

Maximize your Efficiency with Fuel Saving Strategies and Technologies

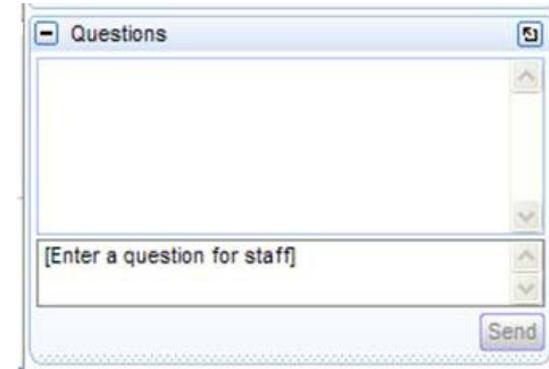
Carriers: The SmartWay to enhance competitiveness and grow your business



April 12, 2017

Webinar Housekeeping

- Submit a question via the Questions box on your GoTo control panel. →
- After the presentation, as time permits, our EPA presenter will answer questions submitted via the Questions box.





SmartWay

Attention Truck Carrier Partners:

The [2017 SmartWay Truck Carrier Tool](#) is now available, with supporting documents.



SmartWay Latest News

Watch our new [About SmartWay](#) video to learn how efficient freight improves supply chain performance!

[More SmartWay News](#)

Learn about SmartWay



- [Overview of SmartWay](#)
- [Why Freight Matters](#)
- [How SmartWay Advances Sustainable Transportation Supply Chains](#)
- [Carbon Accounting & Reporting](#)
- [SmartWay Program Successes](#)
- [Trends, Indicators & Partner Statistics \(TIPS\)](#)

Participate in SmartWay



- [How to Participate in SmartWay](#)
- [How the SmartWay Partnership Works](#)
- Become a SmartWay:
 - [Shipper](#)
 - [Logistics Company](#)
 - [Carrier](#)
 - [Affiliate](#)
- [Tools & Resources for Partners & Affiliates](#)

Upcoming Webinars & Events

- **Education Webinar, March 15, 2017:** [Shippers: Learn About Resources For Aligning Win-Win Relationships With Your Carriers](#)
- **Freight Matters! Webinar, March 29, 2017:** [Key Trends Shaping the Future of Freight](#)

[More SmartWay webinars & events](#)

Today's Speakers

Buddy Polovick

Patrice Thornton

EPA SmartWay

Panelists:

Royal Jones, Owner, CEO & President

Mesilla Valley Transportation

Brent Oberle, Chief Operating Officer

Myles Kuperus, Owner

Kuperus Trucking

Webinar Outline

- Truck Carrier Goals are universal
 - Remain profitable
 - Save fuel with advanced technologies & strategies
 - Connect with more Shippers
 - Be kinder to the planet, for families & communities
- SmartWay can help
 - What do you REALLY need to know?
- Guest Speakers
- Wrap up and Discussion

