

## Freight Carriers

### Contract Freighters, Inc.

Contract Freighters, Inc. (CFI), a Missouri-based for-hire carrier, now part of the Con-Way organization, is the recipient of a SmartWay Excellence Award for the second consecutive year. Building on its commitment to innovation, CFI has equipped its entire fleet of tractors with some of the most fuel saving technologies available in today's truck market. All of CFI's trucks are outfitted with single-wide tires, saving over 19,000 tons of CO<sub>2</sub> each year. CFI has installed auxiliary power units on the majority of its trucks and employs driver teams to further reduce idling time. CFI's total upgrades have resulted in a savings of over 73 thousand tons of CO<sub>2</sub> since joining SmartWay. CFI also has actively promoted SmartWay and its goals extensively by issuing more than a dozen press releases describing SmartWay and conducting presentations about participating in the program at numerous industry conferences and workshops.



Contract  
Freighters, Inc.

### CSX Transportation

CSX is an international transportation company offering rail, container-shipping, intermodal, trucking and contract logistics. Over 50 % of CSX's current fleet is equipped with one or more fuel saving technologies. CSX met or exceeded each of their Action Plan targets for 2006/2007, and the company has developed an innovative horsepower reduction kit that produces significant fuel savings and lower emissions. This kit is currently installed on a significant number of the locomotives in its fleet, with more planned in coming years.



CSX  
TRANSPORTATION

### John Christner Trucking LLC

A temperature-controlled truckload carrier based in Oklahoma, John Christner Trucking (JCT) has taken every opportunity to upgrade and improve its fleet of trucks. JCT has invested in a broad range of fuel-saving technologies and policies including auxiliary power units, engine shutdown technologies, aerodynamic equipment, automatic tire inflation (ATI) devices, engine speed management, advanced lubricants. JCT also is increasing their use of intermodal shipping. Because of these technology investments, JCT has improved fuel efficiency by 9% and saved over 23 thousand tons of CO<sub>2</sub> since joining SmartWay in 2004. The company is now working with manufacturers to test three types of ATI to help ensure that drivers can be easily notified of tire pressure.



John  
Christner  
Trucking



## SmartWay<sup>SM</sup> Transport Partnership Excellence Award Winners 2007

### **Knights Transportation, Inc.**

In just one year, Phoenix, Arizona-based private truck carrier Knight Transportation has improved its environmental performance significantly using a combination of idling control, aerodynamics, auto tire inflation, weight reduction, trailer strategies, speed management, and low rolling resistance tires. Since joining the Partnership, Knight's efforts have saved 229 thousand tons of CO<sub>2</sub>. In addition to significantly improving its own operations, top executives with Knight Transportation have actively promoted SmartWay and the Partnership's goals to other companies in the freight industry at events like the National Private Truck Council Conference and the National Agricultural & Food Transporters Conference.



### **Langford, Inc.**

Minnesota-based Langford, Inc., a small carrier with a large voice when it comes to promoting the merits of SmartWay to other companies, is receiving a SmartWay Excellence Award for the second year in a row. Langford has installed auxiliary power units (APUs) on all company and owner-operator equipment, replaced conventional tires with single-wide tires, and governs and monitors its truck speeds. Langford is also integrating bio-diesel into their fleet. As a result of these efforts, Langford has saved 291 tons of CO<sub>2</sub> since joining the Partnership and has improved its average fuel efficiency from 6.30 miles per gallon to 6.70 miles per gallon. Langford's President, Greg Langford, promoted SmartWay extensively during his tenure as President of the Minnesota Trucking Association, helping to sign 17 other Minnesota-based freight shippers, carriers, and logistics companies on as SmartWay partners.



### Meijer

Michigan-based retailer and private fleet Meijer has reduced idling hours by 85% in one year by electronically limiting idle time with an automatic engine shut off after four minutes of idling. Meijer utilizes single-wide tires on their tractors and trailers, governs road speeds to 63 miles per hour, and has installed aerodynamic mirrors, roof fairings, cab extenders and side fairings to streamline the tractor profile. Meijer is currently testing trailers with side skirts to reduce wind drag under its trailers. Meijer's upgrades have saved 6,400 tons of CO<sub>2</sub> since joining the Partnership. To increase participation in SmartWay, Meijer has also sent messages to its contract carriers and consolidators, promoting and encouraging them to join SmartWay. Meijer is educating its customers about freight emissions and the company's commitment through a new video that is shown on monitors at every cash register in their superstores.



