

## Shippers

### Best Buy Co., Inc.



In 2008, 44 of Richfield, Minnesota-based Best Buy's 62 carriers were SmartWay partners. This represents an increase of 32% over 2007. Eighty-three percent of Best Buy's total freight was handled by SmartWay carriers—an increase of 51% over 2007. As a result of Best Buy's participation in SmartWay, 12 of its existing contract carriers joined the SmartWay Transport Partnership. Best Buy uses intermodal shipping methods mainly with inbound transport operations, and considers BNSF to be a strategic partner. As a result of this alliance, 39% of Best Buy's vendor-to-distribution center freight moves intermodally. To further reduce its footprint, all of Best Buy retail locations prohibit idling while on Best Buy property, requiring drivers to shut off trucks during the loading/unloading process. And Best Buy provides comfort stations and access to store facilities for drivers to ensure compliance with this policy.

Best Buy is currently conducting a full Supply Chain network study to explore additional opportunities across all modes to reduce product lead times, minimize reverse logistics, and increase in-stock levels for its customers. Best Buy is working with exclusive brand and select name brand vendors to reduce packaging size for select products, a strategy that will further improve transportation efficiency. And Best Buy has a solid backhaul and routing optimization program in place to reduce empty miles. Together, these strategies have significantly reduced the company's transportation impact.

### Georgia-Pacific Consumer Products



Atlanta-based Georgia-Pacific Consumer Products LP is one of the world's leading manufacturers and marketers of tissue, packaging, paper, pulp, and building products and related chemicals. In 2008, 93% of Georgia-Pacific's freight was hauled by SmartWay Transport Partners, an increase of 47% over the previous year. Of the 145 carriers Georgia-Pacific uses, 104 were SmartWay carriers, an increase of 33% over 2007. In 2008, Georgia-Pacific experienced tremendous growth in its intermodal shipping. Georgia-Pacific was able to work with its customers to increase lead-time and create more intermodal freight shipments without significantly impacting customer's needs, thus increasing intermodal loads by 39% in 2008 as compared to 2007. Georgia-Pacific uses advanced software to pack loads more efficiency and increase cube utilization in its trailers. The company also reduced empty loads by 10%, increased utilization of local fleets, and established an idling reduction policy in place at its 12 distribution centers. And, in summer of 2008, Georgia-Pacific held a fuel conservation summit to explore ways that shippers and carriers could work together to further reduce fuel consumption from its freight transport operations.

## Shippers

### JCPenney Co.



JCPenney is a Plano, Texas-based retailer that has been a SmartWay partner since 2005 and is a two-time SmartWay Excellence Award recipient. In 2008, 55 of the 89 carriers that JCPenney employs were SmartWay partners and these partners handle over 85% of JCPenney's freight. These shipments represent a 7 percent increase in JCPenney freight carried with SmartWay partners compared to 2007. JCPenney's routing optimization strategies eliminated 1.3 million empty miles in 2008, resulting in a net reduction of CO<sub>2</sub> emissions of 2,050 tons. During 2008 JCPenney adjusted its network routings to convert 20% more of its freight moves from truck to rail.

Since joining SmartWay, JCPenney has implemented an idling reduction policy, and enforces this policy at its facilities and all carrier meetings. And, in 2008, JCPenney collaborated with its drayage partner to upgrade drayage trucks used at the ports of Los Angeles and Long Beach to 2007 engines which will be compliant through at least 2014—far ahead of the California state requirements.

### Kimberly-Clark Corporation



Headquartered in Dallas, Texas, with operations in 35 countries, Kimberly-Clark is a leading global health and hygiene company. In the U.S. in 2008, just over 60 percent of its carrier base – an increase of nearly 30 percent over 2007 -- participated in SmartWay. Participation in the partnership is an item in Kimberly-Clark's carrier assessment reporting, and the company regularly highlights the value of SmartWay as contributing to its corporate sustainability strategies. Kimberly-Clark also put nearly 14 percent more loads in to intermodal service in 2008 versus 2007, an increase of 7,024 loads. It also significantly reduced packaging weight and volume in its Personal Care business. In 2008 the company's average length of haul for customer deliveries was 557 miles versus 572 miles in 2007; and its average length of haul for intercompany deliveries was 920 miles versus 933 in 2007.

## Shippers

### **Kohl's Department Stores**



Kohl's Department Stores, a national retailer based in Wisconsin is a two time SmartWay Excellence Award recipient. 99% of Kohl's freight is carried by SmartWay Carriers, a 4% increase from last year. In addition, Kohl's achieved a significant milestone in 2008 – all carriers for inbound/outbound and non-merchandise transportation are SmartWay partners. As a result of reduced miles, movement to intermodal and carrier efficiencies, Kohl's reduced its emissions related to transportation by 22%. This represented a savings of approximately 51,000 tons of carbon dioxide.

