

## 2007 SmartWay Excellence Awards Underway

If you're a SmartWay Partner that will achieve or go beyond your performance goals this year, let us know! The 2007 SmartWay Excellence Awards program is underway, and we want to hear from you.

This year's program will work a little differently than the program last year. Instead of soliciting formal applications, we will be looking at FLEET models, action plans and the most recent annual reports on file. Any other related information our partners share with us as part of their involvement in SmartWay also will be considered.

Partners that are achieving or exceeding their goals will be recognized through our 2007 SmartWay Excellence Awards program. Affiliate partners that are creatively and actively supporting SmartWay's energy efficiency and environmental goals also may be considered for an award.

(See box for specific criteria by Partner category.)

Be sure to take advantage of this opportunity to be recognized for your leadership. Achieving a 2007 SmartWay Excellence Award will send a clear message to your customers, peers, competitors, managers and public that your company is leading the freight sector toward a cleaner, more energy efficient and prosperous future.

Recipients of a 2007 SmartWay Excellence Award will be announced late this summer and formally recognized at the Council of Supply Chain Management Professional's annual conference, during a luncheon on October 22, in Philadelphia. Partners must have a current FLEET model, action plan, and annual update to be considered for an award.

Contact your Partner Account Manager to be sure that we have your most recent modeling and annual report data ([smartway\\_transport@epa.gov](mailto:smartway_transport@epa.gov)).

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### Criteria for the 2007 SmartWay Excellence Awards

#### SmartWay Freight Carriers

- SmartWay Score
- Most Improved SmartWay Score
- Biofuel Use
- SmartWay Leadership\*

#### SmartWay Affiliate Partners

- Performance at the Gold Level in the Affiliate Challenge\*\*

#### SmartWay Freight Shippers & Logistics Management Firms

- Total % of Freight Shipped with SmartWay Carriers
- Most Improved (% of freight shipped with SmartWay Carriers is increasing)
- Improved transportation Footprint (improvements to internal operations are reducing CO2 emissions)
- SmartWay Leadership\*

\*Includes activities that go over and above a Partner's commitment and expectations, such as marketing and promotion campaigns that highlight an organization's connection to SmartWay, and similar activities that support SmartWay's goals and ensure our success.

\*\*Affiliate Partners must participate and receive a Gold Level Award through the Affiliate Challenge to qualify and be considered for a SmartWay Excellence Award.



## Welcome to the newest Partners in SmartWay!

### Affiliate

Council of Supply Chain Management Professionals  
North Dakota Motor Carrier Association

### Dealer/Service Center

Twolane Customs, Inc.

### Logistics

Cavalry Xpress  
EGL Eagle Global Logistics  
Everypoint Logistics Solutions, Inc.  
Integra Logistics, LLC  
JDT Transport, LLC  
MW Logistics, LLC Railex LLC  
RM LogisticTotal Transportation Services, LP  
Transgroup Worldwide Logistics  
Tucker Company

### Shipper

Holcim (US) Inc.  
J.J. Keller & Associates, Inc.,  
Marangoni Tread NA, Inc.

### Shipper/Carrier

Anheuser-Busch

### Truck Carrier

A.C. Trucking, Inc.  
Ability Tri-Modal Transportation Services, Inc.  
Ahles Companies  
Anthony J. Odom  
B. A. Champion, LLC  
Barber and Sons Express,  
Baylor Trucking, Inc.  
Campbell's Transit, Inc.  
Can-Am West Carriers Inc.  
Carlisle Carrier Corp.  
Carrier Industries, Inc.  
Celadon Trucking Services, Inc.  
Clanton Trucking, Inc.  
Cloverleaf Transport  
CN Transportation Ltd.  
CW Johnson Xpress, LLC  
D & D Sexton, Inc.  
Eastern Freight Ways, Inc.