### Metropolitan Trucking, Inc.

Metropolitan Trucking, a full service truckload carrier based in New Jersey, has made significant improvements to its operations, increasing its fuel efficiency from 5.9 miles per gallon in 2005 to 6.5 miles per gallon in 2006, reflecting a 10% improvement. The company adopted an aggressive anti-idling campaign, has been replacing direct-fueled heaters with auxiliary power units for improved fuel efficiency, and is using single-wide tires and automatic tire inflation. Metropolitan has also developed training tools and economic incentives for its drivers, aiming to encourage further fuel efficiency improvements.



### Orlicks, Inc.

Orlicks, Inc., an Alberta, Canada-based trucking fleet, has employed extensive use of anti-idling strategies such as engine shutdown and driver tag teams, along with other fuel-saving strategies such as lower driving speeds and significant use of intermodal transport, improving their fuel efficiency from 6.0 miles per gallon to 7.0 miles per gallon. The company has also been a strong advocate for SmartWay inside the company, and throughout the Canadian trucking industry, promoting SmartWay on its website, conducting internal driver meetings to educate employees about the program, and presenting SmartWay to members of the Alberta Motor Trucking Association.



**P.A.M. Transportation Services, Inc.,**

Arkansas-based truckload carrier P.A.M. Transportation demonstrated CO<sub>2</sub> savings of 59 thousand tons, an improvement of 36% since joining SmartWay. To achieve such significant improvement in such a short time, P.A.M. implemented strategies such as idling reduction strategies, automatic tire inflation, weight reduction, advanced lubricant technologies, intermodal transport, a Qualcomm installation for all of its trailers, and extensive use of double drivers.



**Quad/Graphics, Inc.**

As a two-time winner of the SmartWay Excellence Award, Wisconsin-based Quad/Graphics stands out as a progressive and committed shipper that operates its own trucking fleet. In 2007, Quad/Graphics completed installation of auxiliary power units (APUs) on all of the trucks in its fleet. Further efforts to promote fuel efficiency include a driver incentive program to reward fuel savings from speed control and idle reduction, and financial assistance for owner/operators that want to purchase APUs. These strategies combined have resulted in a savings of 2,357 tons of CO<sub>2</sub>—an improvement of 25% since joining the Partnership. Quad/Graphics has consistently promoted SmartWay through its website and print business publications, and at EPA regional, state and local air quality and diesel truck events.



**Roehl Transport, Inc.**

Wisconsin-based Roehl Transport, a two-time SmartWay Excellence Award winner, has further improved its status as a significant environmental performer by saving 7 thousand tons of CO<sub>2</sub> since joining the Partnership using strategies such as idling control, single-wide tires, weight reduction, and speed management. The company continues to actively promote SmartWay through its trade show booths, corporate newsletters, and CDs that update employees and customers on what is happening within the company.





## SmartWay<sup>SM</sup> Transport Partnership Excellence Award Winners 2007

### **Schneider National, Inc.**

Recipient of a SmartWay Excellence Award for two straight years, Wisconsin-based Schneider is one of the largest freight carriers operating in the US and it continues to maintain a position at the forefront of technical and operational innovation in the trucking industry. Schneider uses a wide variety of technologies and operational practices including idling reduction, single-wide tires, automatic tire inflation and advanced aerodynamics. Since joining SmartWay, Schneider has saved 211 thousand tons of CO<sub>2</sub>—a 15 percent improvement. In addition to its routine efficiency and widespread application of advanced technology, Schneider has helped strengthen the SmartWay program by promoting its benefits to fellow industry members.



### **Swift Transportation Co., Inc.**

Swift Transportation, based in Arizona, maintains one of the largest truckload fleets in the United States and is one of the most advanced trucking fleets delivering goods and materials throughout North America. Swift implements nearly every SmartWay strategy available and has some of the best equipped trucks on the road in the United States. The company conducts extensive fuel efficiency test programs, and constantly strives to increase its efficiency, with a resulting savings of nearly 485 thousand tons of CO<sub>2</sub>, a further reduction of 34 percent since joining SmartWay. The Swift fleet features comprehensive aerodynamic equipment and is subject to progressive operational practices, such as engine shut-down and speed management. In 2007, the company purchased 1,500 USEPA Certified SmartWay tractors.





