

SMARTWAY FINANCING

FOR TRUCK OWNER-OPERATORS



HIGH FUEL COSTS BREAKING THE BANK?



www.epa.gov/smartway

THE SMARTWAY TO SAVE MONEY AND REDUCE EMISSIONS

As a truck owner-operator, you want to do all you can to lower your costs and save money while reducing your impact on the environment. Now, the Environmental Protection Agency (EPA), in collaboration with the Small Business Administration (SBA), is offering an innovative way you can do just that—by taking advantage of SmartWay Financing to offset the cost of purchasing and installing the **SmartWay Upgrade Kit**.



WHAT IS THE SMARTWAY UPGRADE KIT?

The SmartWay Upgrade Kit is an innovative package of technologies that save fuel and reduce emissions:



Idle Reduction Technology

- Auxiliary power units
- Generator sets
- Battery HVAC systems
- Direct fired heaters



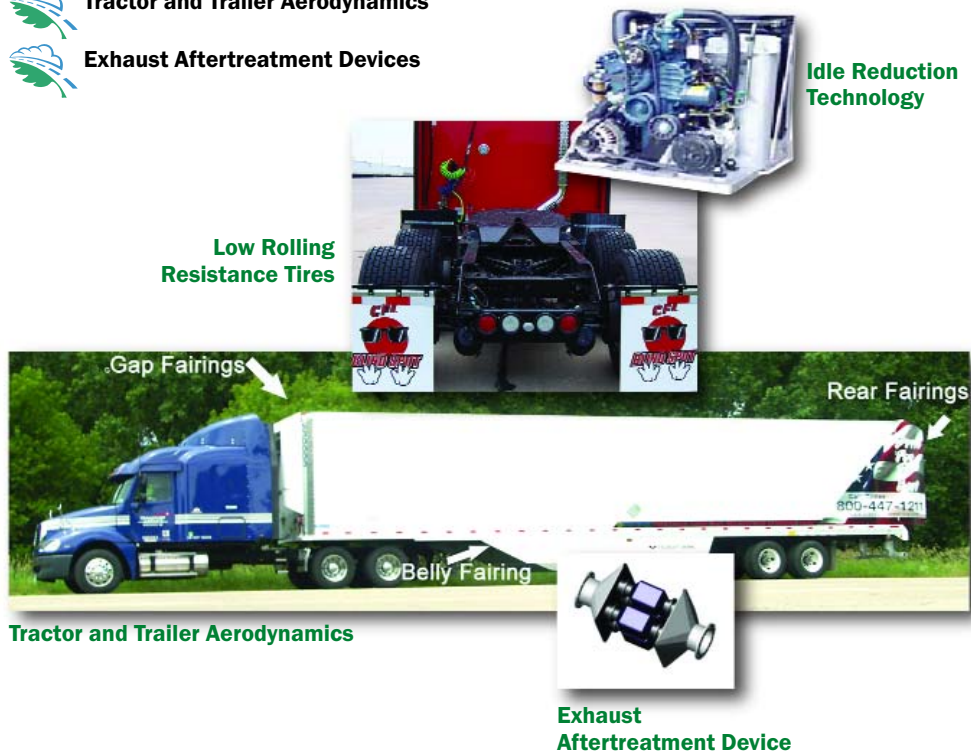
Low Rolling Resistance Tires



Tractor and Trailer Aerodynamics



Exhaust Aftertreatment Devices



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WHY INSTALL THE SMARTWAY UPGRADE KIT?

SIMPLE. FUEL SAVINGS!

The EPA has evaluated the Upgrade Kit on Class 8 tractor-trailers, and determined that, by installing the kit, the typical long-haul driver can expect about \$7,500 per year in fuel savings alone. This does not take into account the savings from reduced maintenance and longer engine life due to reduced idling. In addition to fuel savings, you will also decrease the amount of harmful emissions released into the air.

HOW MUCH **MONEY** WILL I ACTUALLY SAVE?

To find out precisely how much you can save, check out our SmartWay Calculator at www.epa.gov/smartway.

Just enter your annual fuel consumption, annual idling hours and current cost of fuel. Then check off how many SmartWay devices you plan to buy, and calculate your fuel savings. The more devices you install, the greater the fuel savings.

www.epa.gov/smartway

WHAT IS SMARTWAY FINANCING?

SmartWay Financing provides access to flexible financing options. The EPA has partnered with several banks to offer innovative loan packages for the purchase and installation of the SmartWay Upgrade Kit. Each owner-operator works directly with a participating bank to obtain the loan.

What Are the Loan Requirements?



The loan is for the SmartWay Upgrade Kit or individual components only.



Loan amounts range from \$5,000 to \$25,000.



No collateral is required.



Average loan rate is prime + 4% to 6% (check with individual lenders for current rates).



Loan terms range from three to 10 years.



A processing fee is included, with some banks folding the fee into the loan.



“Patrick Transportation is a family owned and operated business. We are always looking for ways to upgrade our trucks and SmartWay Financing offers a good loan opportunity to help us meet our goals.”

Tom Gault, Vice President, Patrick Transportation
Philadelphia, PA

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AS AN OWNER-OPERATOR,
YOU HAVE MANY CHOICES.

You may decide to purchase the SmartWay Upgrade Kit for about \$16,500 and opt for a five-year loan at 12%, or only purchase the APU for about \$8,500 with the same loan terms. But, because you achieve fuel savings either way, you'll actually see a profit every month for five years and beyond. See the table below for details.

| Equipment | Cost | Monthly Fuel Savings | Monthly Loan Payment | Net Monthly Savings |
|-------------|----------|----------------------|----------------------|---------------------|
| APU | \$8,500 | \$330 | (\$189) | \$141 |
| Upgrade Kit | \$16,500 | \$636 | (\$367) | \$269 |

¹Assumes 16,667 gallons of fuel consumed annually, \$2.75 per gallon of diesel, and 2,400 idling hours annually.

“With fuel costs on the rise, the only way an owner-operator can get a raise in salary is to use less fuel. The SmartWay loan program provided an easy and efficient way to get a loan to purchase an APU, which helped me reduce my fuel consumption and save money.”

Charles Riley, Infinity Transportation
Colombia, MO

WHAT DO I DO NEXT?



To find out more about SmartWay Financing, go to

www.epa.gov/smartway/financing.htm or call (734) 214-4767.

The EPA has listed all of our participating banks. You can select the banks that you want to work with and contact them for further information on applying for your loan.

www.epa.gov/smartway

ABOUT SMARTWAY TRANSPORT PARTNERSHIP

What Is the SmartWay Transport Partnership?

The SmartWay Transport Partnership is an innovative partnership between the US Environmental Protection Agency (EPA) and the freight industry to improve energy efficiency and reduce emissions from freight transportation.

What Does the Partnership Do?

The SmartWay Transport Partnership encourages freight companies to adopt technologies that reduce fuel consumption and emissions. The program works with freight shippers (such as IKEA, Nike, Lowe's and The Home Depot) to ship more of their freight using companies participating in the Partnership.

For more information on the SmartWay Transport Partnership, visit or call:

www.epa.gov/smartway
(734) 214-4767

