

# WELCOME TO THE SMARTWAY WEBINAR SERIES



## New and Prospective Partner Orientation

**November 21, 2019**



# Presenters



**Denise Kearns**  
*Environmental  
Specialist*



**Kyle Coltrain**  
*Account Executive*



**Mitch Wolf**  
*Fuel and Maintenance  
Business Analyst*

**Nick Forte**      *Vice  
President Maintenance*



**Mike Carroll**  
*Fuel Manager*

# Covered Today

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-  Why SmartWay?
-  How the program works
-  SmartWay partner perspectives
  - Dickinson
  - Hirschbach
  - Hogan

# Why SmartWay?



- Freight activity is an economic mainstay
  - 19 billion tons of goods valued at \$19.2 trillion
- Freight tonnage projected to grow ~50% by 2045
  - 27 billion tons, valued at \$38 trillion
- Transportation is the largest source of carbon and GHG emissions
  - Freight emissions are the fastest growing source of emissions
- Increasing interest in freight's environmental impact

To date SmartWay partners have collectively

- Eliminated
  - 119 MMT Carbon dioxide (CO<sub>2</sub>)
  - 2,426 tons of Nox, and
  - 116 tons of Particulate Matter
- Saved \$37.5 billion in fuel costs

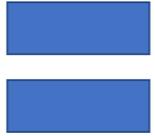
# Why SmartWay?

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<https://www.youtube-nocookie.com/embed/s9E6I49iPIE?rel=0>

# Why SmartWay?



**GOOD FREIGHT  
MANAGEMENT**



# How Does SmartWay Do It?



Tools that incorporate peer-reviewed methodologies to measure a fleet's emissions output



Information on validated emissions reduction technologies



Performance-based reports and recognition programs for environmental performance



**Data Year  
2018**

OMB 2060-0663  
Expiration Date 04/30/2021  
(Revised 2018)

**Truck**  
United States Version: 2.0.18a  
Released on: 01/11/2019

## **Welcome to the 2019 SmartWay TRUCK Tool**

**Since 2004, companies have been participating in the SmartWay Program to reduce their fuel usage, reduce emissions, and save money.**

**Developed in cooperation with the freight transportation industry, the SmartWay Transport Partnership helps you to improve your efficiency by tracking and benchmarking performance.**

**FILING FORMS WITH THE FEDERAL GOVERNMENT AND ESTIMATED REPORTING BURDEN:**

Respondents are not required to file or reply to any Federal collection of information unless it has a valid OMB control number. Public reporting burden for this collection of information is estimated to average 5.82 hours per response for initial registration, 2.66 hours for each annual update. These estimates include the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information including suggestions for reducing this burden to: SmartWay Transport Partnership, 2000 Traverwood, Ann Arbor, MI 48105, or the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington D.C.

**ZOOM  
IN**

**PRINT  
SCREEN**

**QUIT**





Data Year  
2018

OMB 2060-0663  
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(Revised 2018)

Truck

United States Version: 2.0.18a  
Released on: 01/11/2019

## Assistance for New Users

New User Video Overview (4 minutes)



Resources

Making sure you have the right Tool

Gathering your data

Tool help and navigation

Schedule of Tool due dates

Link to the SmartWay website

**Need more help?**  
Contact your Partner Account Manager,  
call the SmartWay helpline at (734) 214-4767,  
or email us at [smartway\\_transport@epa.gov](mailto:smartway_transport@epa.gov).

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**Data Year  
2018**OMB 2060-0663  
Expiration Date 04/30/2021  
(Revised 2018)**Truck**  
United States Version: 2.0.18a  
Released on: 01/11/2019**Partnership Annual Agreement for Carriers****With this annual agreement, your company joins EPA's SmartWay Transport Partnership and commits to:**

1. Measure and report to EPA on an annual basis the environmental performance of your fleet(s) using EPA's SmartWay Tool. (Existing fleets must report the 12 months of data for the prior year ending December 31. Newly formed companies require a minimum of 3 months of operational data.)
2. Have performance results and Tool submittal status posted on the EPA SmartWay website/database.
3. Agree to submit supporting documentation to EPA for any data used to complete this Tool and agree to EPA audit of this data upon request by EPA.

