



UNITED STATES ENVIRONMENTAL PROTECTION AGENCY
Washington, DC 20460

JUN 12 2017

OFFICE OF
AIR AND RADIATION

Mr. Jim Tuerk
Aero Industries, Inc.
4243 W. Bradbury Avenue
Indianapolis, IN 46241

Dear Mr. Tuerk:

The U.S. Environmental Protection Agency (EPA) has reviewed your request to verify the Aero Industries Aero Tail as a SmartWay trailer rear device for line-haul, heavy-duty truck trailers. This device is designed to increase the aerodynamic efficiency of trailers to improve the overall fuel economy of the combination tractor-trailer. Based on your application, test data and supporting information, EPA hereby verifies the Aero Tail for the level described below.

Technology	Test Method (s)	Verification Category (Fuel Savings)
Aero Industries Aero Tail	Wind Tunnel (1/8 scale)	SmartWay 4% Tail

Verified performance of this device is based on use with a dual door 53 foot, dry van or refrigerated trailer traveling at highway speeds and in the tested configuration. Verified aerodynamic devices are intended for use on 53 foot dry van and/or 53 foot refrigerated trailers where appropriate. The application of some devices or systems may not be appropriate for all trailer configurations. For example, some aerodynamic end fairings may not be compatible with roll up doors and front end fairings (or gap reducers) are not appropriate for refrigerated trailers. Verified technology(s) and technology system(s) must be evaluated by the manufacturer to confirm that installations would be appropriate for the intended applications and that any modifications to the verified technology will not impact aerodynamic performance.

EPA verification is contingent upon devices being installed and maintained as they were tested. Minimal modifications to aerodynamic devices necessary for certain installations, such as a hole to accommodate a fuel filler neck or cut out for lighting, is only appropriate with written instructions and approval from the manufacturer. Technology manufacturers must evaluate and approve all installation modifications and confirm that the modification would have minimal impact on the technology's fuel savings performance. Any significant change(s) to the technology(s) from the EPA-tested installation and/or design is not automatically verified and may cause a drop in performance. Manufacturers must submit all significant modifications in advance to the EPA for approval. EPA reserves the right to conduct testing of aerodynamic devices submitted for verification. Verification approval and web listing may be revoked if devices are modified in any way from the devices tested and described in the application or if it fails to meet requirements in EPA testing.

In addition, SmartWay verifies technologies based on measured fuel savings and/or other criteria described herein. While EPA may request related information, verification is not an indication of

endorsement, safety, regulatory compliance or other performance consumers should consider. Manufacturers, installers, and consumers must comply with all applicable local, state, and federal safety regulations.

EPA verifies aerodynamic trailer devices and device combinations for use on EPA-designated SmartWay Trailers and SmartWay *Elite* Trailers. EPA-verified aerodynamic device(s) that achieve a minimum of 5% total fuel savings – used with EPA-verified low rolling resistance tires – qualify a 53 foot dry van or refrigerated trailer for designation as a SmartWay Trailer. Now as a new addition to the SmartWay program, device combinations that achieve a minimum of 9% total fuel savings – used with low rolling resistance tires – will qualify for designation as a SmartWay *Elite* Trailer.

While fleets can expect EPA-verified aerodynamic devices and SmartWay Trailers to be among the most fuel efficient, the fuel savings in real-world applications may vary.

This technology will be listed on the EPA's verified aerodynamic product website at:

<https://www.epa.gov/verified-diesel-tech/smartway-verified-list-aerodynamic-devices>

This letter and the EPA's online verified product listing may serve as demonstration of your device's verification.

EPA has strict guidelines regarding the use of the SmartWay logo. SmartWay designation (and associated use of the SmartWay designation logo) is limited to manufacturers of heavy-duty tractors, box trailers, or passenger cars. Vehicle component technologies (e.g., trailer aerodynamic equipment) are not allowed to use the SmartWay logo for labeling purposes. If you have questions regarding these policies, please consult www.epa.gov/smartway/use-smartway-brand or contact Joann Jackson-Stephens at jackson-stephens.joann@epa.gov.

Finally, if you're not already a member, you may wish to join the SmartWay Community. This is designed for businesses that share our commitment to reducing emissions and fuel consumption in freight movement. If you want to learn more about the SmartWay Community, read more at www.epa.gov/smartway/become-smartway-shipper-partner and Patrice Thornton, at thornton.patrice@epa.gov, can assist you with questions you may have regarding joining the SmartWay Community.

If you have any questions regarding your verification or the program, please feel free to contact our aerodynamic technology staff person, Arman Tanman, at tanman.arman@epa.gov. Thank you for your interest in EPA's Technology Verification Program.

Sincerely,



Karl Simon, Director
Transportation and Climate Division
Office of Transportation and Air Quality