



SmartWay Transport Partnership

www.BoyleTransport.com

Introduction

SmartWay Strategies

Industry Perspective

- Security-sensitive cargo
- Company fleet & employee professional drivers
- Irregular route, for-hire TL carrier
- Emphasis on safety & security
- Team operation
- 48 states + Quebec
- 7 million miles/year
- SmartWay partner since 2008





Proactive alerts

- Late ETA
- Out of route
- Position not updating
- Trailer doors open
- Trailer disconnect
- Temp excursion

Current Shipments

Current Shipments are shipments that have been picked up, planned or delivered within 24 hours.

Track Shipments

Filters

Current Shipments

[Refresh Filters](#)

See your shipments move in real time and run reports! Convert reports to Excel and PDF.



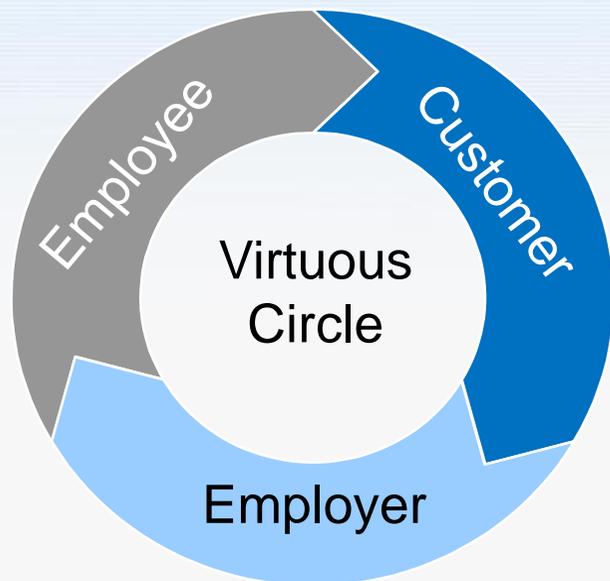
Previous Next 10 Per Page

Pickup (ET)	Origin	Delivery (ET)	Destination	Status	Tracking No.
1/11/11 11:00	[REDACTED], OH	1/11/11 23:30	[REDACTED], PA	Planned	248865
1/10/11 11:25	[REDACTED], VA	1/10/11 20:30	[REDACTED], PA	In Transit	249130



Practices

- ✓ Strict qualifications & training
- ✓ Guaranteed daily wage
- ✓ Comprehensive benefits
- ✓ Actively hire military veterans
- ✓ Align incentives with customer



Results

- ✓ 10% turnover vs. industry average 100%
- ✓ Superior safety & security
- ✓ Greater reliability & expertise
- ✓ Retain skills & customer knowledge
- ✓ “Patriotic Employer” award from DoD

