

**Con-way**<sup>®</sup>

**Con-way**<sup>®</sup>  
FREIGHT  
**Menlo**<sup>®</sup>  
WORLDWIDE LOGISTICS  
**Con-way**<sup>®</sup>  
TRUCKLOAD

# **Making SmartWay<sup>SM</sup> a Strategic Business Partner**

## **Presentation to the EPA SmartWay<sup>SM</sup> International Conference Ann Arbor, Michigan**

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**Con-way Inc.**

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# Con-way Inc.

Con-way Inc. is a \$4.7 billion freight transportation and logistics services company headquartered in San Mateo, California.

- Con-way Freight - Ann Arbor, Mich.
  - Con-way Truckload - Joplin, Mo.
  - Menlo Worldwide Logistics - San Mateo, Calif.
  - Road Systems Inc. (RSI) - Searcy, Ark.
- 25,000 employees
  - More than 300 North American service centers
  - Operations in 17 countries across five continents



# Why Become a U.S. EPA SmartWay Transport Partner?

Achieve environmental objectives & improve the bottom line:

- Benchmark against industry best practices to reduce fuel consumption, CO2 emissions
- Increase fleet fuel efficiency, decrease use of other petroleum products
- Reduce overall operating costs
- Benefit from technologies already tested by SmartWay
- Reduce carbon footprint – increasingly important to customers who buy shipping services
- Advance broader corporate sustainability goals



# Con-way and SmartWay: A History of Success

## *U.S. EPA Environmental Excellence Award*

Annual recognition since 2004 for companies in the freight sector that have shown leadership in conserving energy and lowering greenhouse gas emissions

- 2006 — Con-way Truckload
- 2007 — Con-way Truckload
- 2008 — Con-way Freight



# Con-way Freight

Fleet: 8,400 tractors

EPA SmartWay partner since: 2006

- Speed reduction — 65 to 62 mph in 2008
- Low profile tires improve rolling resistance and reduce weight
- Engines/drive train specs tuned for optimal fuel economy
- Idling monitors set to 3 minutes
- Aerodynamic fairings for tractors, reduce resistance
- Trailer weight reduced
- Exclusively use remanufactured trailers – reduced waste stream



# Con-way Freight — 2007 Results

- Diesel fuel savings: 3,594,377 gallons (3.8 percent)
- Carbon dioxide emission reduction: 601,928 tons
- Particulate matter emission reduction: 32.09 tons
- Nitrogen oxide emission reduction: 1,184 tons
- SmartWay Shipper Index Factor: 1.25 — highest attainable score

# Con-way Truckload

Fleet: 2,700 tractors

SmartWay partner since: 2005

- Speed reduction — 70 to 65 mph in 2008
- 100 percent of tractors converted to single wide-base tires (40 percent of trailers by end of 2008)
- Purchase of SmartWay-approved and CARB-certifiable engines
- Truck spec weight lowered by 670 pounds, saving 11,400 gallons of diesel fuel each year
- No-idle designated parking at selected terminals
- Aerodynamic considerations in tractor and trailer purchases



# Con-way Truckload — 2007 Results

- Diesel fuel savings: 2,575,475 gallons
- Carbon dioxide emission reduction: 295,712 tons
- Particulate matter emission reduction: 17.9 tons
- Nitrogen oxide emission reduction: 670 tons
- SmartWay Shipper Index Factor: 1.25 — highest attainable score
- SmartWay Excellence Award winner — 2006 and 2007





# Menlo Worldwide Logistics

Fleet: Contract carriers only

SmartWay partner since: 2007

- SmartWay compliance – key evaluation criteria for carrier selection
- Encourages SmartWay compliance in existing carriers
- 85 percent of network miles run by SmartWay-approved carriers
- Implementing no-idling policy at distribution centers



# Joining SmartWay: The Right Strategic Move at the Right Time

A partnership that will get results:

- Join the ranks of other progressive companies
- Improve environmental performance
- Reduce fuel consumption and related costs
- Contribute to America's energy security
- Become part of the global solution



# Next Steps . . . .



# Questions and Answers

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