### **Kraft Foods Global, Inc.**



Northfield, Illinois based Kraft Foods Global, Inc. increased its use of SmartWay carriers to 128, - a huge increase from only 32 in 2007. Kraft attributes this nearly 300% increase to its Transportation Services Contract which states the importance of SmartWay participation. Because of this high number of SmartWay Carriers, Kraft is able to ship 70% of its freight by SmartWay Carriers. Kraft has aggressive intermodal shipping objectives in place as well as a no idle policy at its shipping locations. The company also uses specialized software that makes it possible for them to optimize outbound replenishment truckloads and maximize weight and cube. As a result of using the software, Kraft has been able to take the equivalent of about 1,500 trucks off the road. One of the most innovative strategies employed by Kraft is their use of underground caves as a refrigerated distribution site. These caves are 65% more energy efficient than a typical warehouse and the Missouri location and streamlined route to market has reduced vehicle miles traveled. All told, these and other projects have reduced CO2 emissions by 1.1 million tons.

## Shippers

### Limitedbrands

#### Limited Brands, Inc.

Columbus, Ohio based Limited Brands is a two-time SmartWay Excellence award recipient. In 2008, the company actively recruited nine carriers to the SmartWay partnership and 89% of its miles driven are with SmartWay carriers. As an active supporter of SmartWay, Limited Brands incorporates SmartWay participation in its annual core carrier scorecard and has significantly increased the contribution SmartWay participation has on the carrier's overall score. Two years ago the company began converting a large portion of its freight from truck to intermodal relying on rail carriers as part of its All Rail program. In just one year, Limited Brands more than doubled the volume of containers shipped through the program. Limited Brands continues to improve this particular strategy and in 2008, expanded the intermodal program to include not only international freight, but domestic freight as well. As a result, Limited Brands moved 6,300 containers through the All Rail intermodal program which was a 50% increase over 2007. This in turn resulted in the savings of more than 400,000 gallons of fuel.

#### Lowe's Companies Inc.



In 2008 Lowe's, a home improvement goods retailer based in Mooresville, North Carolina, increased its use of SmartWay carriers by 43 percent, from 105 to 150. Intermodal conversions and the company's "Freight Ops Initiative" were key to Lowe's environmental performance in 2008. Specifically, the company moved over 40,000 shipments via intermodal providers, resulting in a reduction of 124,703 carbon emission tons and a reduction in diesel consumption of 11.2 million gallons. Through its Freight Ops Initiative, Lowe's worked with many of its vendors to convert truckload shipments to full truckload orders that either weighed-out or cubed-out its trailers, resulting in a large reduction in the number of loads moved on the road. The company estimates that it increased the average cube per trailer in 2008 by 100 cube (2,805 vs. 2,705 in 2007), shipping 10,674 fewer trailers and reducing the miles travelled on its network by over 2.5 million miles. Lowe's also incorporates the SmartWay logo and program information in its communications with its carriers to promote and encourage participation in the Partnership.

## Shippers

### PepsiCo, Inc.



Purchase, New York-based shipper, PepsiCo joined the SmartWay partnership in 2008 and has already employed a plethora of innovative fuel saving strategies. PepsiCo to date has eliminated 15 million gallons of fuel and 170,500 tons of CO<sub>2</sub>. PepsiCo contractually requires all carriers to become SmartWay partners, and have increased the number of SmartWay carriers by 157%. The company uses SmartWay best practices and leverages them for best use. PepsiCo took the SmartWay FLEET model and created their own similar model which allows the company to measure emissions for all transportation modes. PepsiCo looks for opportunities to convert from truck to rail where feasible and have increased intermodal shipments to further increase operational fuel efficiency. At Quaker alone, PepsiCo had a 4 percent usage increase in rail from 2007 to 2008, resulting in emissions reductions of 2,468 tons of CO<sub>2</sub> and 224,041 gallons of fuel saved. PepsiCo has employed a variety of freight transportation efficiency projects, most notably their shipper collaboration program in which PepsiCo works with other shippers to find ways to reduce empty miles. PepsiCo has also developed linkages with their carriers to ensure fuel consumption strategies are being developed and attained, and work closely with their largest carrier, Frito-Lay on developing new technologies to improve miles per gallon. PepsiCo supports outreach and educational efforts that focus on SmartWay and its corporate website includes a full section on SmartWay.

### Sharp Electronics Corporation



For the fourth consecutive year, Sharp Electronics Corporation, an international leader in appliance and consumer electronics, is a recipient of a SmartWay Excellence Award. The New Jersey based company ships 99.9% of its freight with SmartWay carriers, a 2.8% increase from 2007. Sharp has increased intermodal shipments by almost 1% since last year and this has helped to increase operational fuel efficiency. In addition to the above strategies, Sharp has installed a new software system for transportation planning and global availability. This system looks at the supply chain network to optimize distribution resource planning. Out of region shipping will decrease resulting in a decrease in the number of miles travelled. The company continues to be a strong promoter of SmartWay and describes SmartWay in its advertising, on its website, as well as internal signage.