Introduction

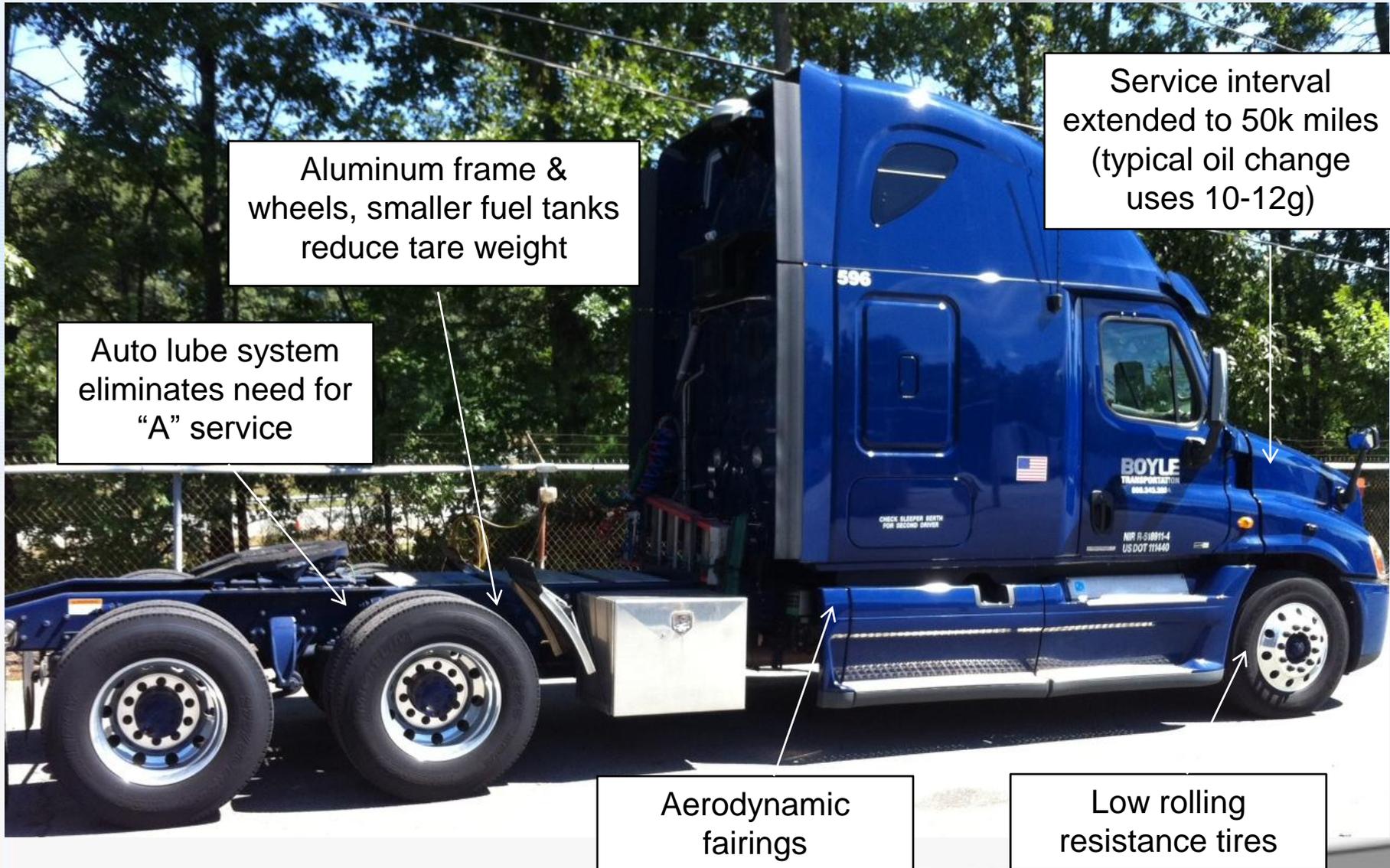
SmartWay Strategies

Industry Perspective



- EPA 2010, SCR engine
- 65 MPH max speed
- Auto transmission
- Weight penalty





Aluminum frame & wheels, smaller fuel tanks reduce tare weight

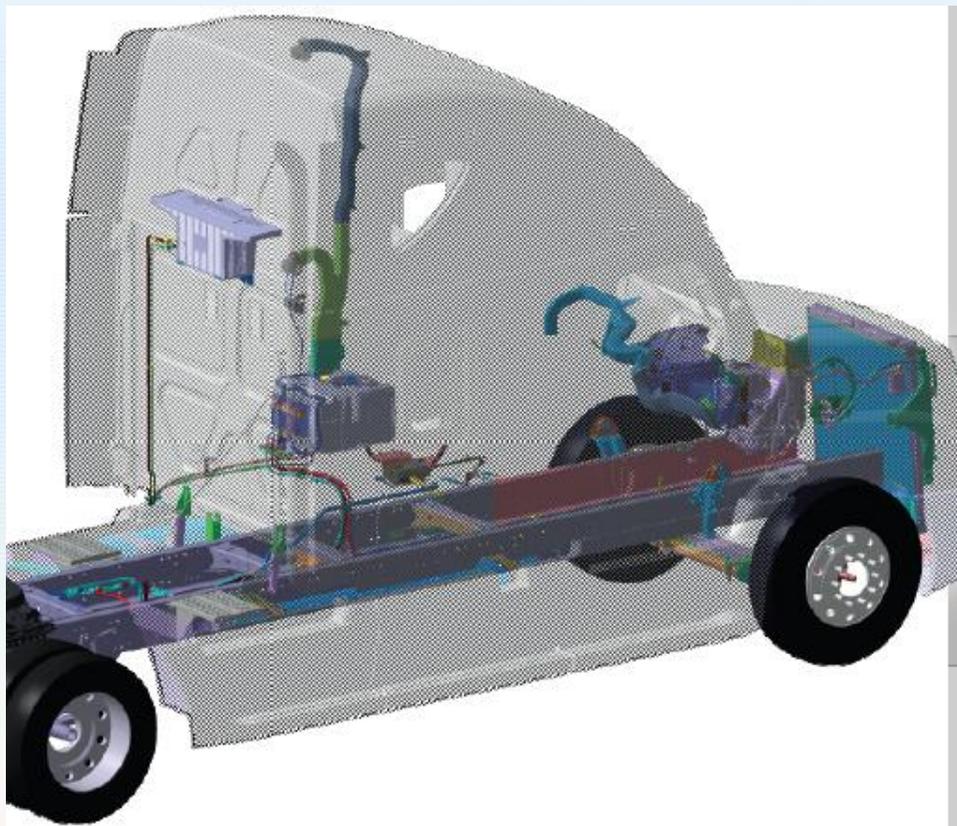
Auto lube system eliminates need for "A" service