## SmartWay<sup>SM</sup> Transport Partnership Excellence Award Winners 2007

### Smithfield Transportation Co., Inc.

Virginia-based food supplier Smithfield Transportation is a two-time SmartWay Excellence Award winner. Smithfield has upgraded its fleet to include trucks with better aerodynamics, including a single integrated cab/air dam design, automatic transmissions, and single-wide tires on all tractors. The entire fleet maintains a maximum speed of 65 miles per hour. Additionally, as part of its commitment to reduce or eliminate idling, each replacement truck in the fleet is outfitted with an auxiliary power unit. Since joining the Partnership, Smithfield's fleet has increased its fuel efficiency from 6.0 miles per gallon to 7.0 miles per gallon and the company has saved over 5,000 tons of CO<sub>2</sub> since joining the Partnership. The company engages its employees to achieve SmartWay's goals by sponsoring engine manufacturers to train its drivers on new technologies and features, and maintaining and posting a month-to-month listing, by truck, of drivers that had acceptable versus unacceptable idle times.

**Smithfield**

### Trans-Am Trucking, Inc.

Kansas-based refrigerated truckload carrier TransAm Trucking, Inc. has made significant strides toward greater efficiency within the Partnership. Over the past year, the company has reduced its CO<sub>2</sub> emissions by 13 thousand tons by adding 300 auxiliary power units (APUs) to its fleet, using advanced lubricants, and employing weight reduction strategies.

**TA**  
**TRANSAM**

### Wal-Mart

Bentonville, Arkansas-based Wal-Mart, a two-time SmartWay Excellence Award recipient, has made significant investments in improving its environmental performance by adding direct fueled heaters, auxiliary power units, improved aerodynamics, auto tire inflation, bio diesel, and low rolling resistance tires to its fleet. Wal-Mart's efforts have saved over 106 thousand tons of CO<sub>2</sub>—an 18% improvement since joining SmartWay.

**WAL★MART**<sup>®</sup>  
ALWAYS LOW PRICES. *Always.*

## Shippers

### IBM

IBM increased their SmartWay carrier participation by 25% this year, and incorporated SmartWay into their contract bidding process for U.S. and global transportation. IBM promoted its participation in SmartWay through a dedicated web page that links directly to SmartWay web site, as well as serving as SmartWay guest speakers at industry events. IBM reports its SmartWay participation in its Environment and Well-Being Progress Report, and Corporate Responsibility Report. IBM is currently reviewing all dock locations globally to ensure consistent truck idling practices, fork-lift power sources, and scheduling practices. In addition, IBM is working with SmartWay in interfacing with environmental agencies in Latin America, particularly Mexico- expanding SmartWay-type programs across North America.



### JCPenney

JCPenney, a Texas-based retail shipper, increased the number of SmartWay Carriers they use by over 20% in 2007. Since joining the program, JCPenney has increased the number of SmartWay carriers they use from 28 to 46. To promote the Partnership among its drivers, JCPenney distributed a quarterly survey to its delivery drivers. The surveys cover a broad range of operational topics, such as how to improve the company's loading/unloading procedures, and other practices that can lower energy use and help the environment.

it'sallinside:



[jcp.com](http://jcp.com)

### Johnson & Johnson Sales & Logistics Company, LLC

Johnson & Johnson Sales & Logistics Company, LLC is the logistics arm of parent company Johnson & Johnson, one of the world's largest manufacturers of health care products. Since 2006, the company has increased its use of SmartWay Carriers from 19 to 35. The company invited SmartWay to present at its annual Carrier Recognition Day, and has extensively publicized and marketed SmartWay to its carriers and internal staff. The company describes SmartWay in its advertising, on its website, as well as internal signage.







## SmartWay<sup>SM</sup> Transport Partnership Excellence Award Winners 2007

### **Kimberly-Clark Corporation**

Kimberly-Clark is a leading global health and hygiene company based in Tennessee. Kimberly-Clark has actively recruited SmartWay carriers and has more than doubled their use of SmartWay carriers since joining the program. It has also instituted an idle reduction program at its distribution centers, as well as promoting idle reduction throughout its operations. Kimberly-Clark has also implemented an aggressive educational plan for its employees about the SmartWay program. Kimberly-Clark is actively engaged in improving its carriers' operations, and supports outreach and educational efforts that focus on SmartWay and its energy and environmental goals.



