

## Large, For-Hire Carriers

### Contract Freighters, Inc.

A for-hire carrier, Joplin, Missouri's Contract Freighters, Inc. (CFI) has a truck fleet which includes single wide tires, idling control equipment, and aerodynamic devices. They also employ a no-idle policy and use double drivers to reduce truck idling. By purchasing these technologies and employing these strategies, they have reduced carbon dioxide emissions by 27% and improved fuel economy by 1.08 mpg. CFI is also an effective public representative for SmartWay and has informed both employees and industry colleagues about the benefits of SmartWay participation through their company newsletter, a press release with substantial trade media coverage, promotional SmartWay buttons, training, and industry presentations.



Contract  
Freighters, Inc.

### Roehl Transport, Inc.

Carrier Partner Roehl Transport, based in Marshfield, Wisconsin, made significant changes to their fleet, including using synthetic motor oil, equipping its tractors with single wide single tires, and doubling the number of test tractors equipped with APU's. All new tractors put into service are equipped with direct fired heaters and cab extenders, which increase tractor-trailer aerodynamics. Roehl Transport controls vehicle speed by setting the maximum speed to 65 miles per hour. They are also committed to driver training to help reduce idling, with monthly reviews of idle percentages for each driver. Finally, Roehl Transport promotes SmartWay through their corporate newsletters, news network CD's, and recruiting trade booths.



ROEHL

### Schneider National, Inc.

A SmartWay Charter Partner and Top 100 for-hire carrier based in Green Bay, Wisconsin, Schneider National has improved their fuel economy by 1.3 mpg. Schneider has accomplished this through adapting fleet technologies and strategies such as aerodynamic packages, idling control devices, and speed management practices. Schneider is also an exceptional promoter of SmartWay Transport. Their extensive public relations activities have resulted in SmartWay-related articles featured in 14 trade and local news outlets.



SCHNEIDER  
NATIONAL

### YRC Worldwide, Inc.

Through its subsidiaries Yellow Transportation and Roadway Express, Overland Park, Kansas-based SmartWay Transport Charter Partner YRC Worldwide has committed to reducing idling at overnight stays, and has followed through by booking more than 900,000 hotel rooms for drivers in 2005 - a practice that saved the company nearly 7 million gallons of fuel annually. YRC Worldwide has also produced a number of affinity items with the SmartWay logo, such as jackets and backpacks, to give out at industry events to encourage industry participation in the SmartWay Transport Partnership.



Yellow Roadway Corporation

## Small - Mid-size, For-Hire Carriers

### Bison Transport, Inc.

Bison Transport, a truckload carrier headquartered in Winnipeg, Manitoba, operates in Canada and the United States. The company combines effective equipment purchasing decisions with innovative training techniques to help reduce greenhouse gas emissions and fuel consumption. Bison Transport takes a three-prong approach to training: computer-based modules, classroom instruction, and state-of-the-art full motion simulation. Through this training, Bison Transport has improved their fuel economy by 3%. In addition to driver training, Bison uses idling control, tractor and trailer aerodynamics, weight reduction strategies, speed management, and engine upgrades to boost fuel efficiency. The company has also won multiple awards in Canada for their achievements in energy efficiency and safety.



### Langford Trucking, Inc.

Since becoming a SmartWay Transport Partner, Langford, a small trucking company in St. Cloud, Minnesota, has achieved significant emission reductions by installing auxiliary power units (APUs) on the majority their trucks. The installation of the APUs is saving Langford almost 72,000 gallons of diesel fuel annually. Langford's President, Greg Langford, promoted SmartWay extensively during his tenure as President of the Minnesota Trucking Association, and helped sign up 17 other Minnesota-based freight shippers, carriers, and logistics providers.