Service interval extended to 50k miles (typical oil change uses 10-12g)

Aerodynamic fairings

Low rolling resistance tires





Heat

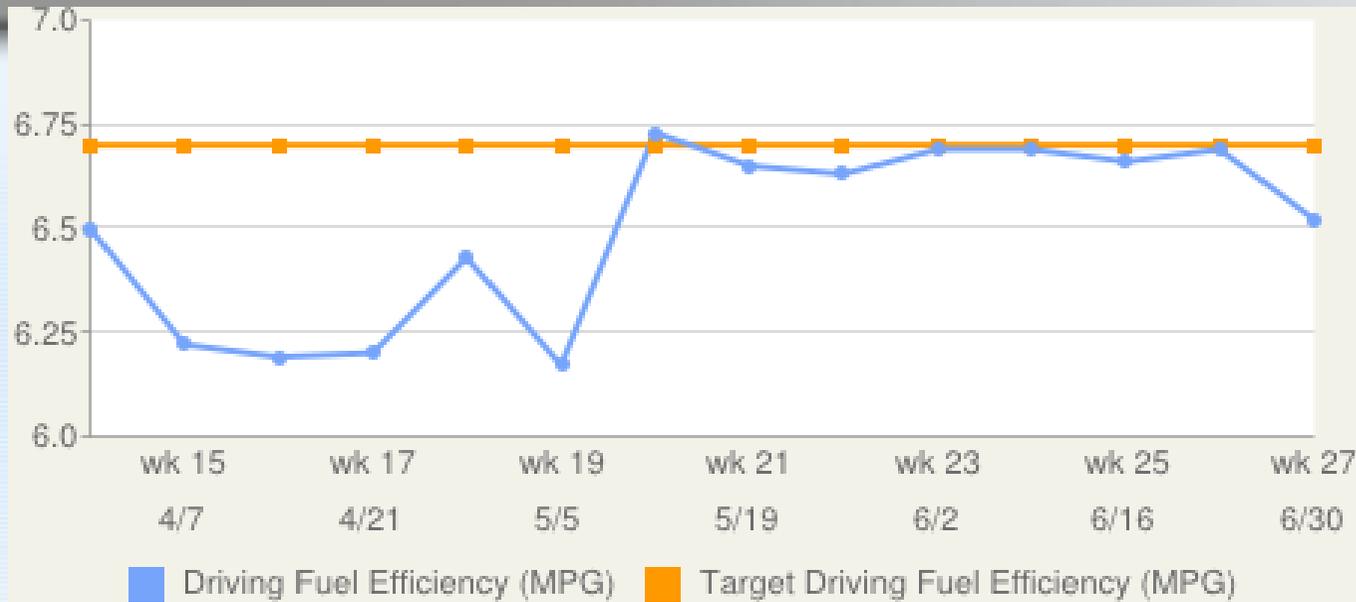
- Fuel-fired heater
- Uses minimal diesel
- Simple, reliable