### **Lowe's Companies Inc.**

In 2007 Lowe's, a North Carolina-based home improvement goods retailer, increased its use of SmartWay carriers to 62,--a huge increase from only 4 when Lowe's first joined SmartWay in 2004. Lowe's also incorporates the SmartWay logo and program information in its communications with its carriers to promote and encourage participation in the Partnership. Lowe's increased its intermodal shipping by over 4000 shipments in 2007. Other measures adopted as a result of its involvement in SmartWay include increasing drop and hook use from 43% in 2004 to 83% in 2006, and increasing their use of full trailers, reducing approximately 36,000 truck loads and reducing highway mileage by over 25 million miles per year.



### **Michelin North America, Inc.**

Shipper partner Michelin North America, Inc., has been a high-profile public promoter for SmartWay. Over a quarter of Michelin's freight carriers are now SmartWay partners, largely due to Michelin's promotion of the program. Michelin also markets the Partnership to customers in print advertisements, on its website, and in a variety of other company literature. The company continues to explore ways to help fleets improve their environmental performance through use of more fuel efficient tires.







## SmartWay<sup>SM</sup> Transport Partnership Excellence Award Winners 2007

### Office Depot, Inc.

Florida-based partner, Office Depot, was the first SmartWay shipper to attempt to calculate its entire transportation emissions footprint, including the emissions from all of its contract carriers, and plans to annually track and improve this emissions footprint. Office Depot is also addressing the emissions from its own fleet by replacing larger box vans with more efficient delivery vehicles. To promote awareness of the benefits of SmartWay, Office Depot developed a case study highlighting its experiences as both a shipper and carrier, and promotes its participation to shareholders in the company's annual Sustainability Report.

### Sharp Electronics Corporation

Sharp Electronics Corporation, an international leader in appliance and consumer electronics is a two-time SmartWay Excellence Award winner. Sharp ships 99% of its freight with SmartWay carriers and is working closely with SmartWay to help establish a border program with Mexico. In 2007, Sharp adopted an aggressive publicity campaign focused on the benefits of SmartWay. The campaign includes a prominent SmartWay section on its corporate website, and widespread use of the SmartWay logo on the company's business cards, letterhead and in email correspondence. Internally the company also features SmartWay on its intranet site and trains its employees on how to adopt SmartWay practices.



### STERIS Corporation

STERIS Corporation has been a strong supporter of SmartWay and has actively sought to encourage other companies to join the program. To increase participation in the SmartWay Transport Partnership, STERIS sent letters to all of the National Association of Environmental Manager's membership, and to all their carriers encouraging them to join SmartWay. As a result, STERIS Corporation has increased their percentage of freight shipped with SmartWay carriers from 64% to 72%. STERIS sponsored a Transporter Day event with their carriers to educate them on the merits of sustainable transportation and to recognize their leading carriers. Driver comfort stations have been installed to support STERIS' no idle policy at their loading facilities. STERIS has integrated SmartWay principles at their corporate headquarters by doing a SmartWay display for their annual Environmental and Safety Day to educate their employees and the community.



## Logistics Companies

### Alliance Shippers

Alliance Shippers, Inc. is an independently-owned global logistics and transportation services company with offices in more than 50 locations throughout the US, Canada, and Mexico. Alliance transports the majority of its loads -- more than 85% -- using SmartWay Transport Carriers. Alliance also has increased their use of intermodal transport to move goods, relying on rail carriers to transport more than 80% of its shipments.



### Exel

Ohio-based Exel, one of the largest logistics companies in the industry, is now using 45 SmartWay Carriers to move its shipments. The company uses SmartWay membership as a selection criterion and has established regular communications with its carrier base to inform them that SmartWay partners will be given preference. Exel actively supports and promotes the Partnership industry-wide.