Focus of Today's Webinar

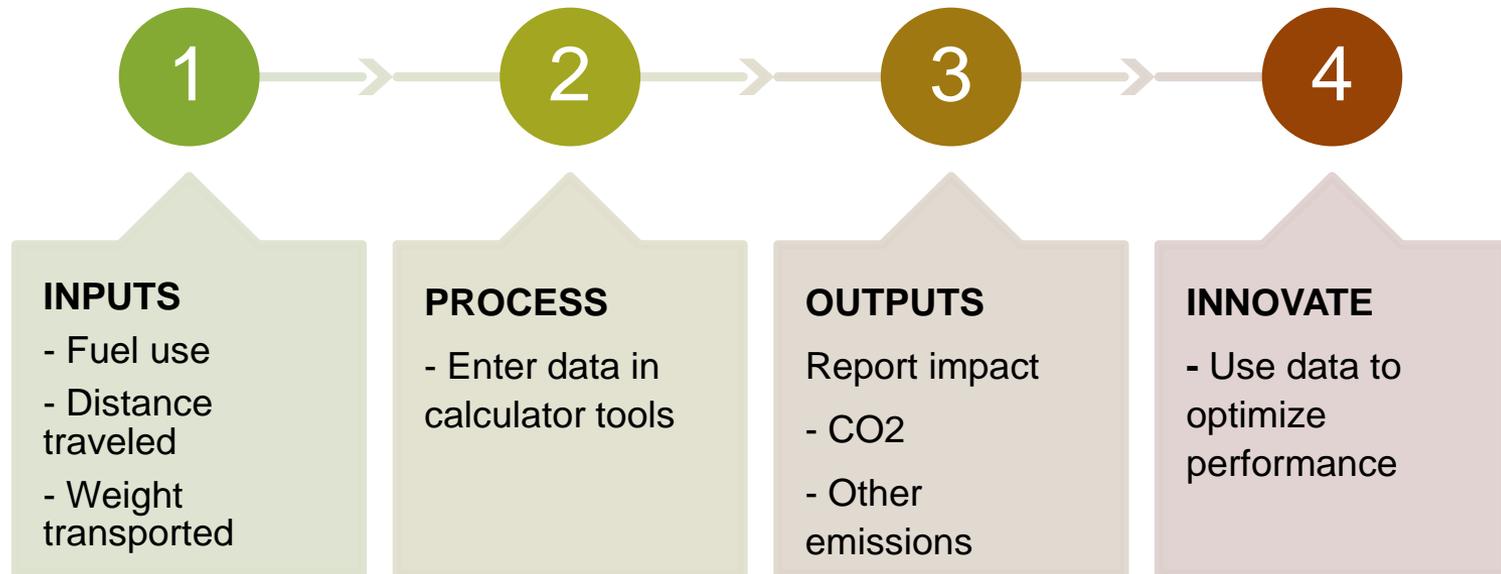
- Shippers depend on their carriers to get the job done
- Shippers inherit their carriers' emission footprints
- Today's webinar will help carriers understand how SmartWay can help carriers:
 - Reduce fuel use and improve efficiency
 - Connect with shippers, develop opportunities
 - Be a leader in their industry
 - Be part of something bigger and impactful

SmartWay Background

- Over 15 years ago freight sector sat down with EPA to:
 - Improve U.S. freight efficiency and competitiveness
 - Reduce dependence on foreign oil
 - Reduce emissions
 - Standardize benchmarking and emissions reporting
- SmartWay Transport Partnership
 - Adopted by Canada and copied by other countries
 - Over 3000 Carriers, and 250 Shippers members
 - Strong industry support



Performance Benchmarking



SmartWay can help drive efficiency

- Learn about fuel-saving strategies, including:
 - Aerodynamics
 - Low rolling-resistance tires
 - Driver training and incentives
 - Automatic transmissions
 - Speed reduction
 - Idle reduction
 - Other strategies

Driver Training

A driver training program can:

- Improve fuel economy by 5%
- Save over \$3,000 in fuel costs
- Eliminate 8 metric tons of greenhouse gas emissions per truck per year



Shippers looking for:

- Emissions and efficiency data from their carriers
- Most efficient modes to get the job done
- More SmartWay registered carriers
- More efficient SmartWay carriers
- Commitment from supply chain service providers to improve performance



Royal Jones, Owner, CEO & President Mesilla Valley Transportation



Mesilla Valley Transportation

Royal Jones

President & CEO

A Little About MVT



- Established in 1981
- Headquarters in Las Cruces, New Mexico
- Services 48 states and Canada
- Fleet of over 1,300 tractors & 6,500 trailers