## Shippers

### Stonyfield Farm, Inc.



One of the world's leading yogurt makers, operating out Londonderry, New Hampshire, Stonyfield joined SmartWay in 2007 and has successfully pursued the program's goals ever since. In 2008, Stonyfield initiated several programs to reduce its transportation-related carbon footprint. Specifically, the company worked actively with its carrier base, encouraging all carriers to adopt SmartWay's principles and join the partnership. As a result, in 2008, seven of its 12 carriers were SmartWay partners (as compared to 1 of 16 in 2007), and the company shipped 73% of its freight using SmartWay carriers, as compared to 14% in 2007. Stonyfield worked closely with its carriers to ensure their understanding and acceptance of SmartWay as a key factor in their business relationship and objectives. Other accomplishments included a phase out of all LTL shipments from its network, a 15% reduction in empty miles, and improvements to reduce the number of pallets used and pallet weight to improve the overall efficiency of its transportation network. Stonyfield also launched some new initiatives in 2009 and is committed to maintaining its strong performance as a SmartWay partner.

### The Home Depot



Atlanta Georgia-based shipper The Home Depot is dedicated to making a positive environmental impact everyday. As a way to increase participation in the SmartWay Transport Partnership, The Home Depot embarked on an aggressive recruiting campaign and encouraged all of their carriers to join SmartWay. In 2008, 82 of The Home Depot's 98 contract carriers were SmartWay partners. As a result, The Home Depot has increased their percentage of freight shipped with SmartWay carriers from 81% to 97%. In addition to shipping nearly all of its freight with SmartWay carriers, 28.9% of Home Depot's freight was shipped intermodally.

To further promote awareness of the benefits of the SmartWay program, The Home Depot developed an Eco Options web site which describes its sustainability principles and includes a prominent SmartWay section.

### Shippers

#### USG Corporation



USG Corporation, one of the largest flat-bed shippers in the United States, is based in Chicago, Illinois. In 2008, USG had 61% of freight on miles and 54% of freight on tons carried/handled by SmartWay carrier/providers. These levels represent a 177% increase in miles shipped and a 157% increase in tons of freight carried by SmartWay carriers since USG joined the partnership. In 2008, USG dedicated 12.9% of its total network miles to rail and intermodal shipments—an increase of 2.1 percent compared to 2007. This resulted in 2.7 million more miles shipped on rail and intermodal. USG increased the percentage of its total ton miles shipped on rail and intermodal from 23.5% in 2007 to 25.9% in 2008, resulting in 89 million more annual ton-miles shipped on rail and intermodal. To ensure future improvements in its fuel efficiency, USG implemented a policy requiring its carriers to become SmartWay providers within one year of contracting with USG.

## Affiliates

### American Trucking Associations



American Trucking Associations (ATA) is the national trade and safety organization of the United States trucking industry. Through its conferences, councils, 50 affiliated state trucking associations and other organizations, ATA represents more than 37,000 members covering every type of motor carrier in the United States. 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 is committed to a series of measures designed to further reduce the carbon emissions of trucks in the United States. One of their key carbon reducing recommendations is to encourage increased and effective fuel efficiency improvements by encouraging carrier and shipper participation in the SmartWay program. ATA has developed an entire website that outlines their environmental sustainability plan and this plan expands upon the advantages of using SmartWay as a tool to further reduce the carbon footprint of trucking companies. The SmartWay logo is prominently featured and users are encouraged to visit the SmartWay website for more information.

In addition, ATA hosted the first SmartWay Excellence Awards at the American Trucking Associations Management Conference & Exhibition in 2006 and is hosting the 2009 awards ceremony as well.

### Cascade Sierra Solutions



Recipient of a SmartWay Excellence Award for four straight years, Cascade Sierra Solutions (CSS) continues to help bring SmartWay verified technologies to truckers through its outreach centers located in Sacramento and Portland along the Interstate 5 corridor. CSS outreach centers provide owner-operators, trucking businesses, and fleet owners with a clearinghouse for getting advice on fuel-saving strategies, learning about SmartWay-recommended technologies, and exploring lower-interest financing options for equipment purchases. Since CSS opened the centers, over 2000 trucks have been upgraded, saving an estimated 5.5 million gallons of diesel fuel and associated emissions to date. CSS is an avid supporter of SmartWay mission and goals and this is evident in their marketing activities. The SmartWay logo is featured on billboards along I-5, I-84 and I-80. In addition, the CSS website prominently features SmartWay strategies and includes an online catalogue of SmartWay verified technologies. In 2008, CSS was the recipient of \$3.4 million in grant funding to further help small trucking firms lower their fuel costs and their carbon footprints through innovative lending for technologies and trucks. This grant has allowed CSS to offer their clients several new discount and incentive programs.



