

SmartWay Partnership Expands, Advances Fuel Efficiency and Emissions Goals

SmartWay turned another year older earlier this year, giving us a good opportunity to reflect and recognize the progress our partners are making to improve fuel efficiency and lower greenhouse gases. Thanks to your commitments, SmartWay this year is on track to save close to 450 million gallons of fuel and reduce CO2 emissions by nearly 5 million tons. With the addition of more than 200 new partners, participation grew by over 30 percent in 2007 and now includes more than 700 organizations.

These accomplishments are based on several program elements implemented over time, following SmartWay's launch in 2004. Most recently we introduced a first-ever web-based finance center, providing one-stop shopping for businesses that want to invest in new clean equipment, fuel-efficient tractors and trailers, and upgrades that can help save fuel, money and the environment.

In coming months, SmartWay is preparing to move forward with some new initiatives, including:

- A television, radio and print media campaign highlighting clean and efficient light duty cars and heavy duty tractors and trailers that qualify to receive the prestigious US EPA Certified SmartWay mark;
- Upgrades to our FLEET model making it easier for our partners to more accurately benchmark current emission outputs and project future emission reductions; and
- The development of performance-based criteria for determining which tractors and trailers qualify for the US EPA Certified SmartWay program (see related story p. 6).

**Thanks again to all our Partners
who have contributed to these
initiatives and SmartWay's success!**

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Nominees for 2008 SmartWay Excellence Award Sought

Self nominations for high-performing SmartWay partners and affiliates that qualify to receive a 2008 Excellence Award are due June 30th! Factors that will be considered for this year's awards include the following:

- Significant improvements in fuel savings & emission reductions;
- Percent of goods shipped with SmartWay carriers; and
- Effectiveness of communications, outreach and recruitment activities in support of SmartWay.

SmartWay Excellence Awardees are chosen based on their commitment, progressive action, innovation, and leadership within the freight industry. The 2008 Awardees will be announced Oct. 7, 2008 in Denver during the Council of Supply Chain Management Professionals annual meeting.

For more information on the 2008 SmartWay Excellence Awards visit www.epa.gov/smartway/awards08.htm

Welcome New Partners!

Affiliates

Advanced Transit Dynamics, Inc.
(ATDynamics)
CabAire, LLC
Cadec Global
Comfort Master
Diesel Technology Forum
Dometic Environmental Corporation
Dunamis Power Systems
Eye for Transport
E-Z On Power Systems, LLC
Green Trucker
Harvey Software, Inc.
Laydon Composites, Ltd.
Manhattan Associates
Oklahoma Trucking Association
Oracle
Penske Truck Leasing Co., LP
Pressure Systems International, Inc.
Saskatchewan Trucking Association
Southwest Detroit Environmental
Vision (SDEV)
Transtex Composite, Inc.

Rail Carriers

Florida East Coast Railway

Shipper/Carriers

Coors Brewing Company
Independent Printing Co., Inc.
Kroger Company
Vancouver Organizing Committee
for the 2010 Olympic and
Paralympic Winter Games

Shippers

Best Buy Co., Inc.
Big Lots
Diageo
Millipore
Nice-Pak Products, Inc.
Omega Trucking, Inc.
Qualcomm Incorporated

Truck Carriers

101 Transport, Inc.
3PD, Inc.
A. L. Smith Trucking, Inc.
Abilene Motor Express

Truck Carriers (continued)