VENTECH PNEUSCAN



Vehicle Identification Cameras



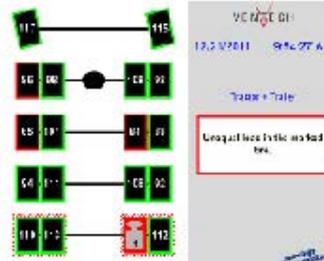
Tire Pressure & Tread Depth Strip

VENTECH

PNEUSCAN



Truck Trailer



PNEUSCAN ATM

TIRE PRESSURE
CHECK

PNEUSCAN PRO

TREAD DEPTH
CHECK

PNEUSCAN ID

VEHICLE
IDENTIFICATION

PNEUSCAN DAT

DATA
MANAGEMENT



VENTECH Readings

	Date	Time	License Number
!	10.05.2012	08:06:58	
	10.05.2012	08:05:07	
	10.05.2012	08:01:18	1566

VENTECH
05/10/2012 8:01:18 AM
Tractor + Trailer
1566
Have a good trip! Ventech
...metrology in motion...

113	115
114	118
104	115
117	121
121	120

VENTECH
VENTECH
Tire Pressure Check
03/15/2013 2:43:58 PM
psi
left right
Tire Pressures:
Axle 1 32 — 34
Axle 2 37 — 36
Have a good trip!
Ventech



&



US EPA Certified
SmartWay[®]

REUSE 
REDUCE
RECYCLE



Energy Logic Heaters



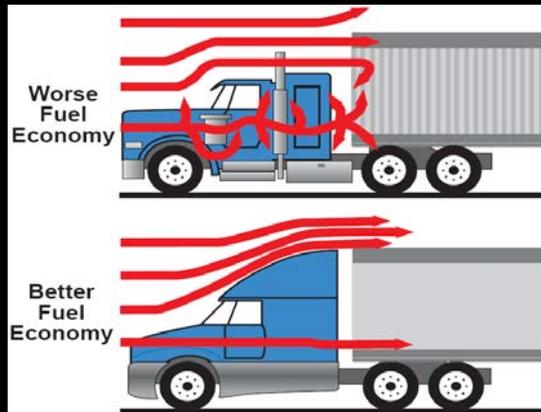
Full-Time GREEN Employees



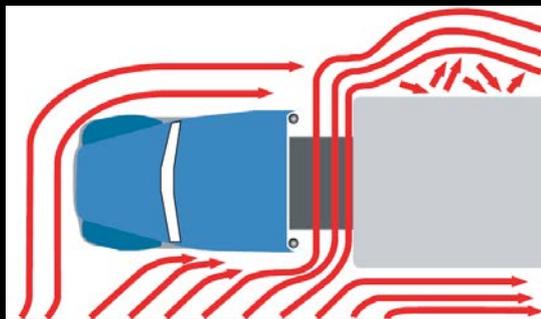
Full Aero-Fairing Package



Aerodynamics



Vehicle Power



Aerodynamic Drag



Non-Sliding 5th Wheel 5th Wheel Position



Trailer Skirts Wheel Covers



Trailer-Tails





Roof-Cap Extenders



V-Panels



Narrow Mud-Flaps

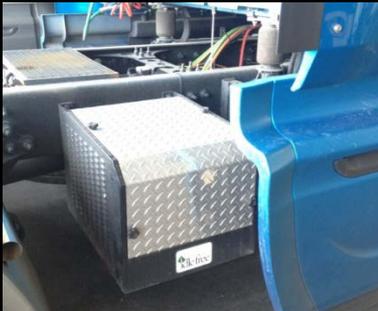




Wide-Bases Tires “Super-Singles”



Spare Tires



Auxiliary Powered Units (APU)





Solar Panel Roof-Caps



40,000 Service Intervals

- Synthetic-30 Engine Oil (Shell T5)



“Grass Burner” Exhaust System

Driver Training

- ✓ Sudden Start/Stop Alarms
- ✓ Daily MPG Feedback
- ✓ Flyers & Handouts
- ✓ Top & Bottom 50 in MPG