## Carriers with fewer than 200 trucks

### **LTI Trucking Services, Inc.**



LTI Trucking Services, Inc., Madison, Illinois, is a refrigerated truckload carrier and full service logistics company providing transportation services throughout the Midwest and logistics services nationwide. It fields 150 tractors and 300 trailers. In 2008 LTI invested in new onboard routing and mapping, and other enterprise management technologies. The company also invested in roof fairings and cab extenders with 36' hooked up spacing, aluminum steer wheels and idle reduction equipment for all its trucks. Through these and other strategies, LTI Trucking saved 823,069 gallons of diesel fuel and 9,136 tons of CO<sub>2</sub>.

### **MacKinnon Transport INC**

**MacKinnon**  
**TRANSPORT INC.**



Operating out of Guelph, Ontario, MacKinnon Transport is a truckload carrier offering warehousing and logistics services, servicing points throughout North America. In 2008, MacKinnon implemented a new company-wide maximum road speed of 60 mph that saved it almost 125,000 gallons of fuel. The company focuses its efforts on driver training and behavior as a means to reducing fuel consumption and truck emissions. MacKinnon administers a driver incentive program offering cash rewards to drivers with low idle time, high gear percentage, maximum cruise control content, no hard brake and maximum road speed. MacKinnon also has been investing in new clean truck technologies, and in 2008 fixed wide-based tire technology in its tractor and trailer specifications. Through these programs and related strategies in 2008, MacKinnon saved 732,689 gallons of fuel and 8,133 tons of CO<sub>2</sub>.

### Carriers with fewer than 200 trucks

#### **Quad/Graphics, Inc.**



Sussex, Wisconsin-based Quad/Graphics, Inc. has won its fourth SmartWay Excellence Award. A truckload operation specializing in transport of paper products, Quad/Graphics has an extensive array of fuel-conservation strategies in play. Quad/Graphics' tractors include roof fairings, side fairings and cab extenders, and aerodynamic hoods to ensure a highly aerodynamic fleet. Select trailers are equipped with side skirts, air dams, air gap reducers, and air tabs. The entire Quad/Graphics fleet is equipped with auxiliary power units (APUs) to reduce idling emissions. The APUs are set to automatically engage when the engine is shut off. To further reduce idling emissions, Quad/Graphics established a companywide computer-monitored no-idling policy. Compliance with this no-idle policy is tied to driver bonuses.

Quad/Graphics' logistic team schedules routes by shortest and most practical truckload miles. The team also minimizes deadhead miles by load matching in advance and preloading trailers. Quad/Graphics utilizes low-rolling resistance, wide-based tires. A large portion of the trailers are also equipped with an automatic tire inflation system to keep tires inflated to optimum levels. Driving programs, including one-on-one intensive training, are in place to teach drivers how to maximize fuel efficiency. Quad/Graphics' fleet vehicle speeds are computer controlled with a 60 mph maximum speed for driving; 59 mph maximum set point for cruise control. Driver bonuses are tied to the speed policy. In 2008, ten SmartWay Certified trailers were introduced to the Quad/Graphics fleet.

Through its implementation of SmartWay strategies and practices, Quad/Graphics saved 1,004,118 million gallons of fuel and 11,146 tons of CO<sub>2</sub> in 2008.



#### **States Logistics Services, Inc.**

States Logistics Services, Inc., based in Buena Park, California, operates a small, primarily late-model less-than-truckload fleet of 16 trucks. The company eliminates empty trips by using routing software technology to ensure that all loads are pre-matched to ensure full return trips. Additional routing strategies include routing tractors on surface streets for moves near the terminal instead of making short runs on freeways. To reduce weight and improve efficiency, States tractors are equipped with lightweight aluminum wheels. In addition to its less-than-truckload operations, States provides truckload services with an intermodal option via rail. And States Logistics, a member of the National Bio-Diesel Board, has used B99 biodiesel since 2007.

Through these and related strategies in 2008, States Logistics saved 937 tons of CO<sub>2</sub>.

## Carriers with 200 to 1,000 trucks

### **Bison Transport Inc.**



One of Canada's largest truckload carriers, Bison Transport operates out of Winnipeg, Manitoba, where it serves Canada and the 48 nearby states. Bison Transport offers full truckload service, full service logistics, dedicated fleet operations, yard management and Warehousing & Distribution. It operates over 1,000 tractors and 3,000 trailers and in 2008 modified its idle policies, intermodal operations and speed reduction limits, helping to significantly improve its environmental and energy performance. Specifically, through its purchase of auxiliary power units for 391 sleeper cabs, the company eliminated over 650,000 hours of tractor engine idling. In 2008 Bison also moved over 5,000 loads via intermodal, an increase of just under 2,000 loads in 2007, and reduced its governed speed from 65 mph to 62 mph. An incentive program for drivers who are willing to run at 59 mph also was developed, and in 2008, 40 drivers participated. The company estimates that it has improved its fuel economy by .3 mpg since introducing these new speed limits and policies. In total, Bison saved 9,170,842 million gallons of fuel and 101,796 tons of CO<sub>2</sub>.