### National Freight, Inc.

Vineland, New Jersey-based truck carrier National Freight takes a proactive approach to emissions and fuel use reduction, which they refer to as the Four Ts (tactical, tracking, training, and technology). They have completed their own testing and have selected an auxiliary power unit best fits their fleet needs. All new tractors will be quipped with fairing kits and all new trailers will be equipped with tire inflation systems. Consistent with their belief in the SmartWay approach, National Freight encouraged NFI Interactive Logistics to join SmartWay in 2004. National Freight staff also promoted SmartWay through several industry presentations and a radio interview on the Midnight Trucking Radio Network.



### New Century Transportation, Inc.

New Century Transportation, based out of Westhampton, New Jersey, has outfitted all of their long haul trucks with auxiliary power units, engine shutdown technology, single wide tires, and improved aerodynamics, in addition to employing a fleet-wide speed management policy. New Century has also done extensive industry outreach on SmartWay related technologies and strategies.





## SmartWay<sup>SM</sup> Transport Partnership Excellence Award Winners 2006

### **O & S Trucking, Inc.**

O&S Trucking, a small Springfield, Missouri-based carrier, has added a suite of fuel-efficiency technologies to their fleet, including auxiliary power units, tractor aerodynamics, automatic tire inflation, speed control devices, and low rolling-resistance tires. As a result, O&S Trucking has reduced their CO<sub>2</sub> emissions by 14.9%.



## Private Fleets

### H-E-B (H. E. Butt Grocery Company)

A SmartWay Charter Partner with its own fleet, San Antonio, Texas-based grocer H-E-B uses single wide tires on over 80% of their tractors and trailers. In addition, 10% of their fleet uses LNG. H-E-B executives have served as excellent representatives for SmartWay, promoting the Partnership through articles in local and trade news outlets, and by outreach to industry colleagues in the state of Texas. H-E-B also has aggressive plans to expand its retailing of E85 fuel.



### Quad/Graphics, Inc.

Sussex, Wisconsin-based Quad/Graphics is the first printing and publishing corporation to join SmartWay. Quad/Graphics is a shipper with its own fleet. The company incorporated fuel-saving technologies and strategies, including auxiliary power units, double drivers, engine shut down, and tractor aerodynamic modifications, into their fleet. As a champion for the program, they have helped spread the SmartWay message through newsletters, articles, and presentations at industry conferences.



### Smithfield Transportation Co., Inc.

A leading food supplier out of Smithfield, Virginia, Smithfield Transportation improved their fleet performance by adding technologies such as single wide tires, aerodynamics, idling equipment, automatic tire inflation, and advance lubricants. They also use multiple trailers. As a result, Smithfield has improved their fuel efficiency by 10% and reduced their idling time by 60%.



### Wal-Mart Stores, Inc.

Based in Bentonville, Arkansas, Wal-Mart is one of only two companies to make commitments as both a SmartWay Carrier and a SmartWay Shipper. By investing in idle reduction technologies, advanced aerodynamics, speed controls and tire improvements, Wal-Mart is reducing 670,000 tons of CO<sub>2</sub> and saving over 60 million gallons of diesel fuel annually. Wal-Mart has made a public commitment to increase their truck fleet fuel efficiency by 25% by 2008 and 100% by 2015. As a SmartWay Shipper, they have hosted several carrier meetings to introduce SmartWay to their carriers, which have resulted in 25 new partners.



### Shippers

#### IKEA Distribution Services, North America

As a SmartWay Shipper, progressive home furnishing manufacturer IKEA has encouraged all of its transportation service providers to commit to the Partnership, resulting in virtually 100% of its freight shipments being handled by SmartWay carrier and logistics partners. IKEA marketed SmartWay through targeted meetings with their carriers. They also visit carrier locations to ensure SmartWay compliance. Due to IKEA's efforts, 30 new carriers joined SmartWay.



#### *Joint Awardees: Interface, Inc. and Meridian IQ*

The partnership between carpet manufacturer Interface, Inc., and logistics company Meridian IQ shows the benefits of collaboration between SmartWay Transport Partners. These companies have worked together to use the SmartWay F.L.E.E.T. Model to do a more refined analysis of their complete environmental transportation footprint. Meridian IQ used the model to break down freight by truckload and less-than-truckload to get more accurate emission reduction results. These results helped optimize their supply chain efficiency. In addition, Interface is the first company in the U. S. to commit to purchasing SmartWay certified vehicles for their light-duty fleet.