Simulator

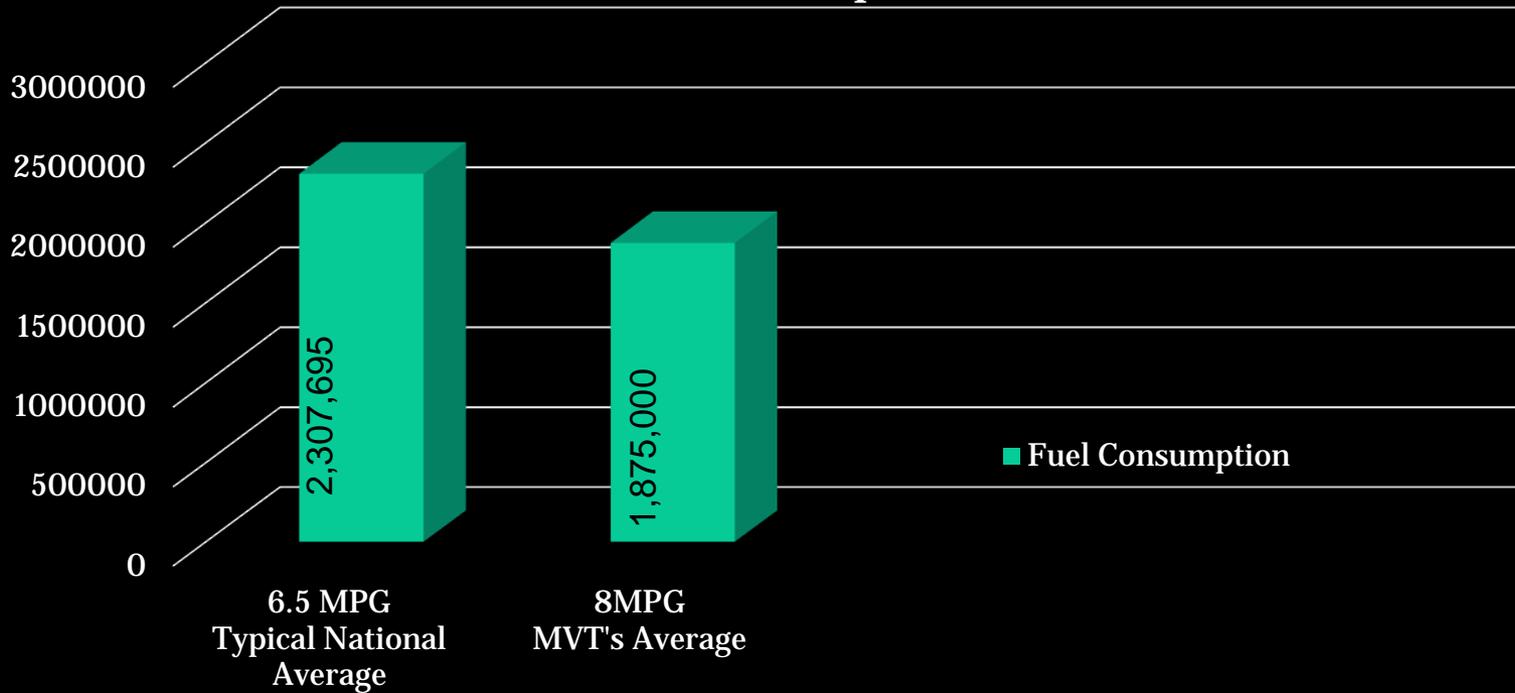


- ✓ Accident Reduction
- ✓ Improve Driving Habits
- ✓ Improve Driving Techniques
- ✓ Positive Decision Making
- ✓ Risk-Free Scenarios
- ✓ Fuel Management Training
- ✓ Equipment Damage Reduction
- ✓ Different Driving Environments

Average Fuel Consumption

(Based on 1 Month of MVT Fuel Usage = 15,000,000 Miles)