### **Mesilla Valley Transportation**



Mesilla Valley Transportation is a Las Cruces, New Mexico-based truckload carrier and a first-time SmartWay Excellence Award recipient. Mesilla Valley's fleet of 900 tractors is equipped with advanced aerodynamic equipment, auxiliary power units, and single wide-based tires; 295 of these tractors are SmartWay Certified. All 2,800 of Mesilla Valley's trailers are fully side skirted with single wide-based tires and automatic tire inflation systems. Mesilla Valley has implemented advanced routing software system to help them swap and drop off trailer more efficiently and reduce deadhead mileage. Mesilla Valley encourages fuel efficient driving behavior through its extensive driver training and fuel mileage incentive programs

Mesilla's freight-transport optimization reduced CO<sub>2</sub> emissions by 109,492, eliminating 9,864, 174 gallons of diesel fuel use for 2008.

## Carriers with 200 to 1,000 trucks

### Stan Koch & Sons Trucking

A warehousing and logistics services provider based in Minnesota, Stan Koch and Sons Trucking, Inc. has taken every opportunity to upgrade and improve its fleet of trucks. 100% of their current fleet is equipped with APUs, up 20% from last year. All fleet specs meet or exceed SmartWay approved specifications. In addition, Stan Koch and Sons Trucking have implemented a performance incentive plan which pays drivers based on MPG and low idle. This incentive plan has helped Stan Koch and Sons Trucking to achieve an overall fuel-efficiency of 6.5 miles per gallon. With these various strategies, Stan Koch and Sons Trucking saved 106,346 tons of CO<sub>2</sub> and 9,580,735 gallons of fuel in 2008.



## Carriers with 1,000 to 5,000 trucks

### C.R. England, Inc.

Headquartered in Salt Lake City, Utah, C.R. England is a nationwide leader in refrigerated truckload service, operating state-of-the-art executive and dispatch offices, a testing department (controlled and field), extensive driver training facilities, and equipment maintenance shops. Roughly one-third of its tractor fleet is SmartWay certified and the company is testing add-on aerodynamic equipment for tractors and trailers to further improve fleet efficiency. In 2008, C.R. England's intermodal trailer fleet grew by eight percent to 324 trailers, increasing its rail shipments and saving more than an estimated 3.5 million gallons of fuel. C.R. England also decreased empty miles and deadhead by investing in integrated logistics solutions that include applications for matching a driver to load, optimizing down time (resulting in reduced idle), and enabling drop and swaps due to increased driver visibility on its network. C.R. England estimates that this technology investment saved more than 13,000 out-of-route miles per week. As a result of this progress, C.R. England saved 49,023,390 gallons of fuel and 544,160 tons of CO<sub>2</sub>.



## Carriers with 1,000 to 5,000 trucks

### **Celadon Trucking Services**



Celadon Trucking Service is the U.S. truckload subsidiary Celadon Group based in Indianapolis, Indiana. Celadon is the largest transportation and logistics company in Indiana and ranks as one of North America's largest carriers. During 2008 Celadon accelerated new truck purchases so that by the end of 2009 the company's entire fleet will consist of U.S. EPA certified tractors, sporting a state-of-the-art aerodynamic profile, and equipped with premium fuel-efficient duals and long-term idle reduction technology. Significant efficiencies were achieved by reducing the weight of 2,149 trucks in its fleet by 300 lbs each by converting to aluminum wheels. Another 260 pounds of weight was achieved by reducing hood insulation, converting battery boxes to aluminum, decreasing fuel tank capacity, and shortening wheel base and slide assemblies, among other strategies. Celadon maintains an aggressive no-idle policy, so that idle time was reduced by 19% in 2008, as compared to 2007. Through these and other programs Celadon prevented the release of 336,522 tons of CO<sub>2</sub> and saved 30,317,324 gallons of fuel.

### **Challenger Motor Freight, Inc.**



Two-time SmartWay Excellence Award recipient Challenger Motor Freight provides truckload, less-than-truckload, special commodities and expedited needs services from its Cambridge, Ontario headquarters. Challenger's entire fleet is equipped with idling-reduction equipment, including 730 bunk heaters. The company is in the process of modifying 350 auxiliary power units to meet their custom specifications and will be deploying them this fall. To increase freight transport efficiency, Challenger offers door-to-door domestic North American intermodal services as well as global marine container services. These services are fully integrated into Challenger's over-the-road truckload operations; in 2008, intermodal shipments saved the company 771,580 gallons of diesel fuel and reduced CO<sub>2</sub> emissions by 8,565 tons.