ABT, Inc
ACT Transportation
ADK Manhattan Express, Inc.
All American Xpress
ALL Cartage Transportation
All Modes, Inc.
American Bestway Transportation, Inc.
American Cartage, Inc.
Andy's Trucking
Apollo Express, Inc.
Arrow Critical Supply Solutions
ATL Express, Inc.
B & D Trucking Service, Inc.
Barr-Nunn Transportation, Inc.
Bay and Bay Transportation
BCB, Inc.
Big G Express, Inc.
Bob's Transport & Storage Co., Inc.
Bolus Freight Systems
Bulldog Hiway Express
C & K Trucking, LLC
C. Brown Trucking Company
Cargill Midatlantic
CCC Transportation, LLC.
Central Refrigerated Service, Inc.
Checker Logistics
Cheeseman, LLC
Clancy Moving Systems
Classic Carriers, Inc.
Comtrak Logistics, Inc.
Continental Express Inc. (AR)
Cornhusker Motor Lines, Inc.
Crown Xpress Transport
CRST Van Expedited, Inc
Daybreak Express Inc.
DCM Transport, Inc
Donada, Inc.
Dura Freight Lines
Earl L. Henderson Trucking Co., Inc.
Edge Trucking, LLC
ELLCO Logistics, Inc.
Estenson Logistics, LLC
FirstFleet, Inc.
Four Star Couriers, Inc.
Froehlich Trucking
Gei-Corp. Trucking
Go-To Transport, Inc.
Green Wheels, LLC
Guess Freightways, Inc.
Hall Bros. Transportation Co., Inc.
Hall's Fast Motor Freight, Inc.
Hardy Brothers, Inc.
Hess Trucking, Co.
Horizon Lines, Inc.
I. E. Express Trucking, Inc.
Island Movers, Inc.
J. S. Helwig & Son, LLC.
James Burg Trucking Company
James J. Williams, Inc.
Jevic Transportation, Inc.
JF Global Logistics, Inc.
J-Mar Express, Inc.
John Christner Trucking, Inc.
John Veriha Trucking, Inc.
Kebo Transportation Services, Inc.
Kerry Transport, Inc.
Keystone Freight Corp.
Kimball International Transit
Kingsway Transport
KKW Trucking, Inc.
KLLM, Inc.
Kutzler Express, Inc. L. J. Rogers
Trucking
Liberty Linehaul West, Inc.
Liberty Linehaul, Inc.
Lighthouse Trucking 1, Inc. LTI

Welcome New Partners!

Truck Carriers (continued)

Trucking Services
M & M X-Press Service, LTD.
Magnum Express, Inc.
McConnell Transport Ltd.
McElroy Truck Lines
McKelvey Trucking Company
Menlo Worldwide - Sandston, VA
Mesilla Valley Transportation
Mid South Transport
MLG Trucking, Inc.
Moeller Trucking, Inc.
Mohawk Transportation of GA, LLC
Monarch Air Express, Inc.
Mountain Valley Express Co. Inc.
National Retail Systems, Inc
Nationwide Express
NCS Logistics
Premier Transportation
Quantum Logistics, LLC
R & M Trucking
R. E. West, Inc.

Ready Trucking, Inc.
Ronnie Dowdy Trucking
RWI Transportation LLC
Sammons Trucking
SAV Express Inc.
SB Trucking, LTD.
Scales Express, Inc.
SDR Trucking, LLC
Semi Express, Inc.
SGT 2000 Inc.
Simply Green, a biofuels company, LLC.
Smith Transport, Inc.
Smithway Motor Xpress, Inc.
South Coast Transportation &
Distribution
Southeast Milk, Inc.
Southern Cal Transport, Inc.
Stop & Shop Supermarket Co.
System Transport, Inc.
TCI Transportation Services
TCSI-Transland, Inc.

Thomas E. Keller Trucking
Tiger Transport, LLC
Toro Trucking
Truline Corporation
TST Overland Express
Turning Point Trucking, LLC
Value Truck, Inc.
Victory Leasing
VTL Transport
Waller Truck Co., Inc.
Weber Distribution
West Motor Freight
Whiteline Express, Ltd.
Wooster Motor Ways, Inc.

AFFILIATE NEWS

Council of Supply Chain Management Professionals



The Council of Supply Chain Management Professionals (CSCMP), a SmartWay Affiliate, is the preeminent association for individuals involved in supply chain management. The Council provides educational, career development, and networking opportunities to its 9,000 plus members and to the entire profession. CSCMP is one of many stakeholders working with EPA to develop tools that help Partners calculate their environmental footprint from goods movement across all transportation modes. In 2007, CSCMP hosted the SmartWay Excellence Awards, and they will also host this years awards in Denver at the CSCMP Annual Global Conference 2008.

For more information on CSCMP and its annual conference, visit www.cscmp.org

Interested in CSCMP as a professional organization? Visit www.cscmp.org/membership/epa-member.asp



Transplace, Inc. at Home with SmartWay

Transplace, a leading non-asset based third-party logistics provider, joined SmartWay in 2006 in support of its commitment to maximizing the efficiency of its transportation management services and logistics technology solutions. Since becoming a partner, Transplace has found that a number of the strategies it employs are strongly complemented by SmartWay's purpose and design.