Fuel Consumption



MVT's Average Fuel Consumption

(Based on 1 month of MVT's miles ran = 15,000,000 miles)



$$\frac{15,000,000 \text{ miles}}{\text{MVT's 8 MPG Average}} = 1,875,000 \text{ gallons of diesel used per month}$$

$$(1,875,000 \text{ gallons}) \times (10\% \text{ Biodiesel Used in B10 Blend}) = 187,500 \text{ gallons of biodiesel used which emits ZERO pounds of CO}_2$$

$$(1,875,000 \text{ gallons diesel}) - (187,500 \text{ gallons of biodiesel}) = 1,687,500 \text{ gallons pure diesel used}$$

$$(1,687,500 \text{ gallons}) \times 22.38 \text{ pound of CO}_2 \text{ per gallon used} = 37,766,250 \text{ pounds of CO}_2 \text{ emitted into the air each month}$$

Typical National Average Fuel Consumption

(Based on 1 month of MVT's miles ran = 15,000,000 miles)

$$\frac{15,000,000 \text{ miles}}{\text{National 6.5 MPG Average}} = 2,307,692 \text{ gallons of diesel used per month}$$

$$(2,307,692 \text{ gallons}) \times 22.38 \text{ pound of CO}_2 \text{ per gallon used} = 51,646,147 \text{ pounds of CO}_2 \text{ emitted into the air each month}$$

51,646,147 pounds CO₂ emitted by average trucking companies – 37,766,250 pounds CO₂ emitted by MVT =
13,879,897 pounds less CO₂ emitted by MVT each month

We offer Fuel Incentives for all drivers with a 8.5 MPG or higher!

Quarterly New Car Winner



Fernando Estrada
10.78 MPG

Yearly \$25,000 Winner



Hector Mendoza
12.01 MPG

Thank you!



Brent Oberle, Chief Operating Officer
Myles Kuperus, Owner
Kuperus Trucking



SMARTWAY FUEL EFFICIENCY KUPERUS TRUCKING INC.

Timeline for Achieving
“AWARD WINNING” FUEL EFFICIENCY



MEET MYLES KUPERUS



- Trucking's in his Blood
 - Driver
 - Owner / Operator
 - Owner
- Decades of Experience
- Innovator
- Serious about Fuel Economy

DEVELOPING A PASSION FOR SAVING FUEL

- **In the late 1980's - Myles realized**
 - Trucking would always be “Capital Intensive”
 - He needed a different way to control expenses
 - **He decided to Focus on Energy Savings**
- **This presentation gives you a snapshot**
 - of countless hours, and
 - hundreds of thousands of dollars
 - invested in testing fuel savings products

2003 Fleet
Avg. MPG: 6.23

SAE TYPE II TESTING

- Myles determined that in order to test product effectiveness, our testing procedures must produce accurate test results
- Our testing procedure emulates the SAE - Society of Automotive Engineers – Type II standardized fuel testing guidelines

2003 - GOVERNED TRUCK SPEED TO A MAXIMUM OF 60 MILES PER HOUR

RESULT:

8.4% IMPROVEMENT IN MPG IN 2004



2004 – SUPER SINGLE TIRES/WHEELS – TRACTORS & TRAILERS

RESULT:

8% IMPROVEMENT IN MPG



2009 – (Q4) “FREIGHT WING” TRAILER FAIRINGS

RESULT:

4.28% IMPROVEMENT IN MPG



2011 – (Q4) ATD TRAILER TAILS

RESULT:

5% IMPROVEMENT IN MPG



2012 – (Q2) INSTALLED WHEEL COVERS ON TRACTOR & TRAILERS

RESULT:

2.5% IMPROVEMENT IN MPG

****2012 YEAR END MPG – 8.34 MPG****



2013 – (Q1) ARG (RAIN GUTTER) FAIRING ON THE TOP REAR OF THE TRAILERS

RESULT:

2.0% IMPROVEMENT IN MPG



**2013 – (Q4) CHANGED ENGINE OIL TO A
“FULL SYNTHETIC 10W30”**

RESULT:

1.3% IMPROVEMENT IN MPG



2015 – (Q1) EXTEND FREIGHT WING TRAILER FAIRING UP TO THE DOLLY LEGS

RESULT:

1.8% IMPROVEMENT IN MPG



2015 – (Q2) “FLOWBELOW” TRACTOR TANDEM FAIRINGS

RESULT:

2% IMPROVEMENT IN MPG



PRESENTLY TESTING

- HENDRICKSON “SMARTLIFT” ON WABASH DURAPLATE TRAILERS
- WABASH VENTIX DRS/AEROFIN XL – AERODYNAMIC PACKAGE

PASSIONATE ABOUT SAVING FUEL

- 2003 – FLEET MPG = 6.23 MILES PER GALLON
- 2016 – FLEET MPG = 8.87 MILES PER GALLON

- IMPROVEMENT TO-DATE: 42.4%



Kuperus
trucking
Jenison, MI

135

Kuperus
trucking
Jenison, MI

1
35
946

CONCLUSION

- ALL OF THE ABOVE PRODUCTS WERE SELECTED FROM HUNDREDS OF PRODUCTS AND ALL TESTED AS HAVING A POSITIVE IMPACT.
- PRODUCT COST AND A RESULTING REASONABLE ROI WAS FACTORED INTO EACH BUYING DECISION.
- ALL TRACTORS AND TRAILERS ARE SPEC'D WITH WEIGHT – (WATER LOADS) AND FUEL EFFICIENCY AS PRIMARY OBJECTIVES.
- WE UTILIZE TECHNOLOGICAL ADVANCEMENTS TO HELP US ACHIEVE OUR GOAL OF BEING ONE OF THE MOST FUEL EFFICIENT FLEETS IN NORTH AMERICA.
- (PICTURED) NEW INTERNATIONAL TRACTOR AT 10.32 MPG (BEFORE BREAKIN)!
- CLOSED THE GAP BETWEEN TRACTOR AND TRAILER – (AERODYNAMICS).
- MYLES KUPERUS IS A CONSULTANT FOR SEVERAL COMPANIES TO HELP THEM INCREASE FUEL EFFICIENCY.
- IT'S EVERYONE'S RESPONSIBILITY TO HELP SAVE OUR ENVIRONMENT AND EVERY GALLON OF DIESEL FUEL THAT WE SAVE, RESULTS IN 22.11 LESS POUNDS OF CARBON DIOXIDE – (CO2 - GREENHOUSE GAS) INTO THE ATMOSPHERE.
- OUR TAGLINE CAPTURES OUR PASSION- *“HAULING HEAVY, TREADING LIGHTLY”*.

SmartWay Resources

- SmartWay Carrier Business Case
 - How SmartWay helps improve the bottom line
 - <https://www.epa.gov/smartway/business-case-becoming-smartway-carrier>
- SmartWay Carrier Strategies Summary
 - Outlines key technologies and practices that carriers should consider to improve efficiency

SmartWay Resources



TO REDUCE THIS ...

AND SAVE THIS ...

SmartWay
Transport Partnership
U.S. ENVIRONMENTAL PROTECTION AGENCY

**PARTNER WITH
SMARTWAY**

www.epa.gov/smartway



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**ARE YOU A
FREIGHT CARRIER?**

Learn more
about moving goods
the SmartWay.

SmartWay
Transport Partnership
U.S. ENVIRONMENTAL PROTECTION AGENCY

[www.epa.gov/smartway/
become-smartway-carrier-partner](http://www.epa.gov/smartway/become-smartway-carrier-partner)

How to get the most out of SmartWay

- Participate in free Carrier Webinars
- Tell Shippers that you participate in SmartWay
- Foster your carrier-shipper relationship
- Use SmartWay to develop an improvement plan, set goals and improve performance
- Celebrate your SmartWay successes publicly
- Include your employees in sustainability activities
- Mark your calendars in plenty of time before SmartWay information is due to be submitted
- Stay up to date with SmartWay news
- Stand out from competitors with a sustainability report

Questions?

- For more information:
 - www.epa.gov/smartway
 - smartway_transport@epa.gov
 - **SmartWay Helpline (734) -214-4767**