Challenger uses satellite systems to track their fleet and improve operating efficiency. Units are dispatched to loads based on proximity to the load, reducing empty miles and unnecessary idling. Challenger requires drivers to participate in a full week of drivers training that covers the company's expectations of driver's fuel economy and efficiency performance. Together, all of Challengers fleet optimization strategies helped them save 11,111,414 gallons of diesel fuel and reduced CO<sub>2</sub> by 123,337 tons in 2008.

### Carriers with 1,000 to 5,000 trucks

#### **Covenant Transport, Inc.**



Operating out of Chattanooga, Tennessee, Covenant Transportation Inc. provides truckload for-hire and dedicated contract transportation. All of Covenant's tractors are equipped with aerodynamic packages including integrated cab roof fairings, cab side fairings, and aerodynamic mirrors. These packages contributed to CO<sub>2</sub> savings of 69,568 tons in 2008. All Covenant tractors use low friction engine and drive train lubricant, saving an additional 15,565 tons of CO<sub>2</sub> and nearly 1.5 million gallons of fuel. As its fleet turned over in 2008, Covenant began investing in SmartWay certified tractors and trailers, installing long term idle reductions technologies and specifying fuel efficient tires, saving an estimated 2 million gallons of fuel. This equipment in addition to using 804 trucks with team drivers, Pre-Pass and truck stop electrification helped the company save over 45,000 tons of CO<sub>2</sub> and 21,900 tons of PM in 2008. In total, Covenant saved nearly 28 million gallons of fuel and 307,368 tons of CO<sub>2</sub>.

#### **Gordon Trucking Inc.**



Truckload carrier Gordon Trucking Inc. (GTI) is a two-time SmartWay Excellence Award winner. Based in Pacific, Washington, GTI has over 500 APUs installed as well as an additional 100 bunk heaters installed. With the addition of APUs, bunk heaters and closer management of idle, GTI has reduced the amount of main engine idle by over 50%. GTI uses software for optimization of load assignment, fueling and routing; this software has reduced GTI's out-of-route mileage by 30%. All of GTI trailers are equipped with fuel-efficient wide-based tires and, since 2007, come equipped with an automatic tire inflation system. GTI works with these shippers to reduce truckloads whenever possible through intermodal shipments. For example, GTI developed a water barge/truck package for one client in 2008 that removed 42 truckloads from the road and saved 862 gallons of fuel, per week. GTI has all tractors governed at 63 mph or lower. Tractors that only run on the West coast are governed at 60 mph. By reducing the governed speed of its fleet from 65 mph, GTI has reduced fuel consumption by over 1,000,000 gallons per year. GTI also uses an oil filter that has allowed GTI to extend oil change intervals to 72,000 miles and reduced oil consumption by 27,000 gallons annually.

Through these programs and related strategies in 2008, GTI saved 12,988,489 gallons of diesel fuel and 144,172 tons of CO<sub>2</sub>.

### Carriers with 1,000 to 5,000 trucks

#### **Knight Transportation, Inc.**

Based in Phoenix, Arizona, Knight Transportation operates a nationwide network of service centers, offering truckload, dedicated and shuttle services, as well as consulting services for trucking companies and private fleets. In 2008, Knight began investing in trailers that can be easily shifted from the road to a TOFC (Trailer on Flat Car) application and is now using these trailers to make rail to truck intermodal cross country trips. Knight also grew its port operations fleet by 164 percent and began equipping all trucks with US EPA certified 2007 engines. Knight operates its fleet at 62 mph. Knight's policy requires regular audits of vehicle speeds and a zero tolerance policy for tampering with settings. Knight's speed policies resulted in saving over 5.1 million gallons of fuel and 57,000 tons of CO<sub>2</sub>. In total, Knight saved 39,551,100 gallons of fuel and 439,017 tons of CO<sub>2</sub>.



#### **Roehl Transport, Inc.**

Wisconsin-based Roehl Transport is a four-time SmartWay Excellence Award winner. Roehl has further improved its status as a significant environmental performer by investing in SmartWay Certified tractors and trailers and implementing a variety of strategies such as idling control and its aggressive driver training and incentive programs, which keep fuel savings and emissions reductions on every driver's radar screen. The program is even more robust and now includes a weekly scorecard notification listing the miles per gallon the driver is currently receiving for the month. This notification also ranks the fleet manager and fleet operations manager on how they are doing compared to their peers. The training has led to a significant decrease in idling in 2008. These routine efficiencies and technology improvements have helped Roehl save 155,000 tons of CO<sub>2</sub> and 14,037,311 gallons of fuel.