"Partnering with SmartWay helps equip Transplace with the toolkit needed to assist our customers in making smart business decisions that will have a positive effect on both their company and the environment," said Kyle Alexander, Transplace's leader for strategic carrier development. "We offer our customers a broad spectrum of services, and at each step we strive to rapidly deploy transportation services, while at the same time eliminate empty and wasted miles in the supply chain."

Specifically, Alexander noted that Transplace's participation in SmartWay aligns neatly with the company's Carrier Merit Program. Transplace's Carrier Merit Program classifies carriers into specific tiers based on performance. Platinum level is the highest tier, followed by the Transplace Gold Level Seal of Approval.

Carriers that contract with Transplace and achieve Platinum status are recognized and receive a number of special perks. These include the opportunity to bid on all work managed by Transplace, access to overflow freight that is unavailable to the general carrier base, accelerated payment terms and a global contact at Transplace, specifically assigned to support high performing carriers.

In return, carriers that qualify for Platinum status must score well on a series of quantitative and qualitative metrics established by Transplace. For example, carriers must provide timely load status updates and communicate through electronic data interchange (EDI) networks to manage, transport and deliver their freight. Recently, Transplace also began to ask its base of Platinum-level carriers to join SmartWay, with a goal for all these carriers to become SmartWay partners by the end of this year.

"Transplace joined SmartWay in support of our commitment to operating as a successful, environmentally conscious and progressive business," explained Kyle. "We want to strengthen our working relationship with those carriers that share our vision, and will continue to add socially and environmentally conscious motor carriers to our freight network."

In addition to its Carrier Merit Program, Transplace is aggressively shifting to intermodal transportation as an alternative to over-the-road trucking, another strategy that SmartWay encourages to reduce fuel use and emissions. Year to date, the company estimates that its intermodal utilization rates have increased by 20 percent over the same period for 2007. A key goal when Transplace first joined the SmartWay partnership, was to target intermodal carriers for growth. Transplace continues to stress intermodal utilization as a way to meet the performance needs of its customers, improve its carbon footprint, lower fuel use and keep freight costs competitive.

Transplace also provides its customers services and expertise in converting LTL shipments to full and multi-stop truckloads. By consolidating loads, Transplace estimates that during 2007 it was able to increase the number of multi-stop shipments by almost 25 percent and reduce highway mileage by approximately two million miles.

"Based on the results of our green initiatives, Transplace is committed to aligning itself with SmartWay, and positioning itself as a leader in promoting cleaner, safer and healthier environments for its employees, stakeholders, customers, carrier partners, and prospects," said Tom Sanderson, President and CEO of Transplace.

For more information on Transplace visit the company's website at www.transplace.com.

EPA Makes \$50 Million Available through Grants to Reduce Diesel Emissions *SmartWay Program Seeks Proposals to Create Low-Cost Loans*

With a goal toward improving the environmental performance of the pre-2007 diesel fleet, EPA recently announced the availability of almost \$50 million in grant funding.

The aim of the new grant program is to help reduce emissions from existing diesel engines and equipment through a variety of technologies, such as pollution control devices (i.e., filters) and idle reduction technologies (i.e., auxiliary power units and electrified parking spaces). Eligible vehicles include buses, medium-duty or heavy-duty trucks, marine engines, locomotives, and nonroad engines.

Only eligible entities can submit proposals. Eligible entities include: State, local or tribal agencies or port authorities with jurisdiction over transportation or air quality; and nonprofit organizations or institutions that – 1) represent or provide pollution reduction or educational services to persons or organizations that own or operate diesel fleets; or 2) has, as its principal purpose, the promotion of transportation or air quality. School districts, federally recognized Indian tribes, municipalities, metropolitan planning organizations (MPOs), cities and counties are all eligible entities. Once an eligible entity receives a grant, the entity can work with the private sector to issue loans or grants.

Through the program, funding is available for a broad range of clean diesel activities. For fiscal year 2008, Congress appropriated funds for the first time under the Energy Policy Act (2005) to help reduce harmful emissions from heavy duty diesel engines. Through the National Clean Diesel Campaign, EPA will award grants to assist its eligible partners in building diesel reduction programs across the country. For fiscal year 2008, the amount of funding available is \$49.2 million, split into two basic components: a national program (70 percent of funds), and a state program (30 percent of funds).

