

CALCULATE YOUR SAVINGS

TO THE ENVIRONMENT. TO YOUR BOTTOM LINE.



Introducing SmartWaySM Transport Partnership

Freight Carriers



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SMARTWAYSM TRANSPORT PARTNERS ARE LEADING THE FREIGHT INDUSTRY.

The SmartWaySM Transport Partnership is an **innovative collaboration** between the freight industry and the U.S. Environmental Protection Agency. Endorsed by major freight industry associations, companies, and trade publications, SmartWay Transport is **leading the way** to greater fuel efficiency and lower emissions from the freight sector.

Freight carriers join the SmartWay Transport Partnership by agreeing to assess their operations and take actions to improve their fleet fuel efficiency. Carriers that **join** attract new customers and improve their value with existing customers. That's because more shippers value **ENVIRONMENTAL-MINDED** and efficient business partners and consider environmental impact in their contracting decisions. And, when shippers join the Partnership, they commit to use SmartWay Transport Carriers to ship the majority of their freight.

Companies that join the SmartWay Transport Partnership lead the way towards a **cleaner**, more efficient transportation future and improve their bottom line—a win-win for all.

“ The freight industry's achievements with SmartWay are consistent with President Bush's national call to conserve our country's energy resources and use collaborative, innovative approaches to resolve environmental problems. ”

*Bill Wehrum, Assistant
Administrator, EPA
Office of Air and Radiation*

“By designing this program it shows me and other carriers that EPA is concerned about our business as well as clean air.”

Rick Coomes, President, Coomes, Inc.



SMARTWAY TRANSPORT PARTNERS ARE MORE...

Competitive: When you become a SmartWay Transport Partner, you become a stronger company. Improved fuel efficiency means better operations and greater resiliency in challenging market conditions.

Valuable: Your customers are looking for ways to improve their environmental impact—and when they join SmartWay, they commit to use SmartWay Carriers for most of their shipping. And, when you reach the highest levels of environmental achievement, your company can use the SmartWay Transport Partner logo in advertising and promotional materials, making your company even more valuable to current and potential customers.

Knowledgeable: SmartWay Transport Partners have access to the latest information about fuel-saving technologies, including real-world testing and case studies that show what really works. And the tools and information that come with partnership give you what you need to make smart—and cost-effective—decisions.

Recognized: EPA is committed to spreading the word about your achievements through national and regional events, media campaigns, press and trade coverage, acknowledgment on the SmartWay web site and special recognition through partner award ceremonies.

There's no doubt about it. SmartWay Transport Partners go green—and it pays!



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SMARTWAY TRANSPORT PARTNERS ARE REAL COMPANIES GETTING REAL SAVINGS.

Here are just a few examples of the extraordinary savings SmartWay Transport Partners are seeing:

Contract Freighters, Inc. (CFI) and Single-Wide

Tires: In late 2002, CFI outfitted 750 tractors and 100 trailers with wide-base tires. In 2004, CFI estimated savings of approximately 805,000 gallons of fuel due to their wide-base tires. With a fuel economy improvement of 2/10 to 3/10 of a mile per gallon, CFI estimated that the \$40 per truck increased cost was paid for within the first 2,500 miles of driving. And with plans to convert their entire fleet by the end of 2007, CFI expects fuel savings of approximately 2.3 million gallons per year, which will amount to cost savings of approximately \$4.6 million!

Styline Transportation, Inc. and Idling Reduction:

To reduce idling, Styline outfitted 14 trucks with auxiliary power units (APUs), with another 23 trucks using truck stop electrification (TSE) and 118 trucks bypassing weigh stations. Combined, these strategies are saving Styline 86,442 gallons of diesel fuel per year. At the current price of diesel, this amounts to cost savings of approximately \$191,000. The addition of 75 APUs and installation of engine shutdown devices on all of their trucks are expected to save an incremental 527,032 gallons of diesel fuel. This amounts to cost savings of approximately \$1.12 million!

