IS IT EA$Y TO BE GREEN?

Working With Truckers In Times of High Diesel Prices

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Getting the word out…

- Truck association chapter meetings
- Special conferences
- One on one at other events
- Financial assistance sparks interest

Setting the Stage

- Why the government cares: state/national pollution, state/national energy use
- Why you care: energy use and the bottom line
- How we can help you help yourself
- Technologies (pictures)
- SmartWay calculator based on actual company (either in ppt or real-time online)
- Resources

PA Help for PA Companies

- Small Business Advantage Grant

(under 100 employees, $7500 max, no "end of pipe")

- Small Business Pollution Prevention/Energy Efficiency Loans

(between 25 and 100 employees, $100,000, payback under 10 years, no "end of pipe")

- Energy Harvest Grants

(about $1.5 million available annually, includes Clean Air Funds)

- Alternative Fuel Incentive Grants

(hybrid or non-diesel only)

- (to come?) Diesel Emission Reduction federal monies

PA Help for PA Companies

- Small Business Advantage Grant ($125,000 gone in six weeks again)
- Small Business Pollution Prevention/Energy Efficiency Loans
- Energy Harvest Grants (very competitive, not available again until June 2007)
- Alternative Fuel Incentive Grants (for 2006, hybrids and biofuels only)
- (to come?) Diesel Emission Reduction federal monies

Kinard Trucking
YORK, PA.

- Presentation given at York Chapter of Pennsylvania Motor Truck Association in February 2006 (diesel prices lower)
- Volunteer data was provided and used anonymously.
- After presentation, this company vowed to check out SmartWay Partnership.
- Equipment exhibition was part of the meeting.

Calculate Savings!

Average truck fuel use:	15,000 gallons per year
Cost of fuel (2005):	$2.25 per gallon
Fuel cost per truck:	$34,000 per year
	$ 2,800 per month
Idling hours per year (6 x 365):	2100 hours
50% idling for heat	

Calculate Savings!

BUNK HEATER ($1500) : CASH

5% fuel savings	750 gallons per year
Fuel cost savings	**$1843 per year**
	$ 154 per month

Calculate Savings!

BUNK HEATER ($1500) :

Commercial secured loan financing at 7% for 48 months

Fuel cost savings: cash	$1843 per year
	$ 154 per month
Financed:	**$1416 per year net savings**
$36/mo	**$ 118 per month net savings**

Calculate Savings!

BUNK HEATER ($1500) :

Small Business loan financing at 2% for 48 months:

Fuel cost savings: cash	$1843 per year
	$ 154 per month
Financed:	**$ 1452 per year net savings**
$33/mo	**$ 121 per month net savings**

Calculate Savings!

ADD SINGLE WIDE TIRES ($3000): CASH

9% total fuel savings: 1350 gallons per year

5% heater/4% tires

Fuel cost savings $3193 per year

$ 266 per month

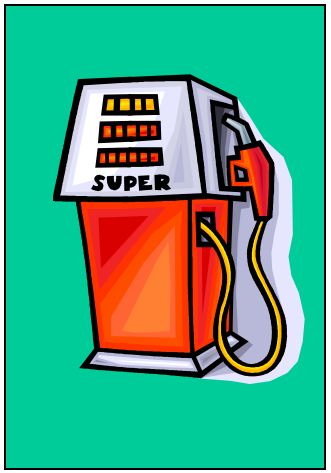
Fleet Savings

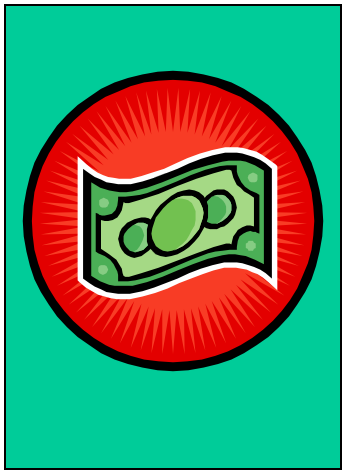
250 trucks with bunk heaters at commercial financing rates

