

TRUCK CARRIERS

The F.L.E.E.T. (Freight Logistics Energy and Environmental Tracking) Performance Model for carriers generates three scores, one for CO₂ (carbon dioxide), one for NOx (oxides of nitrogen), and one for PM (particulate matter). These three scores create a composite score which EPA uses to determine if a company qualifies to use the SmartWaySM Transport Partner mark (logo).

Carrier FLEET Composite Score Equation:

$$\text{Composite score} = \frac{\text{CO}_2 \text{ Score}}{40} + \frac{\text{NOx Score}}{80} + \frac{\text{PM Score}}{80}$$

To qualify to use the SmartWay Transport Partner mark, Carrier Partners must have a FLEET Composite score of 1.0 or higher.

Companies that qualify to use the logo must adhere to EPA's SmartWay Graphics Standards and Use Guide (available at www.epa.gov/smartway), as well as sign and return the Mark Signature Page before using the SmartWay Transport Partner mark.

Additionally, the FLEET Composite score will determine the carrier's Shipper Index Factor (SIF), which is used by Shippers to assess their status in the Partnership.

Carrier's Shipper Index Factor:

<u>Carrier FLEET Composite Score</u>	<u>Shipper Index Factor</u>
1.0 or higher	1.25
.75 to .999	1.00
0.0 to .749	0.75
Carriers not in SmartWay	0.00

TANKER CARRIERS

The F.L.E.E.T. (Freight Logistics Energy and Environmental Tracking) Performance Model for carriers generates three scores, one for CO₂ (carbon dioxide), one for NOx (oxides of nitrogen), and one for PM (particulate matter). These three scores create a composite score which EPA uses to determine if a company qualifies to use the SmartWaySM Transport Partner mark (logo).

Tanker Carrier FLEET Composite Score Equation:

$$\text{Composite score} = \frac{\text{CO}_2 \text{ Score}}{40} + \frac{\text{NOx Score}}{80} + \frac{\text{PM Score}}{80}$$

The quantification methodology for Tanker Carriers is the same as for other Carriers, however the logo qualification threshold is lower to reflect the more limited range of efficiency options for tankers. To qualify to use the SmartWay Transport Partner mark, Tanker Carrier Partners must have a FLEET Composite score of 0.60 or higher.

Companies that qualify must adhere to EPA's SmartWay Graphics Standards and Use Guide (available at www.epa.gov/smartway), as well as sign and return the Mark Signature Page before using the SmartWay Transport Partner mark.

Additionally, the FLEET Composite score will determine the Tanker Carrier's Shipper Index Factor (SIF), which is used by Shippers to assess their status in the Partnership.

Tanker Carrier's Shipper Index Factor:

<u>Tanker Carrier FLEET Composite Score</u>	<u>Shipper Index Factor</u>
0.6 or higher	1.25
.40 to .59	1.00
0.0 to .39	0.75
Tanker Carriers not in SmartWay	0.00

FREIGHT SHIPPERS

The FLEET Performance Model for shippers generates a score describing what percentage of freight is moved by SmartWaySM Transport Partner carriers. The score is generated by multiplying the percentage of freight a shipper moves with each carrier by that carrier's Shipper Index Factor (SIF) and summing the results. To qualify to use the SmartWay Transport Partner mark (logo), a Shipper must score 50% or higher.

Example of Shipper Score Generation:

<u>SmartWay Partner</u>	<u>Percent of Freight Shipped With Carrier</u>	<u>Carrier SIF Score</u>	<u>Shipper Score</u>
Carrier A	20%	1.0	20.0
Carrier B	10%	1.25	12.5
Carrier C	10%	0.75	7.5
Carrier D	10%	1.0	10.0
Non-SmartWay Carrier	10%	0.0	<u>00.0</u>
Total Shipper Score			50.0

Companies that qualify must adhere to EPA's SmartWay Graphics Standards and Use Guide (available at www.epa.gov/smartway), as well as sign and return the Mark Signature Page before using the SmartWay Transport Partner mark.

LOGISTICS COMPANIES

The Logistics FLEET Performance Model is used by Logistics Partners to generate a Logistics Score. The score is calculated by multiplying the percentage of freight a Logistics Partner moves with each carrier by that carrier's Shipper Index Factor (SIF) and summing the results. SIF scores for Carrier Partners are either 0.75, 1.00, or 1.25, and are provided on request. Partners who achieve a Logistics Score of 0.50 or greater qualify to use the SmartWay Transport Partner mark (logo).

Partners that qualify to use the logo must adhere to EPA's SmartWay Graphics Standards and Use Guide as well as sign and return the Mark Signature Page before using the SmartWay Transport Partner mark. These materials are available from your Partner Account Manager.

LOGISTICS PARTNER VALUE TO SHIPPERS

SmartWay Shipper Partners receive credit toward their SmartWay Score by employing SmartWay Logistics Partners. Based on the Logistics Partner's FLEET model score, the Logistics Partner will be assigned an SIF. The SIF determines the amount of credit a Shipper receives for employing the Logistics Partner. The following table is used to determine your company's SIF. The higher the SIF, the more attractive the Logistics Partner will be to a SmartWay Shipper Partner.

<u>Logistics FLEET Model Score</u>	<u>Shipper Index Factor (SIF)</u>
0.0 to 0.30	.75
0.31 to 0.49	1.00
0.50 or greater	1.25



Partner Mark Qualification Truck Stops

Truck Stops

SmartWay Truck Stops qualify to use the SmartWay mark (logo) when 50% or more of their truck parking spaces are properly demarcated, per the Partnership Agreement, as an “idle-free zone”. Proper demarcation consists of latex, traffic, reflective paint surrounding the parking space and signs identifying the spaces.

Partners that qualify to use the mark must adhere to EPA’s SmartWay Graphics Standards and Use Guide as well as sign and return the Mark Signature Page before using the SmartWay Transport Partner mark. These materials are available from your Partner Account Manager.

QUESTIONS AND PARTNER SUPPORT

For questions and Partner support, please call your SmartWay Partner Account Manager, or the SmartWay Transport Partnership call center at 734-214-4767.