### Limited Brands Logistics

Limited Brands Logistics, based in Ohio, provides global logistics management and leadership in support of the supply chains used by Limited Brands and New York & Company. The company ships over 72% of freight with SmartWay Transport Carriers. The company has implemented a corporate "no idling" policy for all of their carriers. Limited has inserted a SmartWay Partner bonus in their carrier selection 'scorecard' stressing the importance of SmartWay participation to their potential carriers. The company has also increased intermodal shipments as part of its SmartWay action plan, resulting in emissions reductions of 34,000 tons of CO<sub>2</sub>.



### National Logistics Management Inc.

Michigan-based National Logistics Management, Inc. has increased the number of SmartWay Carriers it uses by 40%. The company continues to promote SmartWay by sending letters to all of its carriers encouraging them to join SmartWay and providing internal company training about policies and practices the company has adopted as a result of its participation in the Partnership.



## Affiliates

### 4 State Trucks

4 State Trucks, Inc., a leader in the Heavy Duty Truck Aftermarket Industry, has been an exceptional advocate for the SmartWay program. 4 State Trucks has established a SmartWay Center right in the middle of their 35,000 square foot truck parts and equipment store located in Joplin, Missouri. This SmartWay Center is a one stop shop for truckers who want to buy fuel saving technologies found in the SmartWay Upgrade Kit. 4 State Trucks, the business behind the crew of truck designers and custom fabricators known as the Chrome Shop Mafia on Country Music Television's popular "Trick My Truck" program, has consistently promoted SmartWay through website and print business publications. 4 State Trucks and the Chrome Shop Mafia have directly helped SmartWay reach thousands of Owner Operators who had previously not heard of SmartWay.



### American Trucking Associations

American Trucking Associations (ATA) serves and represents the interests of the trucking industry. ATA has done an outstanding job in promoting the goals of the SmartWay Transport Partnership program to their members and as a result, 25 State Trucking Associations have joined the Partnership. ATA has issued press releases and written numerous articles describing the SmartWay Transport Partnership program and encouraging their members to participate. In addition, ATA hosted the first SmartWay Excellence Awards at the American Trucking Associations Management Conference & Exhibition in 2006.



### **Cascade Sierra Solutions**

As a two-time winner of the SmartWay Excellence Award, Cascade Sierra Solutions (CSS) is one of the most innovative non-profit organizations dedicated to saving fuel and reducing emissions from heavy-duty diesel engines. The CSS outreach centers promote EPA's SmartWay Technology upgrade kits, and help truckers acquire fuel saving technologies including the ability of offer financial assistance. CSS operates in the States of Washington, Oregon and California with a primary focus on the Interstate 5 corridor. The CSS website is a wealth of information for the truck driver. It readily identifies and promotes the use of improved technology that will save fuel and reduce emissions from heavy trucks. CSS staff travels throughout the country conducting workshops that discuss the benefits of fuel saving technology, helping truckers upgrade their trucks and reduce harmful emissions.



### **North Central Texas Council of Governments**

The North Central Texas Council of Governments (NCTCOG) is a voluntary association of, by and for local governments, established to assist local governments in planning for common needs, cooperating for mutual benefit, and coordinating for sound regional development. Air quality is an important issue in the Dallas Fort Worth area and as a result, NCTCOG has featured SmartWay in various informative documents that are designed to educate the general public about air quality related projects and programs being implemented in the North Central Texas region. NCTCOG is one of the few SmartWay Affiliates to directly market SmartWay through print educational and business publications, building momentum for the purchase and use of fuel saving technologies in the North Central Texas area. NCTCOG has developed numerous workshops targeted toward the trucking industry and have secured discounts on fuel saving technology from local vendors.





## SmartWay<sup>SM</sup> Transport Partnership Excellence Award Winners 2007

### **Superior Financial Group**

Superior Financial Group (SFG) was founded in 2005 and continues to support small businesses throughout the country. It is their service and expertise in offering innovative financing programs to small trucking businesses that earned them a SmartWay Award. Superior has done an outstanding job promoting the SmartWay Innovative Finance program. Superior Financial has gone the extra mile by establishing a special code for applicants interested in receiving financing for the SmartWay Upgrade Kit streamlining the loan process for applicants. Superior has participated in several large truck shows in an effort to promote the financing available for SmartWay Upgrade Kits. Superior Financial has been able to offer loans to approximately 100 small owner operators so that they may upgrade their trucks with fuel saving technology.

