

## Partner Profile: **Penske Logistics**

# The SmartWay to Logistics Management

### Company Profile

Penske Logistics is a wholly owned subsidiary of Penske Truck Leasing. With operations in North America, South America, Europe and Asia, Penske Logistics provides supply chain management and logistics services to major industrial and consumer companies throughout the world. Penske Logistics delivers value through design, planning and execution in transportation, warehousing, and international freight forwarding and carrier management.

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SmartWay Partners have helped the freight sector reduce 23.6 million metric tons of carbon dioxide (equivalent of removing 3 million cars off the road), 478,000 tons of nitrogen oxide, and 22,000 tons particulate matter, while saving 2.3 billion gallons of fuel (a savings of 6.5 billion in fuel costs).



### Company Message

“We are constantly working to optimize our fleet as it relates to responsible sustainable practices, which includes the reduction of fuel consumption and lowering emissions. The SmartWay program has provided us with the necessary strategies to accomplish this.”

- Marc Althen, President, Penske Logistics

### Why Penske Logistics joined SmartWay

Penske has always partnered with companies to create supply chain management solutions, so it made perfect sense to partner with EPA SmartWay. The collaboration between industry and government offers tremendous value. In addition, SmartWay's second generation tools have allowed Penske Logistics the opportunity to assess its freight operations and to improve efficiency.

### SmartWay Focus

Penske Logistics leverages its advanced transportation management technology to optimize its truck routes and reduce empty miles, in the name of sustainability. Penske Logistics truck drivers, which total nearly 2,900 are coached and measured using fleet technology to improve their driving performance. Specifically, they are trained to achieve maximum fuel efficiency, reduce CO2 emissions and increase safety practices. There are several systems that Penske utilizes on a daily basis to achieve this goal. Penske, in its own fleet of over 2,700 vehicles uses late-model equipment and over one third are equipped with the latest emission control systems, aerodynamics and fuel saving technologies verified by EPA SmartWay. The company also adheres to an industry-leading preventive maintenance program that is administered by parent company Penske Truck Leasing.

### Benefits & Results

Since joining the EPA SmartWay program in 2008, Penske Logistics has improved fuel economy by 5 percent, reduced idle time by 16 percent and lowered CO2 emissions on a gram/ton-mile basis by 24 percent. Penske achieved \$850 million in annual savings after successful implementation of

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a route tracker program. Currently, Penske trucks can measure a variety of driver behaviors via an electronic log, giving their managers the tools to coach improvement from their drivers. Penske's fleet was able to reduce idling stop time and place a cap on speed via the use of governors. This has reduced truck fuel consumption and CO2 emissions.

### Looking Ahead

Penske will continue to explore new technologies and improve existing processes. The company is also developing a carbon footprint calculator using the SmartWay Logistics tool as a basis and template. Penske's tool can be utilized by Penske Logistics customers directly, and with the third-party carriers the company manages on behalf of its customers. This tool will enable Penske Logistics managers to capture data on performance and trends. This information will then allow Penske to advise customers on more sustainable options and address issues related to carrier selection, market selection, and route optimization.