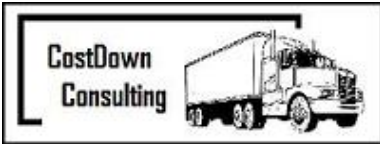


The Benefits & Requirements of becoming an EPA SmartWay Partner



CostDown Consulting

Programs and Training that Improve Driver and Fleet Performance

CostDown Consulting is a registered SmartWay Community Member

About this Presentation

Most of the slides in this presentation contain exact or edited-for-space material directly from EPA's SmartWay Website.

Those slides can be identified by the SmartWay Transport Partnership Logo appearing directly beneath the header:



*The Smart Way to Save Fuel,
Money, and the Environment*

What is SmartWay?



*The Smart Way to Save Fuel,
Money, and the Environment*

SmartWaySM Transport is an innovative collaboration between the EPA and the freight sector designed to improve energy efficiency, reduce greenhouse gas and air pollutant emissions, and improve energy security.

Companies that participate in SmartWay Transport programs save money, reduce fuel consumption and are recognized for their social responsibility and leadership.

Who is Eligible to Join SmartWay ?



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Money, and the Environment*

The following types of companies are eligible to be a SmartWay Carrier Partner:

- **Public for-hire fleets**
- **Private fleets**
- **Truck Owner Operators**
- **Rail Companies**

What's in it for Me?



*The Smart Way to Save Fuel,
Money, and the Environment*

The SmartWay Transport Partnership helps progressive companies and organizations recognize that they can improve their bottom line and the environment at the same time.

When you become a SmartWay Transport partner, we help you:

1. Calculate your environmental performance
2. Set improvement goals
3. Calculate cost savings

And, when you meet your goals, you receive industry and public recognition.

What's in it for Me?



*The Smart Way to Save Fuel,
Money, and the Environment*

Direct economic benefits:

- **Reduced cost of fuel use**
- **Payback on investment within just 1 to 3 years on most technologies**
- **Up to \$9,000 in cost savings per truck per year after payback period**
- **Reduced maintenance costs**

Lasting non-economic benefits:

- **Improved reputation with the public for environmental stewardship**
- **Meeting corporate environmental sustainability goals**
- **Demonstrating corporate values that matter to employees**
- **Recognition among your peers as an industry leader**

What's in it for Me?



*The Smart Way to Save Fuel,
Money, and the Environment*

Many large shippers are Partners in SmartWay, and they are committed to using SmartWay Carriers to haul their freight.

By performing your baseline assessment and making improvements to your fleet, you stand out in the crowd.

The better your performance, the higher your rating with SmartWay Shippers - and the more appealing your company becomes when they decide which companies will haul their freight.

CostDown Consulting Note

Fleets that are not SmartWay Transport Partners will eventually lose freight opportunities in terms of:
1. Being awarded new business 2. Keeping current business 3. The ability to secure backhaul loads.

What are some of the Strategies used to reduce fuel consumption and lower emissions?



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Money, and the Environment*

Idle Reduction
Improved Aerodynamics
Improved Freight Logistics
Automatic Tire Inflation Systems
Wide-base Tires
Driver Training
Low-Viscosity Lubricants
Weight Reduction
Hybrid Powertrain Technology

What do I have to do as a SmartWay Partner ?



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Money, and the Environment*

1. **Fill out the Freight Logistics Environmental and Energy Tracking (FLEET) Performance Model, which helps you quantify the environmental performance of your operations**
2. **When you send in your model and partnership agreement, you become a listed SmartWay Partner**
3. **By joining SmartWay, you agree to set and strive for attainment of environmental and fuel efficiency goals within three years that improve the environment and your bottom line**

What is the FLEET Model?



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The FLEET model is a tool that quantifies the actions companies are taking to save fuel and reduce emissions. The Carrier FLEET model:

- **Is a required part of Carrier participation in SmartWay**
- **Is a multifunctional tool that helps optimize fleet performance**
- **Helps you track your fleet's fuel economy**
- **Provides estimates of how much emissions your company can eliminate**
- **Tracks fleet baseline performance and helps plan what you want your fleet to look like in the future**
- **Can be used as a simple cost benefit evaluation tool for choosing what new technologies you may want to add to your truck specifications**

What is the FLEET Model (Examples) ?