$354,000 per year net savings

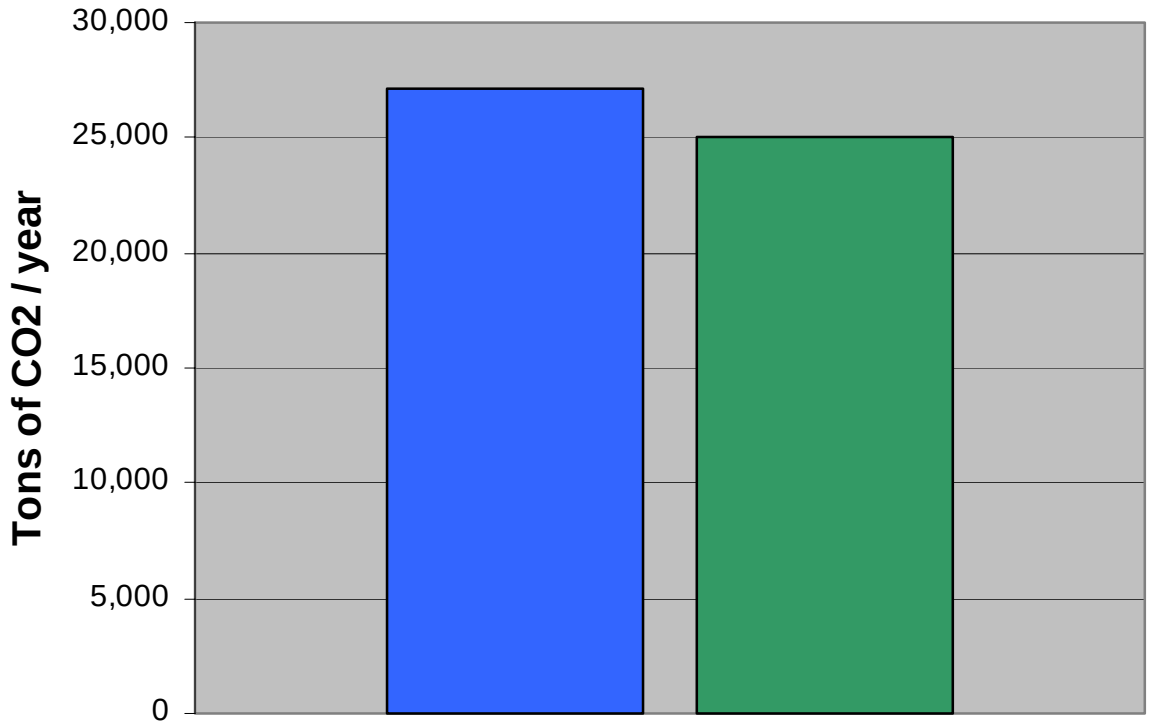
Why "CO2 efficiency" matters to truckers…

The more CO2, the more fuel you burn, the more money you spend.





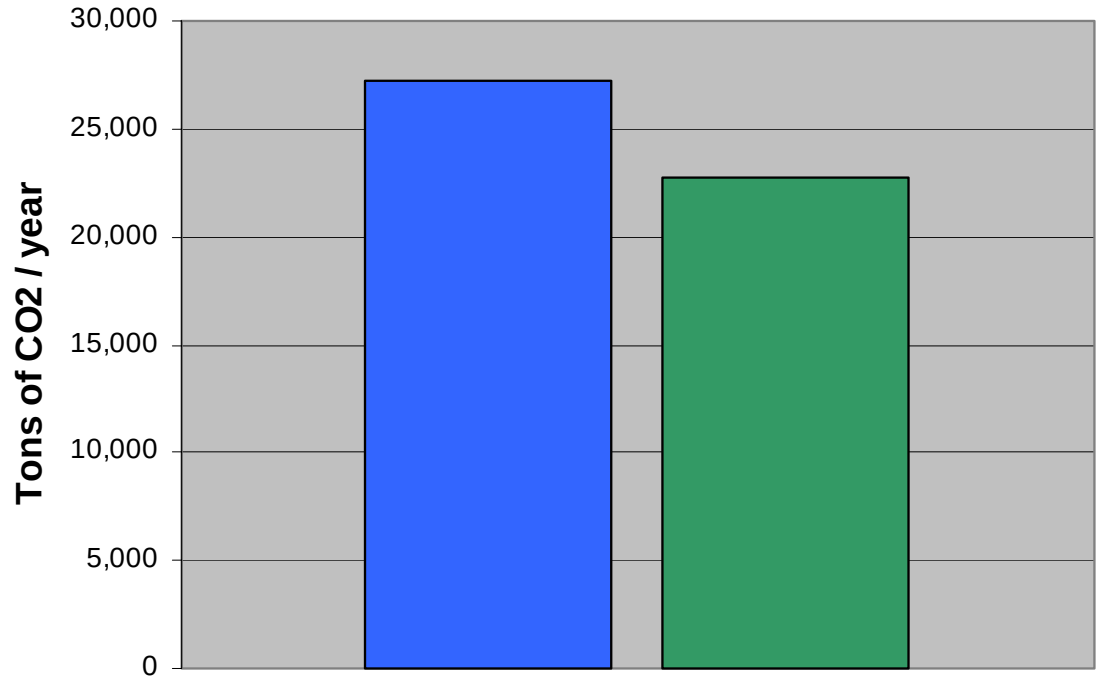
Effects of Strategies on CO_2 Efficiency