Air Conditioning

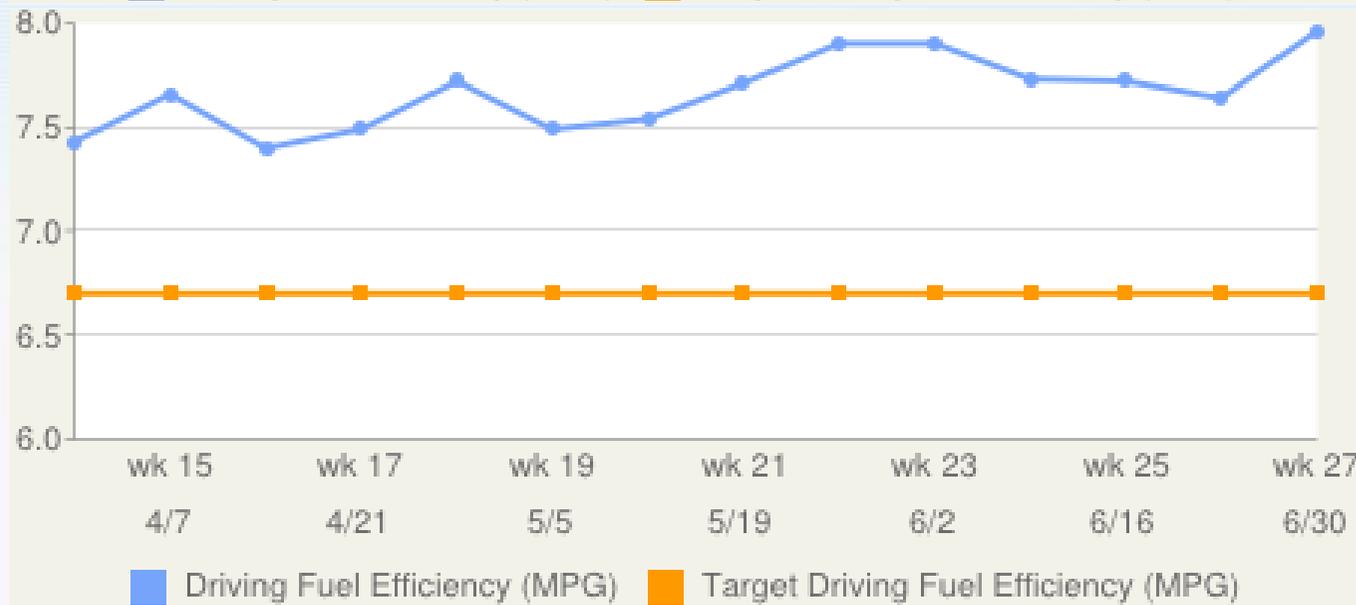
- Battery powered
- Charges while driving
- Reliability concerns
- Alternative: diesel APU

PRE-2010 vs. POST-2010 TRACTOR FUEL ECONOMY

(NOTE: DIFFERENT APPLICATIONS & ROUTES)



Pre-2010



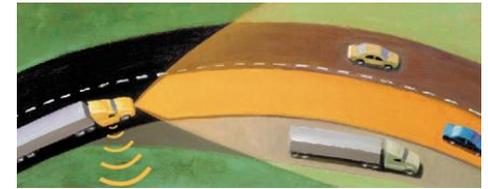
Post-2010

ONBOARD SAFETY SYSTEMS – MITIGATING RISKS OVER THE ROAD

\$10,000 of safety technology in each truck

Collision avoidance system

Radar system ensures adequate stopping distance. Adaptive cruise.