### Truck Carrier, continued

Empire Express, Inc.  
Evergreen Transportation, Inc.  
Exel Transportation Services  
H & R Transport Ltd.  
James H. Clark & Son, Inc.  
Joe Wyman  
John Henry Daniels  
John K. Buck  
Johnny Beasley SXI  
Kennesaw Transportation, Inc.  
Landair Transport, Inc.  
Larry J. Long  
Lisa Motor Lines, Inc.  
MacKinnon Transport, Inc.  
Market Transport, Ltd.  
Massera Trucking, Inc.  
MCT Transportation, LLC  
Namco Transport Solutions  
New England Retail Express  
Normandin Transit  
Norrenberns Truck Service (NOTS)  
Ozark Motor Lines, Inc.  
P & D Transportation, Inc.  
Pride Transport, Inc.  
Rapid Transfer Xpress  
Reggie's Trucking  
Retail Delivery Service  
Sagebrush Logistics, LLC  
Sea Star Line, LLC  
South Texas Petroleum  
South Texas Proppant  
Supreme Carriers, Inc.  
Texas Star Express  
USA Logistics Carriers, LLC  
Wesley Watson Trucking Company  
West-Northwest Trans. Inc.



Council of Supply Chain  
Management Professionals

## Partner Spotlight

The nation's premier educational association for over 9,000 supply chain management professionals -- the **Council of Supply Chain Management Professionals** or "CSCMP" -- joined SmartWay as an Affiliate Partner earlier this year. With its focus on connecting its members and collaborating to find solutions to effectively manage their supply chains, becoming a SmartWay Partner was a natural move for CSCMP.

"Transportation is a critical link in the supply chain," said Rick Blasgen, CSCMP's President and CEO. "SmartWay promotes strategies and technologies that will improve efficiency, reduce fuel costs and soften the environmental footprint of the freight delivery system. These objectives align perfectly with those of our members."

Blasgen noted that in recent years CSCMP has held a growing number of educational workshops, seminars and conference sessions dedicated to energy and environmental issues. Topics have ranged from environmental innovations in freight transportation, packaging, logistics management, and green power, among others. CSCMP has developed these programs in direct response to member interest in finding tools to address rising energy costs, develop more sustainable supply chains, and act as environmental stewards.

This spring, for example, when CSCMP publishes its first-ever issue of the new CSCMP's Supply Chain Quarterly magazine, it will include a special report on the Economics of a Green Supply Chain. Later this fall, at the CSCMP Annual Conference in Philadelphia, an entire track session on sustainable supply chain management practices has been scheduled.

Through CSCMP's affiliation with SmartWay, the organization **will host the EPA SmartWay 2nd Annual Awards program, also scheduled at its annual conference, during a luncheon on Monday, October 22 at 11:30 am.**

"CSCMP looks forward to building a relationship with EPA and the SmartWay Transport Partnership to meet the environmental challenges and energy concerns facing the supply chain management system today," said Blasgen. "It is through partnerships such as SmartWay and other collaborative efforts that we can continue to progress."

For more information on CSCMP and its upcoming annual conference visit:  
[www.cscmp.org](http://www.cscmp.org).

### Attention SmartWay Affiliates!

In recognition of the outstanding promotional and marketing activities conducted by our SmartWay Affiliate Partners, EPA is accepting nominations for its first-ever SmartWay Affiliate Challenge now through September 12, 2007. The challenge is an opportunity for EPA to recognize its SmartWay Affiliates who have executed exceptional promotional and marketing activities in support of our mutual goals for saving fuel, environmental excellence and collaboration. The Affiliate Challenge includes activities completed between July 1, 2006 and August 31, 2007. Activities demonstrating creativity, innovation, and impact on large audiences will have more weight in the evaluation process.

We're excited about this opportunity to recognize our Affiliate's accomplishments! Awardees will be recognized on the SmartWay website, in press releases and if appropriate, at their membership meetings.

Visit [www.epa.gov/smartway](http://www.epa.gov/smartway) to learn more, and for a copy of the Affiliate Challenge application. Specific questions may be directed to Patrice Thornton at: <mailto:[thornton.patrice@epa.gov](mailto:thornton.patrice@epa.gov)>.

