew Smith, Chief Executive Officer, ATDynamics, Inc.**

Andrew F. Smith is Founder and CEO of ATDynamics, Inc., a company supplying aerodynamic “TrailerTails®” for tractor-trailers capable of saving the North American trucking industry over \$20 billion in fuel expenditures and 40 million tons of carbon emissions over the next decade. Under Mr. Smith’s leadership, ATDynamics converted aerodynamic concepts studied in wind tunnels for decades by NASA and other leading aerodynamicists into the first commercially successful aerodynamic tail fairing in the history of the freight industry. Mr. Smith is responsible for taking ATDynamics from a business plan to a multi-million dollar company servicing the largest and most fuel efficient trucking companies. He has received numerous recognitions for his work including the California Business of the Year Award for Climate Impact in 2011, 1<sup>st</sup> place in the world’s largest business plan competition at Rice University in Houston, Texas and a sub-recipient award of a \$40M Department of Energy “SuperTruck” project to design tractor-trailers 50% more efficient than today’s technology.

Mr. Smith’s career has long focused on the commercialization of environmental technology including work with wind energy, electric vehicles and sustainable international development. Prior to ATDynamics, Mr. Smith was a management consultant with The Monitor Group and a founding member of the OTF Group, an economic development consulting firm with projects in Latin America, Asia, Eastern Europe and Africa. Throughout his career, Mr. Smith has promoted the rapid commercialization of environmental technologies including working with GE Wind Energy, managing the Massachusetts Electric Vehicle Demonstration Program and producing the documentary film “Drawing the Line” focused on the reduction of global oil dependence. His work with environmental technologies stems from a passion for pristine wild places. Mr. Smith is an avid mountaineer and has led high altitude expeditions in Patagonia, the Himalayas and Alaska.

He holds an undergraduate degree in Physics from Middlebury College and an MBA from the Tuck School of Business at Dartmouth. He resides with his wife and newly born son in Redwood City, California.