**In return, EPA commits to:**

1. Promote company participation in the Partnership by posting Partner names on the EPA SmartWay Website and in related educational, promotional, and media materials. EPA will obtain express written consent from the Partner before using the Partner's name, other than in the context of increasing public awareness of its participation as described here.
2. Provide companies with industry-wide performance benchmark data as this data becomes available to EPA.
3. Assist Partners in achieving emission and fuel usage reduction goals (subject to Federal Government Appropriations).
4. Treat individual corporate data as sensitive business information.

**General Terms**

1. If the Partner or EPA defaults upon this agreement at any point, the agreement shall be considered null and void.
2. Either party can terminate the agreement at any time without prior notification or penalties or any further obligation.
3. EPA agrees not to comment publicly regarding the withdrawal of specific Partners.
4. EPA reserves the right to suspend or revoke Partner status for any Partner that fails to accomplish the specific actions to which it committed in the SmartWay Transport Partnership Agreement and subsequent annual agreements.
5. The Partner agrees that it will not claim or imply that its participation in the SmartWay Transport Partnership constitutes EPA approval or endorsement of anything other than the Partner's commitment to the program. The Partner will not make statements or imply that EPA endorses the purchase or sale of the Partner's products and services or the views of the Partner.
6. Submittal of this SmartWay Tool annually constitutes agreement to all terms in this Partnership Agreement.  
No separate agreement need be submitted.

**By checking the box below, I declare that the information submitted via this Tool is, to the best of my knowledge, accurate. I understand that any person who, in the course of negotiating or performing under this Agreement, makes, presents or submits a false or misleading statement to the government, or any person who makes a material omission in the course of negotiating or performing under this Agreement, may be subject to liability under all applicable civil and criminal statutes including 18 U.S.C. 1001 (criminal liability for false statements), 31 U.S.C. 3801 - 3812 (civil liability for false statements) and 31 U.S.C. 3729-33 (The False Claims Act).**

 I understand and agree to the terms of this agreement.



**Data Year  
2018**

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United States Version: 2.0.19a  
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If you are an existing partner, or if you used the new online Partner Application in the SmartWay Portal you can now auto-populate some of the data fields in the tool by entering your SmartWay ID below. If you choose to auto-populate, the tool will automatically import these data and will display it for your review. You can then make changes or edit the data in the Tool as needed.

If you do not have your SmartWay ID, but were designated as the Working Contact or the Executive Contact in last year's tool submission or in your online application, you can use this link to have your SmartWay ID emailed to you.

[Email me my SmartWay ID](#)

If you already have a SmartWay ID and wish to auto-populate this tool, enter it here:

To auto-populate the initial data fields, select this button.

[Auto-populate](#)

[Undo](#)

If you don't have a SmartWay ID, or would prefer to enter all your information manually, select "Next" to continue.

**Need more help?**  
Contact your Partner Account Manager,  
call the SmartWay helpline at (734) 214-4767,  
or email us at smartway\_transport@epa.gov.

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**Data Year  
2018**OMB 2060-0663  
Expiration Date 04/30/2021  
(Revised 2018)**Truck**United States Version: 2.0.18a  
Released on: 01/11/2019

Please complete the following steps. Check boxes on the left indicate successful completion of each step. For more information, select the 'Help' button.

1. **Enter Partner Name** (Exactly as it should appear on the SmartWay website):

2. **Contact Information**

3. **Fleet Description(s)**

4. **Data Entry** (Double-click the fleet name or select and hit Enter):

5. **Give us Feedback**  Optional survey to help us improve your SmartWay experience.

6. **Generate a (.xml) data file**  To complete your submission, email the small (.xml) data file and your large (.xism) tool file to EPA. If your email size limit cannot handle the tool file, send only the smaller data file.