## UL to Set Safety Standards for E85 Dispensers

Interest in ethanol-fueled vehicles has grown rapidly over the past several years. Many SmartWay Partners own and operate light-duty fleets that can run on fuel blends of up to E10, a blend of 10% ethanol and 90% gasoline by volume. Some vehicles, called flexible-fueled vehicles or FFVs, are designed to run on gasoline, E85, or any blend of the two. A common blend for FFV use is E85, or 85% ethanol and 15% gasoline. Several vehicle manufacturers now offer FFVs, and over 1,100 fueling stations in the United States offer E85. When FFVs use corn-based E85, their greenhouse gas emissions decrease by 15-20% on a lifecycle basis as compared to gasoline.

In 2006, Underwriters Laboratories (UL), the organization that develops safety standards for fuel dispensers, was asked to certify an E85 dispenser and determined that new safety certification requirements were needed based on the unique properties of E85. The U.S. Department of Energy (DOE) and UL co-hosted a Technical Forum in November 2006 to review available technical information relative to E85 material compatibility, fire response, and other issues. Because there was not sufficient technical substantiation at that time for establishing the requirements, UL initiated a research program ([www.ul.com/gasandoil/development.htm](http://www.ul.com/gasandoil/development.htm)) for E85 dispensers that includes thorough testing of each dispenser component. This research is scheduled to be completed in 2007. As part of its research, UL has visited numerous E85 fuel stations in the United States and Brazil and is evaluating harvested E85 dispenser equipment that has been in service. So far, no significant problems or safety issues have been found in the field. Throughout this process, DOE has been leading the development of a comprehensive technical solution and working closely with UL. As part of this effort, DOE and EPA are testing materials at Oak Ridge National Laboratory and the National Vehicle and Fuel Emissions Laboratory in Ann Arbor, MI, respectively.

Until UL's research program is completed, many states have issued guidance for municipalities with jurisdiction over fuel dispensing pumps in their areas.

Most state-level guidance documents allow fire marshals and other local authorities having jurisdiction over fuel dispensers to permit the continued use of E85 dispensers; some permit new E85 dispenser installations, provided that the dispenser manufacturers certify that the materials are E85 compatible. DOE's web site : [http://www.eere.energy.gov/afdc/resources/technology\\_bulletin\\_0307.html#steps](http://www.eere.energy.gov/afdc/resources/technology_bulletin_0307.html#steps)) provides examples of interim state guidance documents and other information for local authorities.

EPA's *SmartWay Grow & Go*, DOE and UL will continue to collaborate to address the underlying technical issues and to provide up-to-date information to the fire service and other stakeholders on this important topic through ongoing updates to the noted web sites and future webcasts, seminars, and workshops.

*If your fleet is using or is interested in using ethanol, if your retail operation is selling ethanol, or if you have a location to recommend for an ethanol dispenser installation, please contact us at mailto: [smartway\\_transport@epa.gov](mailto:smartway_transport@epa.gov) or (734) 214-4767.*



Photo courtesy of American Lung Association of the Upper Midwest.

UL is Developing Safety Standards for E85 Dispensers



## Fleet Partners Sought for New HTUF Class 8 Heavy Hybrid Working Group

WestStart-CALSTART is a non-profit organization that works with the public and private sectors to develop advanced transportation technologies. WestStart is seeking fleets interested in helping to get hybrid technology into the market for Class 8 tractors. The WestStart-CALSTART Hybrid Truck Users Forum (HTUF) is starting up new working groups for both line-haul and regional carriers, including drayage operation.

The new H-TUF Class 8 working groups will be based on the successful model of earlier working groups, particularly the Hybrid Utility Truck Working Group, which deployed 24 hybrid bucket trucks into 14

fleets, leading to a subsequent order of 100 vehicles. WestStart is working with the EPA SmartWay program to identify how this technology can be implemented along with other SmartWay technologies to provide fleets with the greatest fuel economy benefit.