	B	C	D	E	F	G	H	I	J	K	L	M	N	O
6		Fuel Economy	CO ₂	PM	NO _x	CO ₂	PM	NO _x	CO ₂	PM	NO _x	CO ₂	PM	NO _x
7														
8														
9	<i>2009 Projected Fleet Performance</i>													
10	Diesel	6.1	179,522	-0.437	-16.5	155.3	-0.0004	-0.014	1,324.2	-0.0032	-0.12	104.33	-0.0003	-0.0096
11	Gasoline	0.0	0	0.000	0.0	0.0	0.0000	0.000	0.0	0.0000	0.00	0.00	0.0000	0.0000
12	Alternative Fuel	0.0	0	0.000	0.0	0.0	0.0000	0.000	0.0	0.0000	0.00	0.00	0.0000	0.0000
13	Total:		179,522	-0.437	-16.5	155.3	-0.0004	-0.014	1,324.2	-0.0032	-0.12	104.33	-0.0003	-0.0096
14	<i>2009 Projected Fleet Performance Without Additional SmartWay Improvements</i>													
15	Diesel	5.5	256,304	0.000	0.0	288.5	0.0000	0.000	2,142.3	0.0000	0.00	168.78	0.0000	0.0000
16	Gasoline	0.0	0	0.000	0.0	0.0	0.0000	0.000	0.0	0.0000	0.00	0.00	0.0000	0.0000
17	Total:		256,304	0.000	0.0	221.7	0.0000	0.000	1,890.6	0.0000	0.00	148.95	0.0000	0.0000

	A	B	C	D	E	F	G	H	
141	Please enter the # of HOURS each strategy was used to eliminate idling:		<i>2009 SmartWay Truck Idling Control Strategies</i>						
142			Combination Trucks		Straight Trucks			Fuel Savings in 2009	
143			Short Haul	Long Haul	Short Haul	Long Haul	Short Haul		
144			Direct Fired Heater	Diesel					Short Haul
145	Gasoline					1.6			
146	Alternative Fuel					Long Haul			
147	Auxiliary Power Unit	Diesel		22,000			9	13,200	
148	Gasoline								
149	Alternative Fuel								
150	Truck Stop Electrification	Diesel		11,000				9,020	
151	Gasoline								
152	Alternative Fuel								
153	Driver Tag Teams	Diesel							
154	Gasoline								
155	Alternative Fuel								
156	Double Drivers	Diesel		21,122				17,320	
157	Gasoline								
158	Alternative Fuel								
159	Engine Shutdown	Diesel	19,055	32,776				42,501	
160	Gasoline								
161	Alternative Fuel								
162	Other	Diesel							
163	Gasoline								
164	Alternative Fuel								
165	CO ₂ Saved (ton)		173	691	0	0	Total CO ₂ (ton)	86.5	

	A	B	C	D	E	F	G
172			<i>2009 Aerodynamic Strategies</i>				
173			Combination Trucks				Fuel Savings in 2009
174			Van Trailer		Flatbed Trailer		
175	Short Haul	Long Haul	Short Haul	Long Haul			
176	Aero profile tractor	Diesel	100	233			210,363
177		Gasoline					
178		Alternative Fuel					
179	Cab over engine tractor	Diesel					
180		Gasoline					
181		Alternative Fuel					
182	Integrated cab roof fairing	Diesel	100	233			293,446
183		Gasoline					
184		Alternative Fuel					
185	Cab roof fairing	Diesel					
186		Gasoline					
187		Alternative Fuel					
188	Cab roof deflector	Diesel					
189		Gasoline					
190		Alternative Fuel					
191	Cab Side Fairing	Diesel	100	233			57,967
192		Gasoline					
193		Alternative Fuel					
194	Cab front air dam front bumper	Diesel	100	233			57,967
195		Gasoline					
196		Alternative Fuel					
197	Cab aerodynamic mirrors	Diesel		233			12,302
198		Gasoline					
199		Alternative Fuel					
200	Trailer gap 44"-36"	Diesel	140	499			177,843
201		Gasoline					
202		Alternative Fuel					

How Do I Join?

Carriers and Private Fleets can enroll and manage their partnership themselves through the [SmartWay Website](#) or they can use CostDown Consulting to manage the process for them.

CostDown Consulting provides cradle to grave management of your SmartWay Partnership that includes:

1. Partner Enrollment and baseline reporting through SmartWay's FLEET worksheet
2. Development of required 3 year Goal & Action Plan to improve your mpg and carbon emission performance
3. All required reporting to maintain Partner status and obtain the highest possible SmartWay Score

How Do I Join?

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To learn more about CostDown Consulting's SmartWay Partner Services, you can:

1. Visit our website and read/print our service brochure at:

[CostDown Consulting SmartWay Partner Services](#)

2. Contact us at:

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