**Additional SmartWay**[View Summary Data Reports](#)[Review your Year-to-Year Performance](#) [SAVE](#)[HELP](#)[ZOOM  
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- Select the checkbox for each class in your fleet which will activate the white data entry fields.
- ? Input the number of trucks you have as of Dec 31 of the reporting year by class and engine model year.
- Truck class totals are automatically calculated for you.

**Diesel**

Gross Vehicle Weight Rating (pounds)  ?

*Note: The silhouettes represent example truck types for each class, and are not all-inclusive.*

Truck Classes							
Class 2b	Class 3	Class 4	Class 5	Class 6	Class 7	Class 8a	Class 8b
8,501-10,000	10,001-14,000	14,001-16,000	16,001-19,500	19,501-26,000	26,001-33,000	33,001-60,000	60,001 & above
							
							

	Total Trucks	<input type="checkbox"/> 2b	<input type="checkbox"/> 3	<input type="checkbox"/> 4	<input type="checkbox"/> 5	<input type="checkbox"/> 6	<input checked="" type="checkbox"/> 7	<input type="checkbox"/> 8a	<input checked="" type="checkbox"/> 8b
<b>Totals:</b>	85						25		60
<b>2020</b>									
<b>2019</b>	4						4		
<b>2018</b>	20								20
<b>2017</b>	15						15		
<b>2016</b>	15								15
<b>2015</b>									
<b>2014</b>									
<b>2013</b>	10								10
<b>2012</b>									
<b>2011</b>									

Engine Model Year

Hide Unchecked Classes

General Information Diesel Gasoline LPG LNG CNG Electric Hybrid Data Sources

Engine Model Year & Class Activity Information PM Reduction

Input your activity information in the white boxes by truck class. Green boxes will appear underneath some data entry cells that will activate a pop-up screen to help you with your inputs. The totals for all your trucks will be summed/averaged on the left.

## Diesel

Totals/Average

Input Data: by Truck Class

All Classes ?

7

8b

? Total Miles Driven (exact values)	8,985,864	1,497,896	7,487,968
? Revenue Miles Driven (exact values)	8,551,855	1,450,893	7,100,962
? Empty Miles Driven (exact values)	434,009	47,003	387,006

? Gallons of Diesel Used, incl. Biodiesel & Reefer (exact values)	1,755,865	207,969	1,547,896
	MPG check -->	7.2	4.8
	Miles per truck check! -->	59,916	124,799

? Gallons of Biodiesel (B100 Equivalents) 10,979

? Average Payload (tons) - Cargo Weight Only One ton = 2000 lbs 16.93 9.3 18.46

? Truck Cargo Volume (cubic feet) 3,322 2,510 3,485

? Average Used Cargo Volume % (excluding empty miles) 90.67 89 91

? Road Type / Speed Categories 13 / 11 / 4 / 72\* 6 / 5 / 1 / 88\*

\* Indicates that default speed distributions were selected for urban road types.

? Average Annual Idle Hours per Truck 756 821 729

**General Information****Diesel****Gasoline****LPG****LNG****CNG****Electric****Hybrid****Data Sources**

Specify the appropriate Data Sources for this fleet in the space provided below. Make sure to describe data sources for all fuel types as appropriate. Select the [?] boxes below for detailed guidance for each Data Source Type.

Check this box to use these data sources for THIS FLEET ONLY and to prevent them from being overwritten if you select the Apply All button at any time.

**? Data Sources for Total Miles Driven**

Internal Database based on bills of lading

**? Data Sources for Gallons of Fuel Used, including Biofuel and Reefer**

Gas card statements

**? Data Sources for Average Payload (tons) - Cargo Weight Only**

Internal Database based on bills of lading

**? Other Data Sources**

Internal Database based on bills of lading

**? Apply these data sources to all fleets**



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Please complete the following steps. Check boxes on the left indicate successful completion of each step. For more information, select the 'Help' button.