Speed @ 62 mph

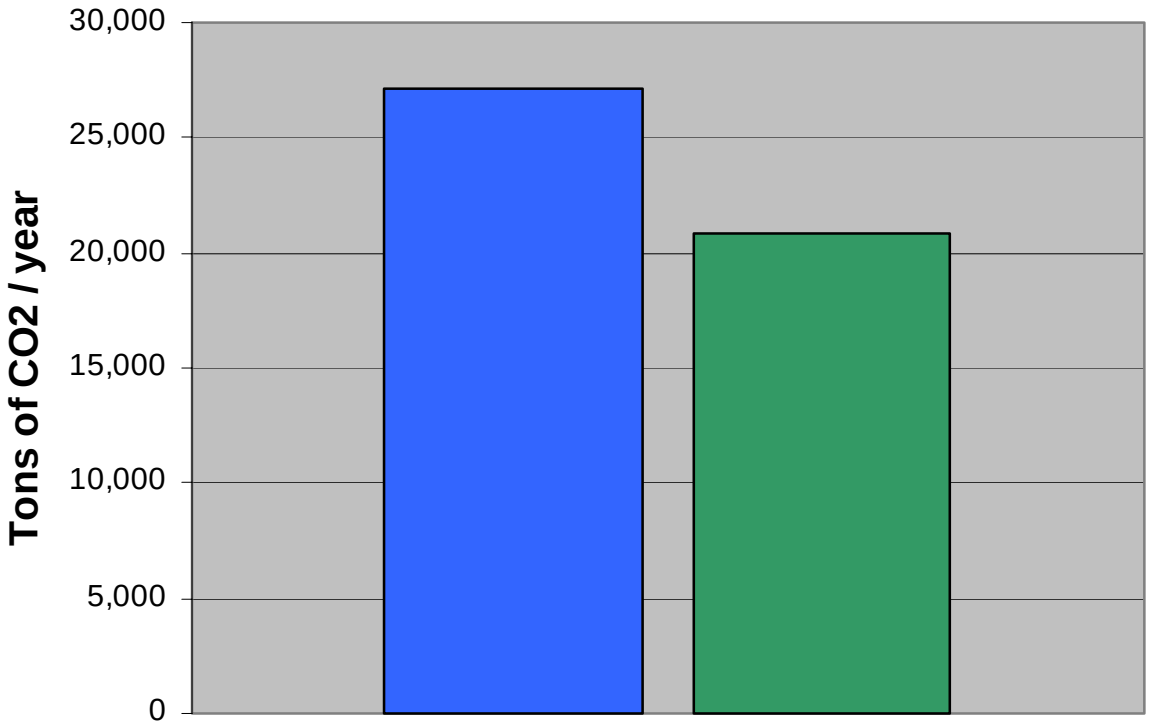
No environmental strategies

Effects of Strategies on CO_2 Efficiency



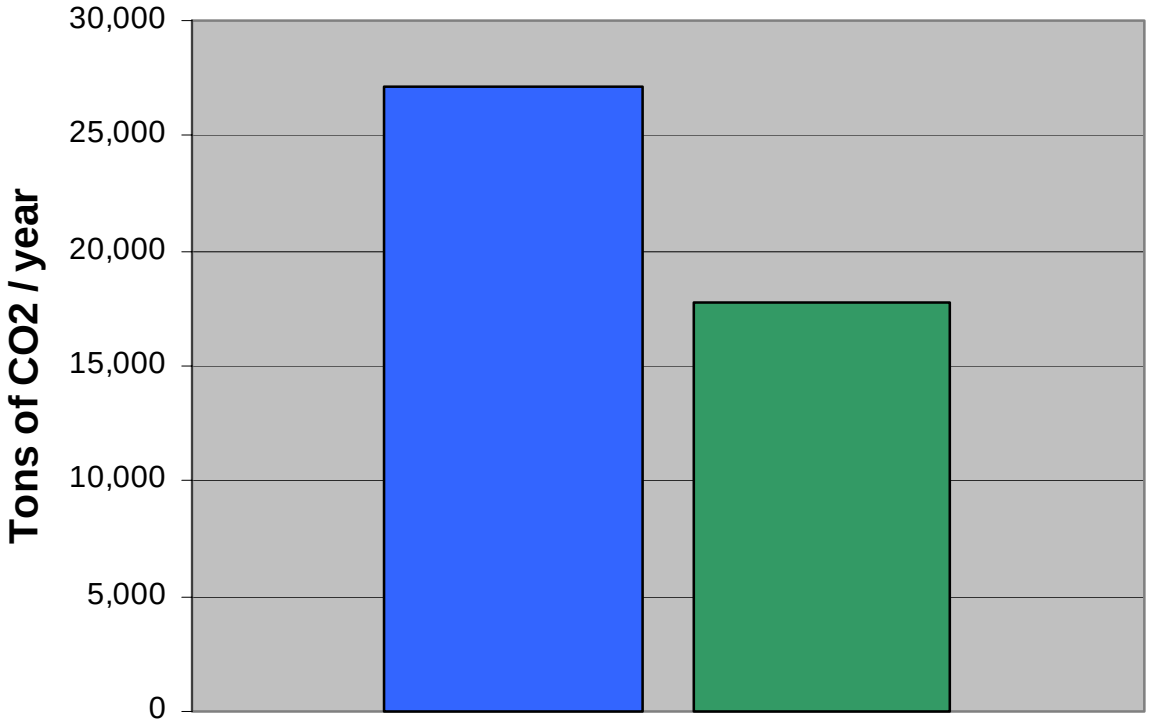