The bulk of the national funds -- \$27.6 million -- will be dedicated to the deployment of EPA-verified and certified technologies. These funds will be administered by EPA's regional offices.

An additional \$6.8 million will be awarded through the SmartWay Clean Diesel Finance program and an emerging technologies program. Each of these programs has been allocated approximately \$3.4 million to be administered through a national grant competition.

The SmartWay Clean Diesel Finance program already has issued a request for proposals, seeking to create between one and four national finance centers that will provide low cost loan options to private fleet owners and other eligible engine and equipment owners. The deadline for proposals is June 9.

A request for proposals to advance new and emerging technologies to reduce diesel emissions from the existing fleet is due out this month. To qualify as an emerging technology, a manufacturer must submit an approvable application and test plan for verification to EPA.

Under the state clean diesel program, an additional \$14.8 million is available for state activities to achieve significant reductions in diesel emissions. The state clean diesel grant program is not a competition, but an allocation process which allows States to build programs to reduce emissions from the existing fleet. Incentives are provided for states to match resources toward these programs. State programs may be used to develop and implement grant and loan programs using verified and/or certified retrofit technologies and EPA verified idle reduction technologies. States may also elect to include emerging technologies in their grant and loan programs.

For more information on the SmartWay Clean Diesel grant program and activities go to:

www.epa.gov/cleandiesel

Loan Quotes for Clean & Efficient Truck Equipment, Tractors and Trailers are just a Click Away!

Visit www.SmartwayFinanceCenter.com

Truckers and trucking companies seeking to invest in clean truck, trailer and equipment technologies that can help save fuel and reduce pollution can now review financing options and terms by visiting www.SmartwayFinanceCenter.com. This innovative, new web-based finance center was set up by iBank, under a contract with the U.S. Environmental Protection Agency.

Under the EPA contract, iBank operates the web site and coordinates with private sector lending institutions that are willing to work and understand the business environment and needs of independent truckers and small fleets. For those without computers or web access, a toll-free number is available, 1-877-767-8875.

The loan application process is streamlined, involving a simple, standardized form that applicants need to complete. After their loan application is complete and submitted, applicants can expect a response in two to five business days.

Loans will be made available only for the purchase of SmartWay approved fuel saving and emission reducing technologies marketed by vendors who participate in SmartWay as affiliates. Fuel efficient tractors and trailers that have received the US EPA Certified SmartWay mark also qualify.

Equipment that may be purchased includes certain idle reduction technologies, aerodynamic applications, wheels, tires and pollution control equipment. For example, idle reduction equipment that may be purchased through the finance center includes auxiliary power units and generators, battery systems including inverters to power engine-off air conditioning, fuel-operated heaters and thermal storage systems. Also in the program are automatic tire inflation systems and low rolling resistance tires.

There are no guarantees of getting a lease or a loan. The SmartWay Finance Center, administered by iBank, is intended to help applicants connect with lenders or lessors, and to simplify the loan process. Interest rates and acceptance will depend on the applicant's credit score. For more information and to apply for a loan visit www.SmartwayFinanceCenter.com or call 1-877-767-8875. For information about SmartWay visit: www.epa.gov/smartway or call 734-214-4767.



www.SmartwayFinanceCenter.com is a new web-based clearinghouse that provides financing options to invest in clean equipment, technologies and trucks.



EPA SmartWay Drafts Emissions Testing Protocol for Heavy-Duty Trucks



EPA's SmartWay Transport Partnership is collaborating with the transportation industry and other interested stakeholders to develop a SmartWay Truck Emissions Test Protocol that will quantify the benefits of various heavy vehicle designs and technologies. A draft of the test protocol is available at: www.epa.gov/smartway/documents/420p07003.pdf

The working draft is a first step toward developing performance-based specifications that would be technology-neutral and capable of quantifying a broad range of heavy vehicle configurations and applications. The protocol also is being designed to address technical innovations, such as hybrid applications, as they emerge.