Whole Foods Market and Trailer Aerodynamics:

Whole Foods Market's Mid-West Distribution Center (MWD) decided to retrofit 20 existing trailers with belly fairings due to their effectiveness at reducing aerodynamic drag and improving fuel economy. Whole Foods MWD projects savings of 4% on total fuel costs due to the fairings. Projected yearly savings are 16,931 gallons, based on 2,582,032 miles traveled by the fleet, and with diesel priced at \$2.50 per gallon, Whole Foods Market will save over \$40,000 per year.

“
The SmartWay™ Transport Partnership is completely in line with our company objective to be environmentally conscious.”

Don Ostler, Fleet Manager, Green Mountain Coffee Roasters



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SMARTWAY TRANSPORT PARTNERSHIP TOOLS MAKE FINDING YOUR SAVINGS EASY.

SmartWay has identified a wide range of strategies and technologies that can help you save fuel and money and protect the environment.

To help you determine which strategies best maximize your fleet's fuel efficiency and **save you as much as \$7000 per truck per year**, you'll have access to the FLEET (Freight Logistics Environmental and Economic Tracking) Performance Model and the SmartWay Financial Calculator.

With these tools, you have the power to:

- Evaluate your efficiency options all at once.
- Explore cost-saving technologies and innovative financing options.
- Find the most cost-effective approach for your operations RIGHT NOW.

And, SmartWay Transport helps freight managers access innovative financing tools, such as low-interest loans from state banks for technology bundles that can improve fuel efficiency by 6% to 15%.

RECOMMENDED FUEL-EFFICIENCY STRATEGIES

- Idle reduction technologies
- Speed management
- Low-rolling resistance tires
- Advanced aerodynamics
- Improved logistics
- Fuel-efficient driver training
- Company idle reduction policy
- Hybrid power train
- Single-wide tires
- Low viscosity lubricants
- Vehicle weight reduction

“Becoming a SmartWay Transport Partner really brought my group together to brainstorm other ways of being more environmentally responsible.”

Mark Servidio, Vice President of Logistics & Supply Chain Planning, Sharp Electronics



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HERE'S WHAT FLEET MANAGERS ARE SAYING ABOUT SMARTWAY TRANSPORT PARTNERSHIP:

“ I have seen where customers (shippers) who have been part of the **SmartWay program** have used the whole environmental piece as a decision-making **criteria**. Now, it's a small piece, but you're starting to see more and more companies do that.”

Max Peitsch, Director of Operations, Schneider National

“ The **future** of our world rests on the investments we make to care for the resources of today. Whether that manifests itself as following safe driving and freight handling procedures or fulfilling our obligations to **protect** the **environment** through avenues such as EPA's SmartWay program, Averitt Express is answering the future's call. ”

Scott Wolf, Vice President of Corporate Services, Averitt Express

“ I encourage everyone to join Swift in becoming a member of SmartWay. You'll **save fuel**, which means you'll make **more money**.”

Dave Berry, Vice President, Swift Transportation

“ As members of SmartWay Transport, we'll be jumping out **ahead** of our competitors in being **environmentally responsible**. We really want to promote our **involvement** in this program.”

Lorie Dumond, Exec. Assistant and ISO Manager, Davis Cartage Company



IMPROVE YOUR BOTTOM LINE AND THE ENVIRONMENT.

JOIN THE SMARTWAY TRANSPORT PARTNERSHIP.

As a SmartWaySM Transport Partner, you gain access to information and tools that help you to:



Develop a customized fuel-saving strategy



Save money (from \$2500 to \$7000)



Get (and keep) more business



Gain access to innovative financing tools

TO LEARN MORE ABOUT THE SMARTWAY TRANSPORT PARTNERSHIP,
VISIT WWW.EPA.GOV/SMARTWAY OR CALL 734.214.4767

