



Hopedale, MA

Cranbury, NJ

Dalton, GA

Jessup, MD

Syracuse, NY

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EPA SmartWay Program

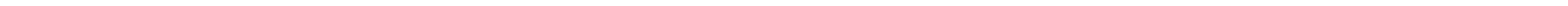
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# About Our Company

- Regional LTL carrier
- Specialize in carpet and flooring products
- 5 terminal locations
- Service Area:
  - New England
  - New York
  - New Jersey and Eastern Pennsylvania
  - Maryland and Delaware
  - Northern Virginia



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# Why SmartWay?

- Family business
- Environmental consciousness has always been important to us
- One of the first 50 SmartWay Transport Partners
- SmartWay helps us to be responsible
  - Reminds us to be environmentally friendly
  - Provides information about fuel-saving technologies
  - Offers marketing opportunities

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# Our Efforts

- Wide-base tires
- Aero-dynamic devices
- Automatic tire inflation systems
- Automatic engine shutdown
- Speed control
- New equipment purchases, more environmentally friendly engines
- Use of rail for transport
- 2008 Future Plan: APUs for long-haul trucks

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## Wide-base Tires

- Purchased for new tractors since 2004, began to retrofit trailers in 2007
- 4%-10% fuel consumption savings\*
- Total fuel purchased for 2006: 1,142,771 gallons
- Assume 4% savings
  - $1,142,771 \text{ gallons} * 4\% \text{ savings} = 45,710 \text{ gallons saved}$
  - $45,710 \text{ gallons} * 2.705^\wedge \text{ (average cost of diesel for 2006)} = \$123,647.82 \text{ saved}$
- Less fuel consumed = less emissions

\* Obtained from Manufacturer's testing

^ Obtained from the Energy Information Administration

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# Aero-dynamic devices

- Integrated cab-high roof fairing
- Tractor-mounted side fairing gap reducers
- Aerodynamic bumper and mirrors

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# Automatic Tire Inflation

- Purchased factory-installed on all trailers, since 2005
- System automatically monitors trailer tire pressure
- Adds air as necessary to maintain optimal pressure at all times
- An indicator light notifies the driver and mechanic that the system was activated
- Approximately 3% fuel consumption savings

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# Automatic Engine Shutdown

- Our fleet: 81 short-haul trucks in 2006
- All short-haul trucks are programmed to automatically shut down after 10 minutes of idling
- No override possible
- Approximately 101,240 idling hours saved (assumes a driver would idle throughout a stop)
- $101,240 * 0.80 \text{ gallons}^{\wedge}$  (average consumption for 1 hour of idling) = 80,992 gallons saved

<sup>^</sup> Obtained from the EPA SmartWay website

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# Speed Control

- Regional delivery trucks are speed limited to 65 mph
- Provides better fuel economy
- Controlled by the engine computer, therefore no override is possible

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# Newer, Friendlier Engines

- Newer engines are more emission friendly
  - Better, newer technology
  - Meets increasingly strict government regulations
- Trade in tractors, average of 5 years after their purchase
- Example: purchased 31 tractors that comply with new 2007 EPA regulations

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## Future Plans: APUs

- Drivers need a comfortable environment during non-driving hours and that they want the freedom to use electric devices while off-duty
- Auxiliary Power Units (APUs) allow drivers to use heaters, air-conditioners, and other conveniences, such as a TV or microwave, without idling the truck
- We plan to specify APUs for all new sleeper truck purchases
- APUs installed on our 34 long-haul trucks would save an estimated 30,000 hours of idling

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# Conclusions

- Fuel-saving technologies provide both:
  - A way to be environmentally responsible
  - An economic benefit
- It is possible for everyone to reduce your environmental impact
- The EPA SmartWay program is a valuable partner for any environmentally-conscious company

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**Thank you for your attention!**