1. **Enter Partner Name** (Exactly as it should appear on the SmartWay website):



2. **Contact Information**



3. **Fleet Description(s)**



4. **Data Entry** (Double-click the fleet name or select and hit Enter):

5. **Give us Feedback** ?

Optional survey to help us improve your SmartWay experience.



6. **Generate a (.xml) data file** ?

To complete your submission, email the small (.xml) data file and your large (.xslm) tool file to EPA. If your email size limit cannot handle the tool file, send only the smaller data file.

#### Additional SmartWay

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**Please select the report you would like to view:****Internal Metrics**

Estimates the CO<sub>2</sub>, NO<sub>x</sub>, PM, and Black Carbon emissions for your fleets. You can view these estimates based on truck class, fuel type, or fleet.

**Fleet Description(s)**

Displays all of the data you entered in the Fleet Description(s) section.

**General Information**

Displays all of the data you entered in the General Information section.

**Truck Counts**

Displays all of the data you entered in the Engine Model & Year section.

**Activity Information**

Displays all of the data you entered in the Activity Information section.

**Reefer Fuel Consumption**

Displays all of the data you entered in the Reefer Fuel screen in the Activity Info section.

**PM Reduction Strategies**

Displays all of the data you entered in the PM Reduction section.

**Comments**

Displays all of the comments that have been entered throughout the tool.

**Out of Range**

Displays all of the values throughout the Tool that were not within the expected range.

**Data Sources**

Displays all of the data source information you provided throughout the Tool.

**Give Us Feedback**

Displays the feedback and suggestions you provided in Step 5.

**Public Disclosure Report**

Displays the Scope 1, Scope 2, biogenic and non-carbon emissions.

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1  
 2 **Internal Metrics**  
 3 **Partner: ABC Trucking, Inc.**  
 4 **Tool: Truck**  
 5 **Display Option #1: Totals Only**

		Total Miles				Loaded Miles			
CO2	Total Emissions (Short Tons)	Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	
Partner Total	36,940	1,899	117	630	695	2,053	126	680	

		Total Miles				Loaded Miles			
NOx	Total Emissions (Short Tons)	Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	
Partner Total	36.5	1.9	0.12	0.623	0.687	2.0	0.13	0.672	

		Total Miles				Loaded Miles			
PM2.5	Total Emissions (Short Tons)	Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	
Partner Total	0.45	0.023	0.0014	0.0076	0.0084	0.025	0.0015	0.0082	

# Public Carrier Performance Data

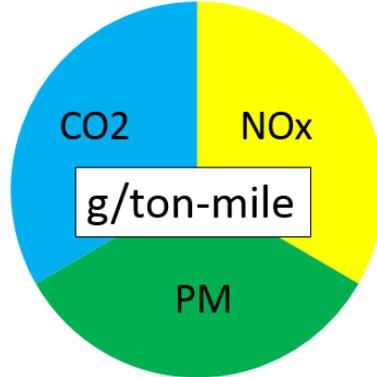
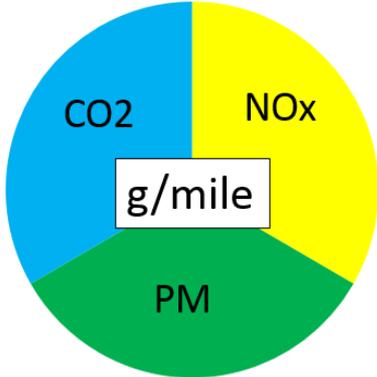


Truck Carrier Data Year: 2018; Barge Carrier Data Year: 2018; Rail Carrier Data Year: 2018; Multimodal Carrier Data Year: 2017; Logistics Carrier Data Year: 2017;

**Performance Rankings** TL/Dry Van

Click down arrows to filter data by column categories. Select one or more items in the dropdown checklists.