### Carriers with greater than 5,000 trucks

#### **J.B. Hunt Transport Services, Inc.**

J.B. Hunt Transport Services, Inc., based in Lowell, Arkansas., is one of the largest transportation logistics companies in North America. It provides three distinct, complementary services, including: truckload, intermodal, and dedicated contracts. In 2008, J.B. Hunt speed managed approximately 6,500 trucks at reduced speeds of 61 mph and 62 mph, as compared to 63 mph in 2007. An intermodal lane conversion tool developed by the company allows J.B. Hunt to quickly identify lanes that can be converted from truck to intermodal; compare transit times between the two modes; and provide an estimate of the fuel and carbon emission savings that can be achieved for the lanes that can be potentially converted. During 2008 the company made 100,000 more intermodal trips than in 2007. Driver training simulators that instruct drivers in proper driving techniques to maximize fuel economy also were installed at central facilities located within J.B. Hunt's six regions of operation. In 2008 these strategies and policies helped J.B. save over 279,487,822 gallons of fuel and 3,102,315 tons of CO<sub>2</sub>.



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

Recipient of a SmartWay Excellence Award for four straight years, Wisconsin-based Schneider, one of the largest freight carriers operating in the US, 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. Schneider has also made a significant monetary investment in driver incentive programs. Better trip planning by drivers equals fewer wasted miles driven and this results in a fuel savings and reduced emissions. . Drivers are rewarded if they achieve a level of trip planning that is best-in-industry. Schneider took another bold step in 2008 when it voluntarily reduced the speed of its fleet to 60 mph. This change alone resulted in an annual savings of 20 million gallons of fuel and reduction in CO<sub>2</sub> emissions by 112.5 tons. In addition, Schneider National has been innovative in their approach to managing unavoidable engine idle by implementing a programming change in the electronic control module of the engine. This programming change has resulted in a one percent fuel savings improvement. All told, Schneider's sustainability measures are estimated to save over 2,228,108 tons of CO<sub>2</sub> and nearly 200,800 million gallons of diesel fuel per year.





## Carriers with greater than 5,000 trucks

### Swift Transportation Co.



Swift Transportation, based in Phoenix, Arizona, operates over 16,000 trucks from a network of 40 terminals in the United States and Mexico, making it one of the largest truckload carriers in North America. A charter SmartWay partner, Swift has a strong record in reducing carbon emissions and saving fuel, and in 2008, the company continued to build on its performance, investing in 500 SmartWay certified tractors and a range of additional advanced aerodynamic and idle reduction equipment. Swift uses SmartWay verified dual tires and maintains an aggressive tire inflation and inspection regimen at its terminals, where tires and tire pressures are checked every time a truck fuels up. Swift is an advocate and enthusiastically publicizes SmartWay's sustainability goals, the program's benefits and its own success as a partner. Through its implementation of SmartWay strategies and practices, Swift saved 151,579,974 million gallons of fuel and 1,682,538 tons of CO<sub>2</sub> in 2008.

### UPS



UPS, a package delivery company based in Atlanta, Georgia, is a two-time SmartWay Excellence Award recipient. The UPS package delivery fleet has over 45,000 combination trucks employing one or more of aerodynamics strategies, resulting in an annual savings of more than 139,000 tons of CO<sub>2</sub>. The entire fleet of nearly 85,000 vehicles employees engine shutdown technology or adheres to strict no idling policies. In 2008 UPS eliminated 100 million miles from its US deliver operations through use of focused routing strategies and technology.

UPS strives to use the most energy-efficient mode of transportation available while still meeting the delivery time requirements for its customers. By using an extensive intermodal network, UPS reduced its carbon impact by moving shipments from air to ground and ground to rail when possible. UPS calculates its intermodal shifts prevented absolute emissions of 3 million metric tonnes of CO<sub>2</sub>.

In 2008, UPS, Eaton and the EPA introduced the first hybrid hydraulic delivery vehicle. This vehicle improves MPG by 40%, and purchases scheduled for 2009 will result in a total hybrid fleet of over 250 vehicles.

UPS uses aluminum bodies on its package car fleet which are much lighter than the alternative bodies deployed in other like fleets, resulting in a CO<sub>2</sub> emissions reduction of 32,582 tons. Also, UPS operates the largest private fleet of alternative fueled vehicles (1,815), using CNG, LNG, propane, and electric vehicles.

Through these programs and related strategies in 2008, UPS saved 201,333,874 gallons of fuel and 2,310,395 tons of CO<sub>2</sub>.