Speed @ 62
Aerodynamics

Effects of Strategies on CO_2 Efficiency



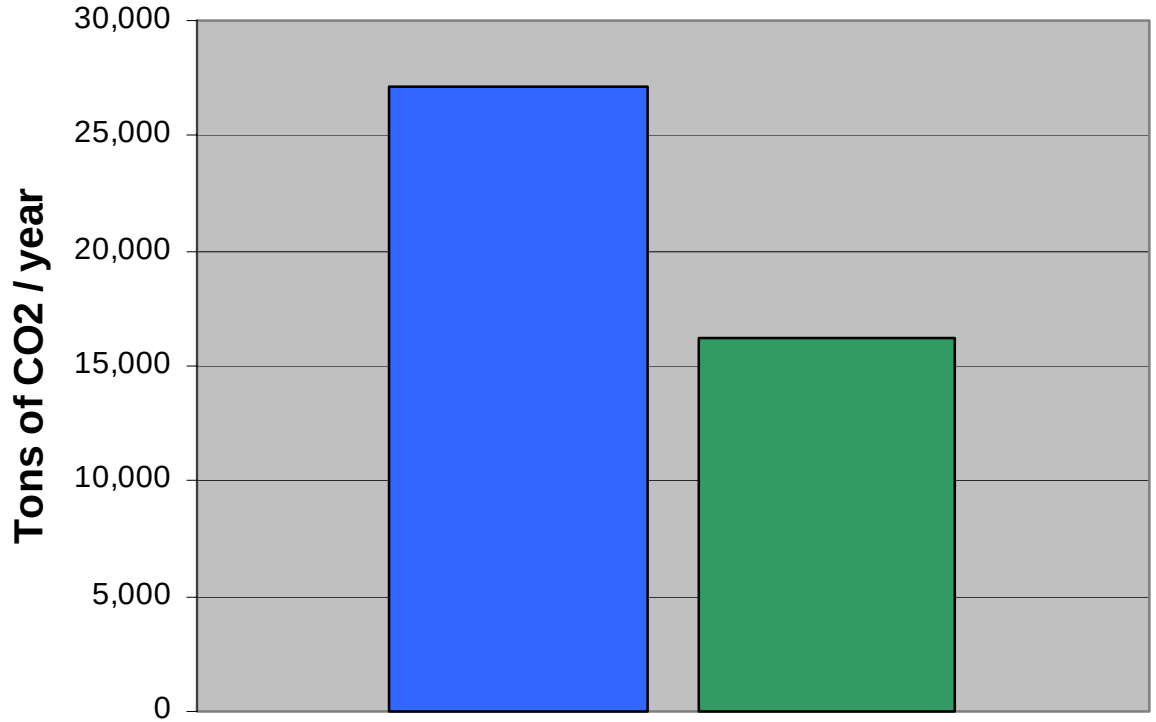
Speed @ 62 mph
Aerodynamics
Eliminate Idling