The draft protocol was the subject of a public workshop held in March in Washington, D.C. The technical presentations given by EPA staff at the workshop are available in PDF format and can be accessed at www.epa.gov/smartway/hd-fuel-protocol.htm.

Areas of discussion included the following:

- Determining track-to-chassis dynamometer correlations
- Selecting representative vehicles and test cycles, including:
 - Highway line haul
 - Regional haul
 - Local pickup and delivery
 - Neighborhood refuse trucks
 - Utility service trucks
 - Transit Bus
 - Intermodal drayage truck
- Adapting protocol for hybrids
- Role of modeling tools in test protocol

The Agency appreciates the valuable oral and written comments it received before and during the workshop. To provide for the broadest public input, EPA also requested and received additional input following its workshop. Based on the comments, data and analyses received, EPA plans to revise its testing protocol by the end of the year. For more information on the test protocol, contact the following EPA staff:

Joseph Bachman (mailto: bachman.joseph@epa.gov)
Cheryl Bynum (mailto: bynum.cheryl@epa.gov).

For information on the heavy duty hybrid vehicle testing please contact Han Lim (mailto: lim.han@epa.gov).



Recognizing and supporting our partners' commitments to saving fuel and protecting the environment is a top priority. Through Smartway, EPA promotes your good work and the progress we're making to achieve our shared goals at important conferences and industry conventions. Here's a sampling of some recent and upcoming industry activities highlighting SmartWay.

ON THE ROAD

Dates

Event

Location

April 22, 2008

Responsible Supply Chain Management Conference

**Stanford Graduate School of Business
Stanford, CA**

EPA co-sponsored this one-day conference that brought together corporate and nonprofit leaders, policymakers and academics to share their insights on how responsible supply chain practices improve business performance. Morning and afternoon breakout sessions included discussion and debate on biofuels; cutting edge practices around fair trade, green purchasing, public-private partnerships; the influence of product design on the supply chain; supplier networks; China; product safety; and reducing carbon emissions as a competitive strategy.



April 22-24, 2008

2008 Shipper Symposium

Rogers, AK

Hosted by Transplace, one of SmartWay's logistics management partners, this symposium covered a broad range of sourcing, new market and environmental issues facing the global supply chain. Speakers from several multi-national corporations participated in discussions on the development of energy and carbon efficient supply chains; infrastructure issues affecting supply chain; sourcing and new market development in the global supply chain; and other current topics. The symposium also included a special session highlighting the SmartWay Transport Partnership and our partners.



October 1-2, 2008

Same Roads - New Challenges

Toronto, ON

This first-ever forum is being jointly sponsored by the Natural Resource Canada's ecoEnergy (FleetSmart) and the U.S. EPA's SmartWay Transport Partnership. The forum will provide opportunities for transportation industry professionals to explore and discover practical solutions to manage the issues of energy efficiency and environmental performance in today's on-road fleets. The first day of the forum will focus on methods to calculate the return on investment in corporate operations, the benefits of driver training programs, and clean technologies. Day two will feature strategies for overcoming barriers, managing and measuring progress, and developing a plan. Leaders from Natural Resource Canada, SmartWay and the industry will speak and give presentations on their experiences in improving their carbon footprint and keeping freight costs competitive.





The Buzz about SmartWay Transport Partnership

Visit the links below to see media stories that feature SmartWay Transport Partnership:

Partner News

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- Tradingmarkets.com. January 7, 2008. "Canon U.S.A. Launches 'Generation Green' Initiative" <http://www.tradingmarkets.com/.site/news/Stock%20News/961803/>
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- Layover.com. March 25, 2008. "Michelin Demonstrates Commitment to SmartWay." <http://www.layover.com/news/article/michelin-demonstrates-commitment-to-smartway-13240.html>
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<http://www.ad-hoc-news.de/Aktie/12717570/News/16048357/NATIONAL+SEMICONDUCTOR.html>
- TheTrucker.com. March 26, 2008. "Transplace Partnership with SmartWay continues assisting Carriers."
<http://www.thetrucker.com/News/Stories/2008/3/26/TransplacePartnershipwithSmartWaycontinuesassistingcarriers.aspx>

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- FleetOwner. Mar 1, 2008. “Idling: The Payoff”.
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SmartWay Finance News

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http://www.truckinginfo.com/news/news-print.asp?news_id=59576
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