

SmartWay and Small Business



As a small motor carrier business owner, I know first hand how fuel costs affect my bottom line. So I look for what works for me. That's why I am a SmartWay partner, and a member of NASTC and OOIDA. SmartWay & these associations help small trucking companies like me save fuel and money.

It also helps me -- a guy with 3 trucks -- market myself to customers looking for greener trucking companies. Like any small business owner, I have to wear a lot of different hats -- from sales to operations to finance. So I appreciate how SmartWay saves me time and money with free business help including online calculators, performance tracking tools, and technical and financial assistance. With the price of diesel going up, up, up, the only way I can raise salaries is to use less fuel, and attract more business. SmartWay helps me do just that. Thanks, SmartWay!"

*Daniel Marshall, Owner
D&J 'XPress LLC, MC 709935*



SmartWay Transport Partnership is a strong government/industry collaboration between freight shippers, carriers, and logistics companies to voluntarily achieve improved fuel efficiency and reduce environmental impacts from freight transport. Participating companies benchmark their current freight operations, identify technologies and strategies to reduce their carbon emissions, track emissions reductions and project future improvement.

SmartWay Small Business Partners. The SmartWay Transport Partnership includes hundreds of companies and associations committed to improving fuel efficiency. SmartWay welcomes trucking fleets of all sizes as partners.

- 60% of SmartWay's carrier partners are medium and small sized fleets with 100 or fewer trucks.
- 25% of SmartWay carrier partners are owner-operators, or fleets that operate 20 or fewer trucks.

Beneficial to Small Businesses. SmartWay is especially helpful to small and medium sized trucking companies and owner-operators. EPA staff offer technical assistance and information, that might otherwise be inaccessible, to all inquirers via email, the SmartWay website, and the SmartWay call center.

Visibility. EPA identifies every SmartWay partner on its website and recognizes partners that are eligible and licensed to use the SmartWay partner logo. Visibility is equally provided to SmartWay fleet carriers, regardless of size, giving carriers a significant marketing advantage.

Low-cost/ No-cost Fuel Saving Solutions. SmartWay promotes operational practices, such as logistics optimization and reduced idling, that any fleet can use. These low-cost and no-cost strategies are especially beneficial to smaller trucking fleets and are included in SmartWay's assessment of fleet performance.

SmartWay Offers On-line Driver Training. Driver training programs can help trucking companies, regardless of fleet size, save fuel and reduce greenhouse gas emissions by increasing driver skills, knowledge, and performance. A driver training program that improves fuel economy by five percent could save over \$3,000 in fuel costs and eliminate eight metric tons of greenhouse gas emissions per truck each year. EPA SmartWay, in conjunction with Natural Resources Canada's FleetSmart program, have produced an on-line driver training fuel economy course that will be available free of charge to partners in both programs. The course is expected to launch later this year.

SmartWay Innovative Financing Assists Small Businesses. Several SmartWay verified technologies not only reduce emissions, but save fuel and money. These technologies can reduce operating costs for both owner-operators and small fleets, resulting in shorter pay back periods for investments in verified technologies. However, it can be challenging for many small businesses to secure capital needed for technology retrofits and truck replacements.

continued

SmartWay and Small Business

continued

The SmartWay Finance Program, through its grant recipients, assists small trucking businesses by providing access low-cost financing for SmartWay verified technologies and clean trucks.

Technology Retrofits. The following grantees offer financing for SmartWay Verified Technologies:

Cascade Sierra Solutions

Technologies Financed: Idle Reduction, Aerodynamics, Low-Rolling Resistance Tires

Program Type: Low-Cost Loans, Rebates (APUs & Aerodynamics)

Contact Information:

Phone: 866-345-3390

Website: www.cascadesierrasolutions.org

Community Development Transportation Lending Services

Technologies Financed: Idle Reduction

Program Type: Low-Cost Loans

Contact information:

Phone: 202-415-9682

Website: <http://web1.ctaa.org/webmodules/webarticles/anmviewer.asp?a=53&z=36>

Owner Operators Independent Drivers Association Foundation

Technologies Financed: Auxiliary Power Units

Program Type: Rebates

Contact information:

Phone: 816-229-5791

Website: www.ooida.com/OOIDA%20Foundation/index.html

Truck Replacement Programs. The following organizations offer financing for eligible truck replacements.

Cascade Sierra Solutions

Program Type: Low-Cost Loans

Geographic Area: Nationwide

Contact information:

Phone: 866-345-3390

Website: www.cascadesierrasolutions.org

Southern Alliance for Clean Energy

Program Type: Low-Cost Loans (Loan Guarantees)

Geographic Area: Southeastern U.S.

Contact Information:

Phone: Anne Blair, Clean Diesel Program Manager - 404-373-5832

Website: www.rushgogreen.com/CtrlViewer.aspx?uri=home.promo2.pdf

Community Development Transportation Lending Services

Program Type: Low-Cost Loans

Geographic Area: Nationwide

Contact Information:

Phone: 202-415-9682

Website: <http://web1.ctaa.org/webmodules/webarticles/anmviewer.asp?a=53&z=36>

Mid-Atlantic Regional Air Management Association

Program Type: Rebates

Geographic Area: Drayage trucks operating at Mid-Atlantic ports (VA, MD, PA, and DE)

Contact Information:

Phone: 443-901-1882

Website: www.efc.umd.edu/cleandiesel.html

Houston-Galveston Area Council

Program Type: Low-Cost Loans

Geographic Area: Drayage trucks operating in the Houston-Galveston, Texas area

Contact Information:

Phone: 832-681-2588

Website: www.h-gac.com/taq/airquality/drayageloans/default.aspx

For more information <http://www.epa.gov/smartway/> or call 734-214-4767.