Electronic stability control

Sensors help prevent rollovers



Lane departure warning

Lane readers alert driver of drifting



Side-angle camera

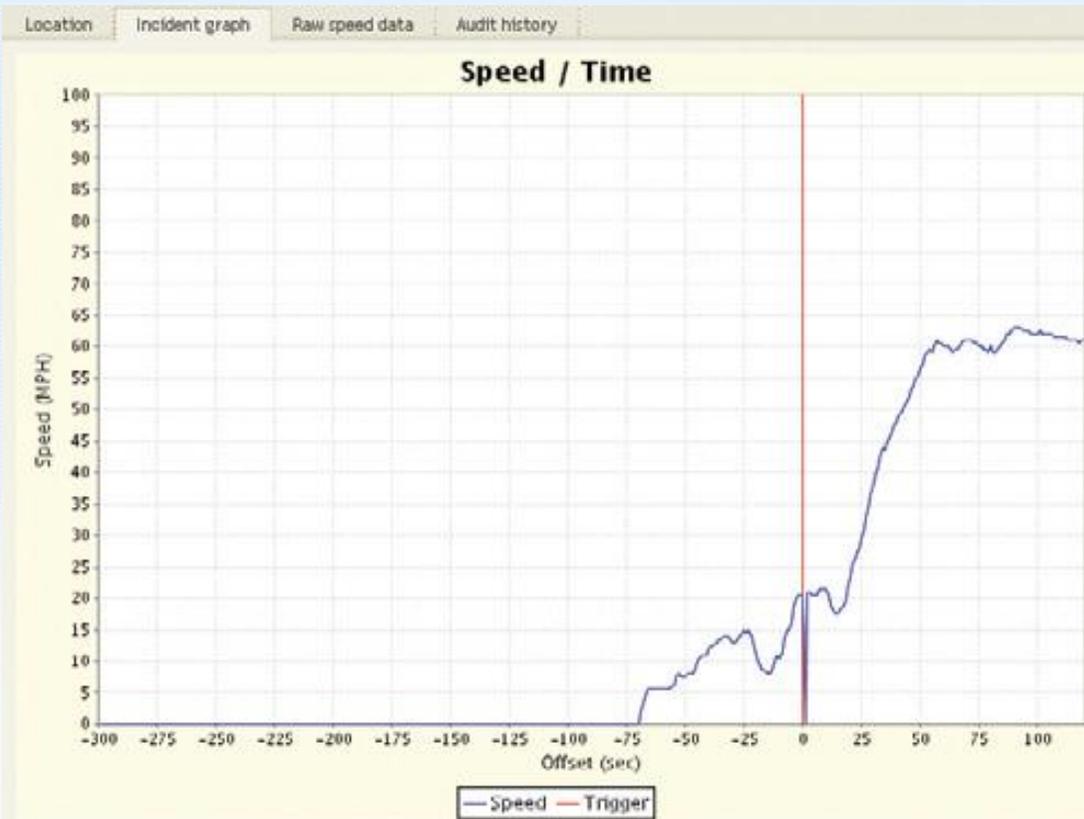
Video camera enhances visibility and eliminates "blind spot"