Note: g/m=grams/mile and g/tm=g/ton-mile



**Performance Rankings and Emission Factors**

		Grams per Mile					Grams per Ton-mile												
US DO	Canadian NSC	g/m CO2 Rank	g/m CO2	g/m NOx Rank	g/m NOx	g/m PM Rank	g/m PM	g/tm CO2 Rank	g/tm CO2	g/tm NOx Rank	g/tm NOx	g/tm PM Rank	g/tm PM						
1705392	N/A	2	1675	5	3.3	5	0.042	3	86.5	5	0.31	5	0.0026						
1159500	142970520	2	1495	5	3.3	5	0.042	2	79.5	4	0.25	5	0.0026						
1063823	143440740	5	1765	4	4.3	5	0.042	5	100.5	4	0.25	5	0.0026						
1057019	N/A	1	1405	2	2.3	2	0.018	1	72.5	2	0.13	2	0.0011						
1360591	N/A	4	1675	2	2.3	2	0.018	5	100.5	2	0.13	2	0.0011						
284589	N/A	2	1495	5	3.3	5	0.042	2	79.5	5	0.19	5	0.0026						
2859549	N/A	3	1585	5	3.3	5	0.042	2	79.5	4	0.25	5	0.0026						
1937937	N/A	4	1675	5	4.3	5	0.042	3	86.5	4	0.25	5	0.0026						
		5	1585	3	3.3	2	0.018	4	93.5	3	0.19	2	0.0011						
		4	1675	3	3.3	5	0.042	2	79.5	3	0.19	4	0.0021						
2042543	N/A	4	1675	5	3.3	5	0.026	5	100.5	5	0.31	3	0.0016						
1243083	N/A	5	1765	5	3.3	4	0.034	5	100.5	4	0.25	4	0.0021						
2333669	148783160	1	1405	1	4.3	5	0.042	1	72.5	3	0.19	5	0.0026						
1175764	60331659	1	1405	1	1.3	1	0.01	1	72.5	1	0.07	1	0.0006						
3013453	N/A	1	1405	1	1.3	1	0.01	5	100.5	3	0.19	5	0.0026						
344894	N/A	3	1585	3	3.3	4	0.034	3	86.5	3	0.19	4	0.0021						
3022746	N/A	5	1765	2	2.3	2	0.018	5	100.5	2	0.13	2	0.0011						
1880751	N/A	2	1495	4	4.3	4	0.034	5	100.5	5	0.31	5	0.0026						
281881	N/A	4	1675	3	3.3	3	0.026	1	72.5	3	0.19	2	0.0011						
0269605	N/A	3	1585	3	3.3	2	0.018	5	100.5	3	0.19	2	0.0011						
76507	N/A	3	1585	3	3.3	3	0.026	2	79.5	2	0.13	2	0.0011						
A.N. Webber, Inc.	Truck	TL/Dry Van	For-Hire	WANQ	147008	76507	N/A	3	1585	3	3.3	3	0.026	2	79.5	2	0.13	2	0.0011
A/T Transportation, LLC.	Truck	TL/Dry Van	For-Hire	AUCR	N/A	1486485	N/A	2	1495	5	2.3	3	0.026	4	93.5	2	0.13	3	0.0016
AC Leasing Company Inc.	Truck	TL/Dry Van	For-Hire	ACWH	156691	264128	N/A	3	1585	5	4.3	5	0.042	1	72.5	3	0.19	5	0.0026
ACS Logistics Transportation Inc.	Truck	TL/Dry Van	For-Hire	OFNS	548067	1450334	129295853	5	1765	5	4.3	5	0.042	4	93.5	4	0.25	5	0.0026
AGM Transport Inc	Truck	TL/Dry Van	For-Hire	AGMP	479749	1204798	N/A	1	1405	1	1.3	3	0.026	4	93.5	1	0.07	3	0.0016
AGX Freight Carriers, LLC	Truck	TL/Dry Van	For-Hire	APXY	642324	1755933	N/A	4	1675	5	3.3	5	0.042	4	93.5	5	0.31	5	0.0026
ALB Express Inc.	Truck	TL/Dry Van	For-Hire	ALBK	803750	2348464	N/A	5	1765	2	2.3	2	0.018	3	86.5	1	0.07	2	0.0011
ALTL Inc	Truck	TL/Dry Van	For-Hire	ALLM	154127	169025	N/A	2	1495	1	1.3	2	0.018	2	79.5	1	0.07	1	0.0006
AM International (TFI 11, S.E.C.): AM International	Truck	TL/Dry Van	Dedicate	AMJO	488546	1257162	61668976	5	1765	2	2.3	2	0.018	2	79.5	2	0.13	1	0.0006
AMC Express, Inc.	Truck	TL/Dry Van	For-Hire	AMCM	789656	2313051	N/A	5	1765	5	3.3	5	0.042	3	86.5	5	0.31	5	0.0026
ARD Express Inc.	Truck	TL/Dry Van	For-Hire	ARXK	588686	1590621	N/A	5	1585	5	3.3	5	0.042	3	86.5	5	0.31	5	0.0026
ASL Transportation Group, Inc.	Truck	TL/Dry Van	For-Hire	AXGN	644828	1764745	N/A	2	1495	2	2.3	2	0.018	2	79.5	2	0.13	2	0.0011
AT & R Transport	Truck	TL/Dry Van	Private	AYAE	830510	2412919	N/A	5	1405	5	4.3	3	0.026	1	72.5	3	0.19	3	0.0016
ATS 1, Inc.	Truck	TL/Dry Van	For-Hire	AQTS	767159	2210783	N/A	3	1585	2	1.3	2	0.018	5	100.5	3	0.19	4	0.0021