If your fleet is interested in leading the way in demonstrating improved fuel economy and lower emissions with emerging hybrid drivetrain technology, please get in touch with Richard Parish by email at: [rparish@weststart.org](mailto:rparish@weststart.org) or by phone at: 303-825-7550, ext. 2

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## Biofuels - A Call to Partners

*Do you use or retail biofuels? Are you considering biofuels?  
SmartWay wants to hear from you!*



Late last year, EPA launched **SmartWay Grow & Go** to provide a renewable fuel component for EPA's existing SmartWay Transport Partnership. Since that time, EPA created a web site, <http://www.epa.gov/smartway/growandgo>, reached out to large stakeholder groups (including other federal agencies, the National Biodiesel Board, the National Ethanol Vehicle Coalition, and others), and has begun a nationwide biofuels recruiting campaign.

The goals of the campaign are three-fold:

- Invite organizations and companies that use or retail biofuels to join SmartWay, so they can earn recognition for their environmental stewardship.
- Encourage current Partners to try biofuels, if they haven't already, and work with Partners and others to develop tools and materials that facilitate the adoption and expansion of biodiesel and E85.
- Host seminars, regional workshops, events, and other public and media activities to spread the word about the environmental benefits of biofuels.

If your company uses or retails biodiesel or E85; if you are considering using or retailing biofuels; or if you know of an organization that is interested in expanding biofuels use; please contact the **SmartWay Grow and Go team** at: **734-214-4844**.

## NOTICE TO PARTNERS REGARDING SIF (Shipper Index Factor) SCORES

Currently, when a carrier joins SmartWay, it is given a default SIF score of .75, even if the company has not completed all of its required FLEET model baseline, or action plan requirements. This policy was implemented based on .75 being the lowest score a SmartWay Partner could receive, and assumed that all Partners would comply with timeline requirements for submittal of FLEET model information.

Today, most of our Partners submit their required information in a timely manner. However, there are a number of carriers that consistently have not met their partnership commitments. To date, approximately 10% of carrier partners have been dropped from the program due to a lack of participation. Although SmartWay is a voluntary program, there are benefits associated with being a member of the partnership. EPA believes it is important to maintain the integrity of the program's reputation as representing companies who are actively trying to save fuel and reduce emissions. This is as important for member companies as it is for SmartWay.

Effective June 1, 2007, SmartWay carriers that have not submitted their required SmartWay materials, and carriers joining after June 1, will receive a SIF score of 0.0 instead of .75. Once a Partner submits its materials, the partner will receive the SIF score for which it qualifies.

Shippers and Logistics companies will not have to redo their FLEET Models until January 1, 2008. At that time Shippers will do their required annual update. Until January 1, 2008, shippers may continue to use the carrier SIF scores currently in their Shipper FLEET model. Shippers may, at their own discretion, update their FLEET models earlier.

SmartWay hopes that this change in default SIF score policy will more accurately reflect the actual commitments being achieved by our carrier partners. By adhering to rigorous quality requirements, the SmartWay program and logo will maintain its reputation for representing aggressive fuel savings, efficiency improvement, and emission reductions.

For more information on the new SIF Policy, contact your SmartWay Partner Account Manager.

### Shipper Index Factor Defined:

A Shipper Index Factor (SIF) is assigned to each carrier based on the carrier's SmartWay efficiency ratings for CO<sub>2</sub>, NO<sub>x</sub>, and PM as calculated in the FLEET performance model. A carrier's SIF score is important to shippers because the SIF score determines how much "credit" a shipper receives for using any particular carrier.

The Carrier's SIF is currently generated as follows:

$$\text{SmartWay Score} = \text{CO}_2 \text{ \% Savings}/40 + \text{PM \% Savings}/80 + \text{NO}_x \text{ \% savings} /80$$

If SmartWay Score is:

1.00 or higher, then the SIF score is 1.25

0.75 or greater, but less than 1.0, then the SIF score is 1.00

Less than 0.75, then the SIF score is 0.75



## The Buzz about SmartWay Transport Partnership

Visit the links below to see media stories that feature SmartWay Transport Partnership:

### SmartWay Tractor and SmartWay Trailer

- AutoChannel.com. March 30, 2007. "New Green Big-Rigs Cut Greenhouse Gases, Save Truckers Up to \$11,000 Yearly."  
<http://www.theautochannel.com/news/2007/03/30/041765.html>
- Automotive World. April 2, 2007. "US: Volvo Trucks North to Offer SmartWay-Eligible Tractors". Available to subscribers only.
- Automotive World. April 4, 2007. "US: International ProStar Recognized by EPA as SmartWay Eligible Tractor". Available to subscribers only.
- Automotive World. April 11, 2007. "US: Freightliner Selected for EPA SmartWay Programme". Available to subscribers only.
- E-Trucker.com. April 9, 2007. "International ProStar Earns EPA SmartWay Eligibility".  
<http://www.etrucker.com/apps/news/article.asp?id=59219>
- Kansas City Infozine. 4/2/2007. "New Green Big-Rigs Cut Greenhouse Gases".  
<http://www.infozine.com/news/stories/op/storiesView/sid/21950/>
- NewsBlaze.com. March 30, 2007. "New Green Big-Rigs Cut Greenhouse Gases, Save Truckers up to \$11,000".  
<http://newsblaze.com/story/20070330104649tsop.nb/newsblaze/TOPSTORY/Top-Stories.html>
- Trailer Body Builders. April 4, 2007. "Volvo, EPA Partner in Program for SmartWay Tractors."  
[http://trailer-bodybuilders.com/Top/volvo\\_epa\\_partner\\_smartway\\_tractors/](http://trailer-bodybuilders.com/Top/volvo_epa_partner_smartway_tractors/)
- Transport News Network. 4/5/2007. "Get a SmartWay Volvo VN Tractor Says Biglorryblog"  
<http://www.tnn.co.uk/BigLorryBlog/plonearticle.2007-04-05.4822058173>
- Truckinginfo.com. 4/2/2007. "Green Big Rigs Now Available with EPA Certification".  
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[http://www.truckinginfo.com/news/news-detail.asp?news\\_id=58313&news\\_category\\_id=20](http://www.truckinginfo.com/news/news-detail.asp?news_id=58313&news_category_id=20)
- Truckinginfo.com. 4/3/2007. "Volvo Debuts Fuel Efficient SmartWay-Eligible Tractors".  
[http://www.truckinginfo.com/news/news-detail.asp?news\\_id=58293](http://www.truckinginfo.com/news/news-detail.asp?news_id=58293)
- Trucknews.com. March 30, 2007. "OEMs now Offering SmartWay-Certified '07 Models".  
<http://www.trucknews.com/issues/ISArticle.asp?id=67194&issue=03302007>
- Trucknews.com. March 30, 2007. "Volvo Partners with US Agency to Offer Green Tractors".  
<http://www.trucknews.com/issues/ISArticle.asp?id=67190&issue=03302007>
- Trucknews.com. 4/3/2007. "Environmentally-friendly ProStar Goes Green with EPA's SmartWay Program".  
[http://www.trucknews.com/issues/ISarticle.asp?id=67323&story\\_id=&issue=04032007](http://www.trucknews.com/issues/ISarticle.asp?id=67323&story_id=&issue=04032007)
- Trucknews.com. 4/11/2007. "Freightliner Introduces SmartWay Spec'ing Packages for Columbia, Century Class S/T". By James Menzies.  
<http://www.trucknews.com/issues/ISArticle.asp?id=67580&issue=04112007>