#### Owens Corning

Toledo, Ohio-based Owens Corning, a top global maker of fiberglass and composite materials, was the first Partner to make a substantial investment in advertising the SmartWay Partner logo in an industry publication. They have further demonstrated their commitment to the Partnership by sending all of their carriers information on SmartWay and the benefits of participation. They also promoted SmartWay heavily through their business-to-business web portal and created a toll free phone number for their carriers to call to learn more about SmartWay. As a result of their efforts, over 25 new carrier partners joined SmartWay.



#### Sharp Electronics Corporation

Sharp Electronics Corporation, a world leader in appliance and consumer electronics, made procedural changes such as strict pick-up scheduling and expedited border crossing (FAST Track) to help reduce idling. To reduce their emissions further, they increased use of intermodal shipping, made loading facility improvements by installing motion sensors and energy-efficient lighting, and instituted preventative maintenance on their forklifts and loaders. Their marketing activities include SmartWay no-idling signs at loading facilities, a creative SmartWay web and intranet presence, and extensive industry outreach. Sharp also includes the SmartWay logo on their transport-related company communications. As a result of their many outreach activities, they have recruited over 20 SmartWay Partners to date.



### Logistics Companies

#### APL Logistics

APL Logistics is strong advocate for the SmartWay Transport Partnership. Jacksonville, Florida-based APL Logistics has implemented a policy of allowing SmartWay Carriers first choice for loads. They also conducted company-wide training programs to educate all of their logistics staff about the company's commitment to SmartWay. In addition, they are reducing idling at all warehouses by using time-specific delivery and pick up windows.



#### Epes Logistics Services, Inc.

Epes Logistics of Greensboro, North Carolina, has informed its entire 200+ carrier base of the company's participation in the SmartWay Transport. Epes Logistics has added a SmartWay section to their mandatory prospective carrier survey, which provides SmartWay information, as well as recommended technologies and strategies. They have referred over 200 carriers to SmartWay to date, with many in the process of joining the Partnership. They currently have over 50 SmartWay Partners on their roster.



## Affiliates

### *Joint Awardees:*

#### **Lane Regional Air Protection Agency & Cascade Sierra Solutions**

Oregon's Lane Regional Air Protection Agency (LRAPA) created "Everybody Wins", a voluntary program designed to reduce pollution caused by heavy-duty trucks that idle along the I-5 corridor. LRAPA's program provides truckers with low-cost, lease-to-own arrangements on APUs. To date, the program has provided 350 APUs to Oregon-based truckers, resulting in annual fuel savings of over 1,000,000 gallons.



As an extension of the "Everybody Wins" Program, SmartWay Affiliate Partner Cascade Sierra Solutions has developed outreach centers along the Interstate 5 corridor to promote SmartWay Upgrade Kit technologies and to provide truckers with a "one-stop shop" for technologies and available financing options. These outreach centers give truckers all the tools they need to start benefiting from fuel-efficiency technologies quickly and cost-effectively.



#### **Minnesota Trucking Association**

The Minnesota Trucking Association (MTA) has taken an active role in educating its members about the Partnership, and thanks in part to its efforts, 10% percent of all SmartWay carriers nationwide are from the state of Minnesota. MTA's specific accomplishments include: recruiting 17 new SmartWay Carriers; hosting a press event which gained substantial media coverage; placing SmartWay articles in its membership newsletter; promoting SmartWay at several industry and state-wide conferences.



#### **New Jersey Motor Truck Association**

The marketing efforts of SmartWay Affiliate, New Jersey Motor Truck Association (NJMTA) include recruiting 9 new SmartWay Carriers, placing SmartWay articles in their membership newsletter, and promoting SmartWay at industry and state-wide transportation conferences.