Electronic logs

Ensure hours of service compliance and stay ahead of regulatory mandates





Telematic Event Reports

- Speeding
- Lane departure
- Roll stability
- Hard braking

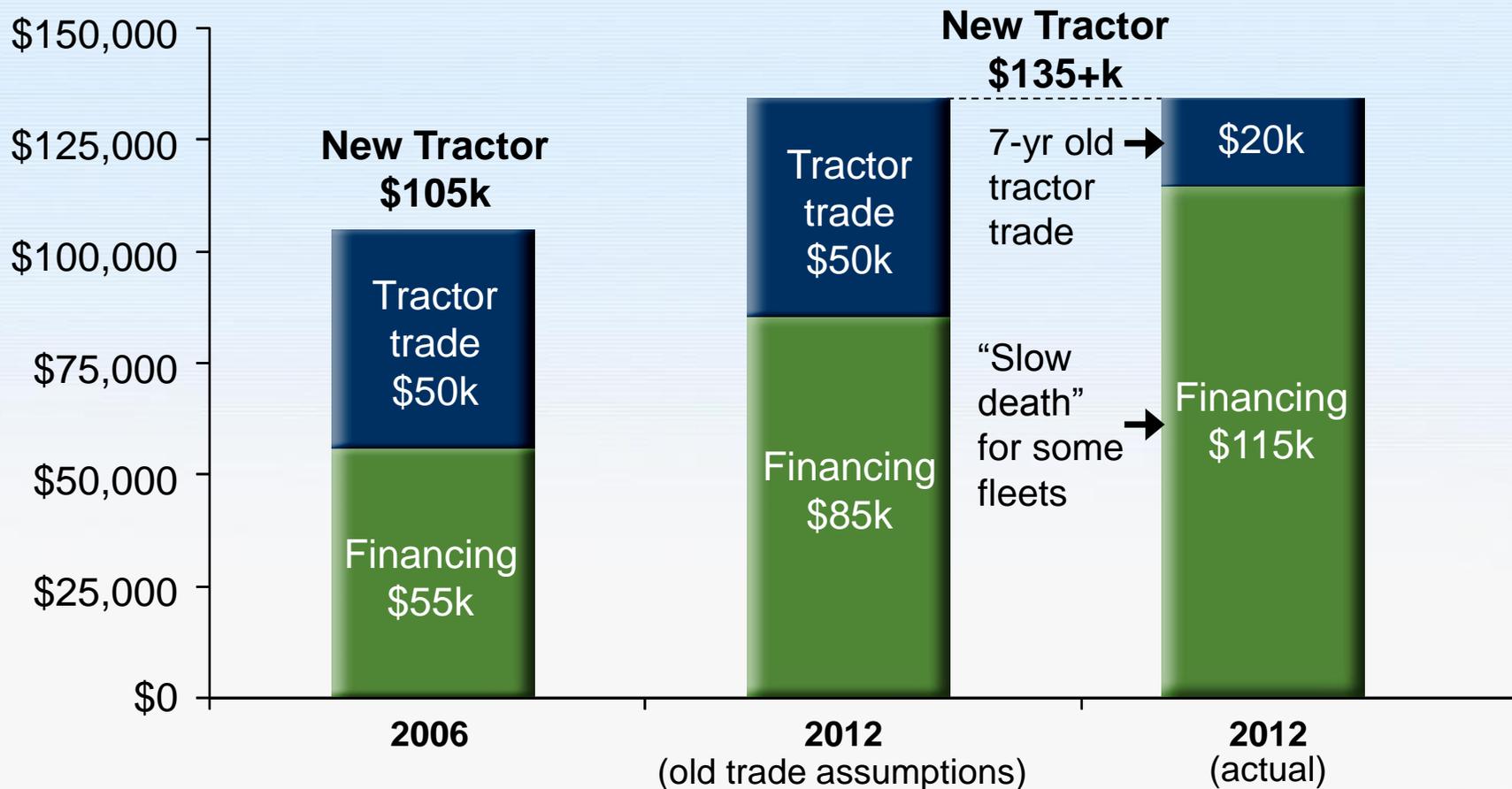
Identify unsafe patterns of behavior before it's too late

