

Partner Profile: **Penske Truck Leasing and Rental**

A Business Driven the SmartWay

Company Profile

Penske Truck Leasing Co., L.P., headquartered in Reading, Pa., is a joint venture of Penske Corporation, Penske Automotive Group and General Electric Capital Corporation. A leading global transportation services provider, Penske Truck Leasing operates more than 200,000 vehicles and serves customers from more than 1,000 locations all over the world. Product lines include full-service truck leasing, contract maintenance, commercial and consumer truck rentals, used truck sales, transportation and warehousing management and supply chain management solutions.

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SmartWay Partners have helped the freight sector reduce 23.6 million metric tons of carbon dioxide (equivalent of removing 3 million cars off the road); 478,000 tons of nitrogen oxide, and 22,000 tons particulate matter, while saving 2.3 billion gallons of fuel (a savings of 6.5 billion in fuel costs).



Company Message:

The goals of the SmartWay Transport Partnership to reduce transportation-related emissions by improving supply chain fuel efficiency are part of Penske's DNA. Penske Truck Leasing and Rental is committed to assisting our customers in setting and achieving their SmartWay goals, ultimately helping them improve fleet efficiency, reduce fuel consumption and emissions, and in turn, reduce costs.

Why Penske Truck Leasing Co joined SmartWay

Penske Truck Leasing and Rental believes in the power of partnership. The company provides fleet management expertise to their customers. That belief in partnerships and their commitment to the environment impacted their decision to join SmartWay as an Affiliate partner.

SmartWay Focus

As an Affiliate Partner in SmartWay, Penske Truck Leasing and Rental promote and provide SmartWay designated tractors and trailers for customers, providing only late-model trucks and tractors in their Rental Fleet and to the greatest extent possible, specify vehicles in the Rental Fleet with advanced aerodynamics, idle reduction and engine speed governing technology. Penske provides support and assistance to customers in meeting their SmartWay obligations such as ensuring appropriate specifications, maintaining vehicles to ensure optimum performance, and implementing fuel saving strategies and technologies. Penske also performs education on SmartWay through their Industry Insights webinar series and various speaking engagements, assists in the preparation of SmartWay tracking and assessment tools on behalf of their customers, and uses a proprietary application to marry engine performance metrics with vehicle specification data to identify opportunities for improvement. "Penske Truck Leasing was instrumental in helping us enter the SmartWay Partnership," stated Benjamin J. Faino, Esq, General Counsel of Atlantic Central Logistics. "From completing and evaluating our fleet model to assisting us in identify fleet performance improvement opportunities, Penske understood our business requirements

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and helped us craft our internal SmartWay strategy. With Penske supporting our SmartWay strategy, we can more effectively support our customers SmartWay strategy.”

Benefits and Results

Sustainability initiatives and practices are part of Penske’s DNA. As part of Penske’s commitment to their customers and SmartWay, Penske has over 60,000 vehicles in their rental and leased fleet utilizing the latest emission control technology. According to Penske, this technology has improved fuel economy by over 5%, in turn reducing CO2 emissions by over half a million tons per year, equivalent to the emissions used to power 50,000 homes in the U.S. Additionally, NOx has been reduced by over 20,000 tons per year, and particulate matter emission has been reduced by over 80 tons per year.

Looking Ahead

Penske Truck Leasing and Rental continues to support their customer’s efforts in achieving their SmartWay goals as part of their normal course of business. Additionally, Penske plans to improve customer awareness and involvement in the SmartWay Transport Partnership through continued speaking engagements, customer education events, marketing material, completing Fleet models, and helping customers with their fuel efficiency and emission reduction strategies. Penske will continue to perform modeling to show the impact of vehicle specification and performance on emissions, help customers benchmark against their competition, and articulate the benefits of being a SmartWay partner.