28	A.N. Webber, Inc.	Truck	TL/Dry Van	For-Hire	WANQ	147008	76507	N/A	3	1585	3	3.3	3	0.026	2	79.5	2	0.13	2	0.0011
29	A/T Transportation, LLC.	Truck	TL/Dry Van	For-Hire	AUCR	N/A	1486485	N/A	2	1495	5	2.3	3	0.026	4	93.5	2	0.13	3	0.0016
30	AC Leasing Company Inc.	Truck	TL/Dry Van	For-Hire	ACWH	156691	264128	N/A	3	1585	5	4.3	5	0.042	1	72.5	3	0.19	5	0.0026
31	ACS Logistics Transportation Inc.	Truck	TL/Dry Van	For-Hire	OFNS	548067	1450334	129295853	5	1765	5	4.3	5	0.042	4	93.5	4	0.25	5	0.0026
32	AGM Transport Inc	Truck	TL/Dry Van	For-Hire	AGMP	479749	1204798	N/A	1	1405	1	1.3	3	0.026	4	93.5	1	0.07	3	0.0016
33	AGX Freight Carriers, LLC	Truck	TL/Dry Van	For-Hire	APXY	642324	1755933	N/A	4	1675	5	3.3	5	0.042	4	93.5	5	0.31	5	0.0026
34	ALB Express Inc.	Truck	TL/Dry Van	For-Hire	ALBK	803750	2348464	N/A	5	1765	2	2.3	2	0.018	3	86.5	1	0.07	2	0.0011
35	ALTL Inc	Truck	TL/Dry Van	For-Hire	ALLM	154127	169025	N/A	2	1495	1	1.3	2	0.018	2	79.5	1	0.07	1	0.0006
36	AM International (TFI 11, S.E.C.): AM International	Truck	TL/Dry Van	Dedicate	AMJO	488546	1257162	61668976	5	1765	2	2.3	2	0.018	2	79.5	2	0.13	1	0.0006
37	AMC Express, Inc.	Truck	TL/Dry Van	For-Hire	AMCM	789656	2313051	N/A	5	1765	5	3.3	5	0.042	3	86.5	5	0.31	5	0.0026
38	ARD Express Inc.	Truck	TL/Dry Van	For-Hire	ARXK	588686	1590621	N/A	5	1585	5	3.3	5	0.042	3	86.5	5	0.31	5	0.0026
39	ASL Transportation Group, Inc.	Truck	TL/Dry Van	For-Hire	AXGN	644828	1764745	N/A	2	1495	2	2.3	2	0.018	2	79.5	2	0.13	2	0.0011
40	AT & R Transport	Truck	TL/Dry Van	Private	AYAE	830510	2412919	N/A	5	1405	5	4.3	3	0.026	1	72.5	3	0.19	3	0.0016
41	ATS 1, Inc.	Truck	TL/Dry Van	For-Hire	AQTS	767159	2210783	N/A	3	1585	2	1.3	2	0.018	5	100.5	3	0.19	4	0.0021