## Carriers with greater than 5,000 trucks

### **U.S. Xpress Enterprises, Inc./Xpress Global Systems**

Based in Chattanooga, Tennessee, U.S. Xpress is a large, privately held truck-load carrier with approximately 6,000 late-model tractors and over 14,000 trailers. New 2009 tractors brought into U.S. Xpress fleet during 2008 feature engines that are CARB-certified and equipped with wide-based tires that include a tire pressure monitoring system. The company employs advanced computerized freight optimization and global positioning systems that in 2008 helped it reduce out-of-route and empty miles by 1.5 percent over its results in 2007. As part of its commitment to bringing on new technologies that can lower CO<sub>2</sub> emissions and fuel use, U.S. Xpress took a prototype trailer with improved aerodynamics that it developed with the University of Tennessee to its trailer vendors and worked to develop a test model. Work on this project is ongoing. U.S. Xpress has been very supportive of SmartWay and has widely publicized its goals for working with the program in various media, including its web, a video feature and other materials. Through its commitment to SmartWay, U.S. Xpress has saved 63,179,217 gallons of fuel and prevented 701,289 tons of CO<sub>2</sub>.

**U.S. XPRESS ENTERPRISES, INC.**



## Logistics Companies

### Hub Group, Inc.

Hub Group, Inc., a Downers Grove, Illinois-based logistics company specializing in arranging intermodal transport, truck brokerage, and logistics services throughout North America, has won a SmartWay Excellence Award for the second year in a row. A SmartWay partner since 2006, Hub Group has continued to create and expand its customers' use of more fuel efficient and emission-reducing transportation modes and technologies. By encouraging their customers to implement modal conversion and utilize intermodal transportation, Hub group estimates that it saved over 116 million gallons of fuel and reduced CO2 emissions by 2.5 billion pounds in 2008.



**Hub Group, Inc.**

Hub Group, through its logistics efforts branded as Unyson Logistics, utilizes software to help its customers with load optimization, thus reducing the number of trucks needed for outbound shipments for its clients.

Hub Group continues to shift significant quantities of freight to SmartWay Carriers; the company went from working with just 282 SmartWay Carriers in 2007 to 482 in 2008—an 84% increase. Hub Group ships 68% of its freight with these carriers, representing an increase of 19% in one year.

### Menlo Worldwide Logistics

Menlo Worldwide Logistics is a large logistics company based out of San Mateo, California. Of the 907 carriers that Menlo works with, 238 of them are SmartWay partners. In 2008, 82.9% of Menlo's freight mileage was handled by SmartWay carrier partners. This represents a 10% increase over 2007 shipment levels. A strong proponent of intermodal shipping, Menlo converted more than 50,000 tons of freight from truck to rail between 2007 and 2008. Menlo also seeks out vendors that already utilize rail when establishing contracts. In late 2008, Menlo adopted a no-idling policy that was implemented at all Menlo-managed warehouse sites. The company communicated this change to all carrier partners and posted signage for drivers. Menlo utilizes technology that allows the company to hold orders until they need to ship, based upon the consignee request date. This allows Menlo to aggregate multiple less-than-truckload (LTL) shipments into one large shipment, and utilize a much larger percentage of a trailer on a truckload-sized shipment rather than a partial load.



As a further testament to Menlo's commitment to improving freight transport efficiency, Menlo provides preferred status to SmartWay-carriers by selecting them when awarding business, and requires non-SmartWay carriers to join the program within six months of receiving a contract award.

## Logistics Companies

### Transplace

**TRANSPLACE**  
*The 3PL & Technology Company*

Transplace, a non-asset based third-party logistics company is a two-time SmartWay Excellence Award recipient. The Plano, Texas-based company joined the SmartWay Transport Partnership in 2006. Of the 972 carriers that Transplace works with, 267 are SmartWay Carriers. This is a significant increase from the 82 SmartWay carriers the company used in 2007. Transplace increased its freight shipments with SmartWay Carriers from 59.2% in 2007 to 78.2% in 2008, for an overall increase of 18.4%. In 2008, Transplace converted 26,029 tons of freight to intermodal shipments to improve efficiency and reduce impact Transplace's carbon footprint. Transplace has developed software that provides optimization solutions such as mode selection, less-than-truckload consolidation, optimal carrier assignment, continuous move matching and shipment routing. Using this software, Transplace was able to consolidate 49,084 partial truckload and less-than-truckload shipments to create 38,980 multi-pickup, multi-drop full truckload shipments. Transplace helped its customers optimize shipments and returns to distribution centers and in 2008, this service saved 1,067,799 empty miles. Transplace worked directly with current customers to inform them about the SmartWay and has assisted several with submitting data for the SmartWay Shipper FLEET model, and this support resulted in two prominent shippers joining the partnership in 2008. In addition, Transplace has made promoting SmartWay to the industry a top priority. Representatives from SmartWay were invited to speak about the program on several panels at the annual 2007 and 2008 Transplace Shipper Symposium, and the SmartWay tractor featured in the CMT television program "Trick My Truck" was on site during the 2008 Shipper Symposium for Transplace's carriers and shippers to view and tour.