

Partners Help Truckers Save Money, Reduce Emissions

What are SmartWay Upgrade Kits?

SmartWay Upgrade Kits are highly fuel-efficient technologies bundled with emission-control devices that reduce fuel consumption and air pollution. The fuel- and emissions-savings technologies include idle-reduction equipment, low-rolling resistance tires, advanced trailer and tractor aerodynamics, and exhaust after-treatment devices. Kit components can be purchased individually or in combination.

What are the benefits of the SmartWay Upgrade Kit?

Trucks fully loaded with all kit features have demonstrated fuel savings of up to 15% -- translating into an annual savings of \$7,500 based on a fuel cost of \$2.75 per gallon. The environment also benefits: These products significantly decrease harmful diesel-fuel emissions and reduce exposure to contaminants that might adversely affect the health of drivers.

Where can the kits be purchased?

Three SmartWay partners sell our kits:

- 4 State Trucks in Joplin, Missouri
- Cascade Sierra Solutions Outreach Center in Coburg, Oregon
- Twolane Customs, Inc., in Gretna, Nebraska

Numerous truck dealers and service centers also sell the components for the upgrade kit.

What is the cost of the SmartWay Upgrade Kit?

Typically between \$8,500 and \$25,000, depending on the technologies selected for installation. The kit can actually end up saving truck owners more money than it costs. For example, an upgrade kit that consists of an APU, single-wide tires, and trailer aerodynamics purchased for about \$16,500 with a five-year loan term at 12% annually will cost about \$367 per month with \$636 in monthly fuel savings -- a profit of \$269 every month for five years.¹

What type of financing is available for the SmartWay Upgrade Kit?

EPA is using Small Business Administration lending programs to help finance the SmartWay Upgrade Kit. Several financial institutions are working with EPA to offer innovative loan packages for the purchase and installation of the kit. Each owner-operator or fleet owner works directly with a participating lender to obtain the loan. Participating lenders can offer affordable monthly payments for the purchase of the SmartWay Upgrade Kit, or its individual components. Lenders offer a rapid approval process, low monthly payments, and no collateral requirements.

What are the loan requirements?

Companies with \$23.5 million or less in annual gross receipts are eligible for these SBA Express Loans. Loan amounts range from \$5,000 to \$25,000. No collateral is required. Loan terms range from three to 10 years. Interest rate is about 12%.

¹ This example is based on the following assumptions: the cost of diesel is \$2.75 per gallon; annual consumption of fuel is 16,667 gallons; and idling hours are 2,400 annually.

How do I apply for the financing?

To find out more about SmartWay Financing, go to www.epa.gov/smartway/financing.htm or call 734-214-4767. EPA has listed all of the SBA approved lenders. You can select the banks that you want to work with and contact them for further information on applying for your loan.

Who is the Chrome Shop Mafia?

The Chrome Shop Mafia consists of the cast and crew of the Country Music Television's popular truck renovation series "Trick My Truck." The big-rig mechanics customize trucks of owner-operators identified by the show's producers.

What is 4 State Trucks?

4 State Trucks is an equipment retail outlet and service center headquartered in Joplin, Missouri, that provides new and used parts for the heavy duty truck industry. They are an affiliate that promotes the SmartWay Partnership and sells SmartWay Upgrade Kits. 4 State Trucks is the business employing the crew of truck designers and custom fabricators known as the Chrome Shop Mafia.