Introduction

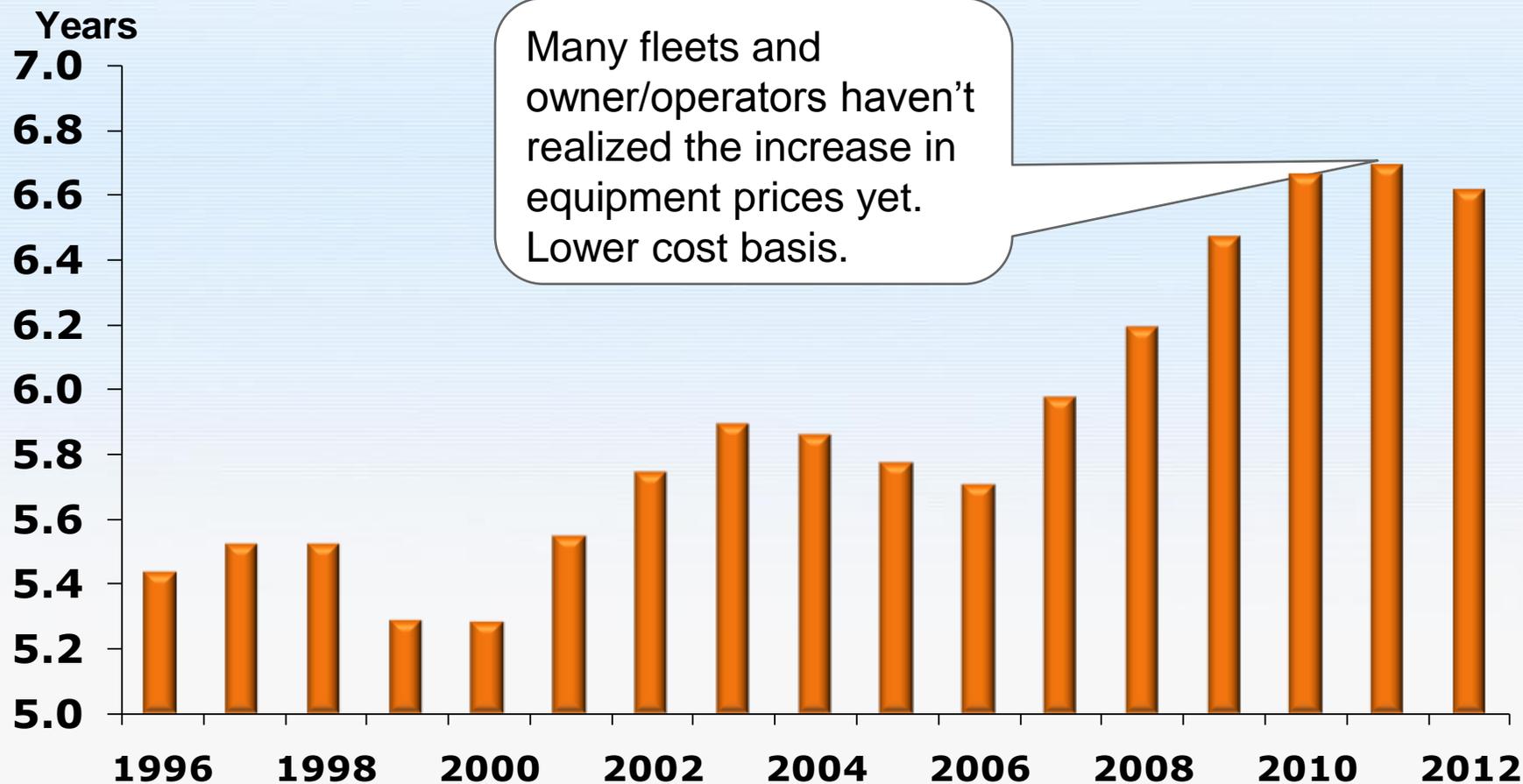
SmartWay Strategies

Industry Perspective

Class 8 Tractor Replacement Costs: Examples



AVERAGE AGE OF U.S. CLASS 8 TRUCKS



LESS PRODUCTIVE FLEETS = MORE TRUCKS TO HAUL SAME AMOUNT OF FREIGHT

Capacity impact

CSA

- Drivers & fleets more accountable for safety performance
- Exacerbates driver shortage

2-4%

Hours of service

- New rules July 2013
- 2 consecutive nights off
- Traffic jams Monday mornings

2-4%

Electronic logs

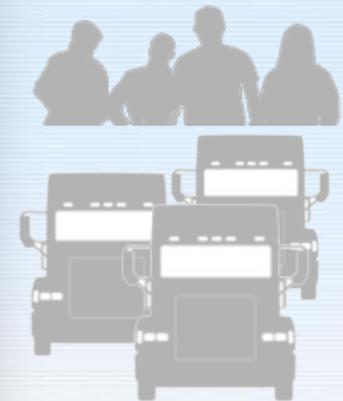
- Elimination of falsified hours
- Regulation due in 2013
- Effective 2014-2015

4-6%

Equipment

- Huge increases to carrier costs
- Financial Darwinism

2-4%



Productivity ↓

& Costs ↑

* Current and pending

Source: FMCSA; Stifel Nicolaus

WHAT'S THE SMART WAY FORWARD?

- Urge shippers to require carrier compliance
- Improve shipper/carrier/regulator collaboration
- Reduce empty mileage for mutual benefit
- Validate brokers, 3PLs