Effects of Strategies on CO_2 Efficiency



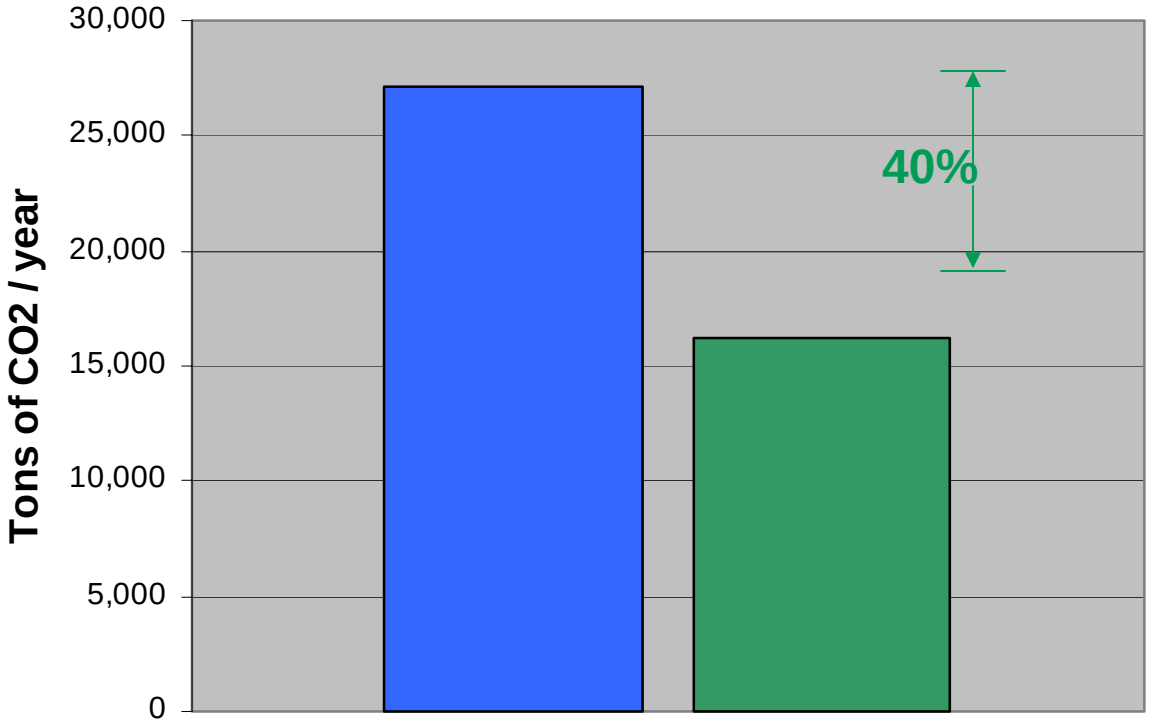
Speed @ 62 mph
Aerodynamics
Eliminate Idling
Double trailers
Intermodal use

Effects of Strategies on CO_2 Efficiency



- Speed @ 62
- Aerodynamics
- Eliminate Idling
- Double trailers
- Intermodal use
- Weight reduction
- Auto tire inflation
- Super single tires
- Synthetic lubes
- Engine upgrades

Effects of Strategies on CO_2 Efficiency



SmartWay™ Transport Partnership
U.S. Environmental Protection Agency

Resources

- ASSISTANCE: www.depweb.state.pa.us
  keyword: OETD (Office of Energy and Technology Deployment)

- IDLING TECHNOLOGIES
  www.epa.gov/otaq/smartway/idlingtechnologies.htm

- FINANCIAL CALCULATOR
  www.epa.gov/smartway/calculator/loancalc.htm