

# SmartWay Transport Partnership

## Save Fuel, Save Money the Smart Way

Faster Freight-Cleaner Air  
Puget Sound  
May 16, 2007

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## What is “SmartWay”?

- Public-Private partnership between EPA and transportation industry to conserve fuel and reduce emissions
- Free to Join; Open to Companies of any Size
- Simple & Easy
  - Trucking companies join the partnership and agree to improve fuel efficiency (reduce fuel consumption) and reduce emissions over a 3 year period.
  - Shipping companies join the partnership and agree to ship 50% or more of their product with SmartWay trucking partners, as well as improving their operations over a 3 year period.

## Benefits for Partners

- Shippers and Logistics Companies:
  - Better information about transportation footprint
  - Demonstrate corporate citizenship by hiring environmentally minded carriers
- Carriers:
  - Save fuel - \$
  - Gain competitive advantage (\$) as shippers strive to move more goods with SmartWay Transport carriers
  - Track emissions and fuel consumption
  - Conduct cost benefit analyses for different technologies and/or strategies
- Affiliates:
  - Access to tools for marketing and outreach
  - Public recognition for promoting environmental goals

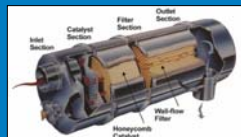
## What types of technologies and strategies can carriers implement?

- Idling Reduction
- Improved Aerodynamics for tractors and trailers
- Low rolling resistance tires including super singles
- Exhaust after-treatment devices
- Speed management
- Increased/improved inter-modal operations
- Lightweight materials
- Advanced lubes
- Alternative and sustainable fuels
- Hybrid technologies

## Fuel Saving, Emissions Reducing Technologies (“SmartWay Upgrade Kits”)

- **Fuel-Saving Technologies:**

- Idling Reduction Technologies (save 1 gal/hr)
  - Auxiliary Power Unit/Generator Set
  - Battery Powered Systems
  - Diesel Driven Heating System
- Low Rolling Resistance Tires (~4 to 5% fuel savings)
- Advanced Aerodynamics (~5% fuel savings)



- **Exhaust After-Treatment Devices:**

- Particulate Matter Filters
  - Reduce PM by 80% – 90%
  - Costs \$5,000 - \$10,000 per unit

## Funding For SmartWay Upgrade Kits: SBA Loan Program

- Partnership between EPA and Small Business Administration
- Program uses SBA qualified banks to offer loans to truck owners to purchase SmartWay Upgrade Kit energy/fuel saving components:
  - No collateral required
  - Quick approval process (1-5 days)
  - \$5K-\$25K loan range (~ \$600 fees)
  - Interest rate: prime rate + 4.5% (~ 12%)
  - Must pass credit approval process
  - Working with 3 banks
    - Bank of America
    - Superior Financial
    - Business Loans Express

## Where Can Carriers Get Upgrade Kits?

- Cascade Sierra Solutions (West Coast)

- One stop shop for SmartWay Upgrade Kit products
- Opening a series of locations along the I-5 corridor (OR, WA, CA)
- Combines a showroom for the technologies with creative financing



- Chrome Shop Mafia/4 State Trucks (MO)

- Stars of the popular Country Music Television show “Trick My Truck”
- 4 State Trucks is a parts retail and truck service center in Joplin, Missouri
- Combines showroom for the technologies with creative financing



- EPA is building network of truck dealerships and service centers that will offer the SmartWay Upgrade Kit

## New Programs : Grow & Go

- Promotes the environmental benefits of renewable fuels
- Launched Oct. 26, 2006 at the Future Farmers of America National Convention
- Goal - 25 percent of SmartWay Transport partners using renewable fuels by 2012, and 50 percent by 2020



[www.epa.gov/smartway/growandgo/](http://www.epa.gov/smartway/growandgo/)

## New Programs : SmartWay Certified Tractors and Trailers



- SmartWay Certified Tractors and Trailers are those that meet performance qualifications based off of reductions in emissions and fuel consumption
- When manufacturers equip long-haul tractors and trailers with these specifications, they are designated and labeled as “US EPA Certified SmartWay.”
- The label may be used at point-of-sale and applied to the interior of the tractors and trailers.
- Any company may purchase US EPA Certified SmartWay tractors and trailers.
- **Only** SmartWay Transport partners in good standing (who agree to certain conditions) may apply the logo to the exterior.



## For More Information



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