### SmartWay Partner News

- Progressive Grocer. February 8, 2007. "16 Hannaford Stores Get Energy Star Designation".  
[http://www.progressivegrocer.com/progressivegrocer/headlines/article\\_display.jsp?vnu\\_content\\_id=1003543195&imw=Y](http://www.progressivegrocer.com/progressivegrocer/headlines/article_display.jsp?vnu_content_id=1003543195&imw=Y)
- Businesswire.com. February 23, 2007. "Environmental Protection Agency Recognizes J. B. Hunt Transport Services, Inc. as a SmartWay Transport Partner".  
[http://home.businesswire.com/portal/site/google/index.jsp?ndmViewId=news\\_view&newsId=20070223005383&newsLang=en](http://home.businesswire.com/portal/site/google/index.jsp?ndmViewId=news_view&newsId=20070223005383&newsLang=en)
- The Morning News. (Northwest Arkansas). February 23, 2007. "J.B. Hunt Transport Receives EPA Recognition".  
<http://www.nwaonline.net/articles/2007/02/23/business/022407huntsmartway.txt>
- BusinessWire.com. March 19, 2007. "CFI Recognized by SmartWay for Continuous Improvement".  
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<http://www.csrwire.com/News/7863.html>
- MTD (Modern Tire Dealer). March 8, 2007. "Trucking Firm Credits Michelin X Ones for EPA Honor".  
[http://www.moderntiredealer.com/t\\_inside.cfm?action=news\\_det&storyID=7150](http://www.moderntiredealer.com/t_inside.cfm?action=news_det&storyID=7150)
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<http://www.tirereview.com/default.aspx?type=wm&module=4&cid=2&state=DisplayFullText&item=7610>

- TruckingInfo.com. 3/9/2007. "Michelin X One Tires Help CFI Win Eco-Award".  
[http://www.truckinginfo.com/news/news-detail.asp?news\\_id=58133](http://www.truckinginfo.com/news/news-detail.asp?news_id=58133)
- TheTrucker.com. March 19, 2007. "CFI Recognized for Continuous Improvement by EPA's SmartWay".  
<http://www.thetrucker.com/News/Stories/2007/3/20/CFIrecognizedforcontinuousimprovementbyEPA%E2%80%99sSmartWay.aspx>
- RoadStar. April 2007. "Power On, Truck Off". By Jim Beach, page 14.

### SmartWay Finance

- News & Observer (Raleigh-Durham, NC). March 7, 2007. "Bank of America Bets on a Green Future", by Sue Stock.  
<http://www.newsobserver.com/104/story/550554.html>
- GreenBiz.com. March 6, 2007. "BoFA Banks \$20 Billion to Grow Green Economy".

### SmartWay Transport Partnership

- PR Newswire.com. February 20, 2007. "Johnson Matthey's Heavy Duty Diesel CRT® Filter 'Stars' on Country Music Television's (CMT) 'Trick My Truck' Series".  
<http://sev.prnewswire.com/auto/20070220/PHTU02020022007-1.html>
- Digital 50.com. April 11, 2007. "Utility Trailer Proud Participant in Cascade Sierra Solutions Open House".  
<http://digital50.com/news/items/BW/2001/07/14/20070411005272/utility-trailer-proud-participant-in-cascade-sierra-solutions-open-house.html>
- Auto Spectator. March 20, 2007. "TV Truck Designers Partner with EPA to Help Truckers Save Money, Reduce Emissions".  
<http://www.autospectator.com/modules/news/article.php?storyid=8628>
- NewsBlaze.com. 03/20/2007. "TV Truck Designers Partner with EPA to Help Truckers Save Money".  
<http://newsblaze.com/story/20070320111849tsop.nb/newsblaze/TOPSTORY/Top-Stories.html>  
[http://www.greenbiz.com/news/news\\_third.cfm?NewsID=34688](http://www.greenbiz.com/news/news_third.cfm?NewsID=34688)

### SmartWay Vehicles

- WebWire. March 26, 2007. "Top Ten Ford and Lincoln Mercury Highlights".  
<http://www.webwire.com/ViewPressRel.asp?aId=30644>

## Partner Tips

**One way to easily keep up** on the SmartWay Transport Partnership is to use search engine technology like Google to mine the internet for information. It's very easy to set up a 'Google Alert' that will search all sources and, once a day, send you 'Alerts.' To accomplish this takes just a few minutes. Go to Google home page. Click on 'more.' Then on the next page click on 'even more.' This takes you to a page that includes 'Alerts.'

I have mine set to retrieve all SmartWay Transport Partnership references once per day. This way you can see any information that concerns SmartWay that appears in the public domain. Hope this helps!