**Kyle Coltrain**

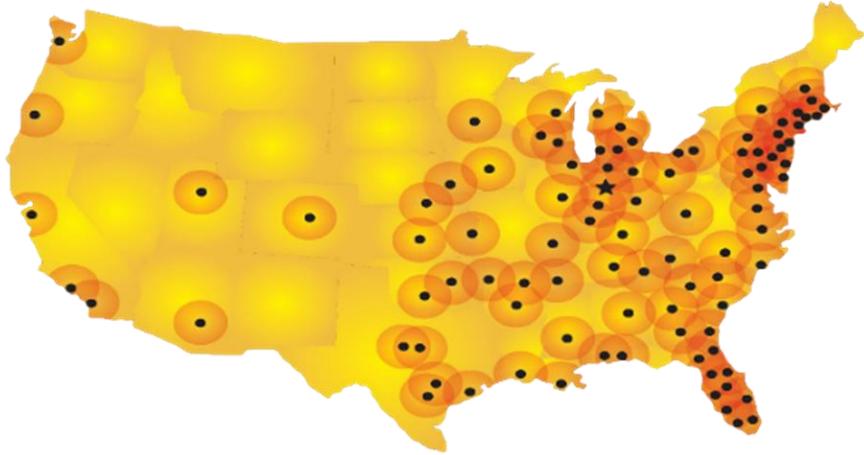
*Account Executive*



## Mobile Services Overview

- ✓ 650+ mobile units
- ✓ Average fleet age: 1.8 years
- ✓ State-of-the-art tools and equipment
  - ✓ Truck Build Center at Indianapolis HQ
- ✓ Dynamic preventative maintenance inspections
- ✓ **Proprietary field service management application (TRAIT)**

## Mobile Services Footprint



## Select Services



FHWA Inspections



Brake and suspension repair



Preventative maintenance inspections (wet and dry)



Door repair and backend equipment



Electrical diagnostic and repair (lights, batteries, instruments)



Panel patch, minor welding repairs

# Dickinson's Environmental Footprint

## Our Accomplishments

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- ✓ Smartway Partner for more than 5 years
- ✓ Fleet is equipped with a state of the art oil vacuum system to extract oil from customers truck
- ✓ Quick disconnect oil pan plugs are installed to ensure safe oil changes, eliminating environmental risk
- ✓ Utilize CNG trucks in select markets
- ✓ Recently issued PO for 5 Electric Vehicles
  - ✓ First service company to utilize & service EV

# Hirschbach Motor Lines

- Participant for over 10 years
- 100% Refrigerated
  - Protein
- 1800 Tractors
  - Dedicated & Over The Road
- FlowBelow
- EcoFlaps
- Energy Guard
- RocketTail
- Low Rolling Resistance Tires



# Hirschbach Motor Lines

- **Run on Less Program**
  - 2019 Freightliner DD15 Optidrive (John Vesey)
- **Hirschbach focus on MPG**
  - Listening to Operators feedback
  - Equipment specifications for optimal fuel efficiency
- **SmartWay Excellence**
- **Testing products before using fleetwide**
  - 3<sup>rd</sup> party testing with fleet profile
- **Using real time data analytics**
  - Evaluating & monitoring fleet performance

**Hirschbach**  
Motor Lines, Inc





- **SmartWay Partner since 2008**
- **Customer Requirements**
- **Learning about new fuel efficient technology**
- **Identifying areas to improve**
- **Ultimate goal of saving money**

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