

Webinar Presentation

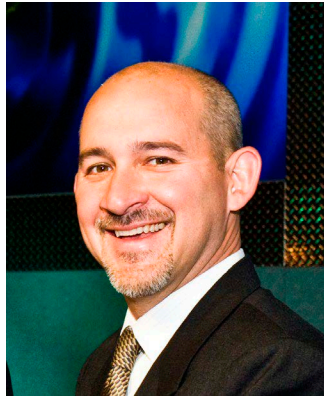


SmartWay 2018 Shipper Tool Overview & Demonstration

Buddy Polovick
US Environmental Protection Agency
Oct 17, 2018



Presenter: Buddy Polovick



- 23 years at EPA, including five years Vehicle Inspection and Maintenance and then SmartWay since inception in 2001
- Before joining EPA, Buddy served in the U.S. Peace Corps as a Community Development Specialist in Mali, West Africa.
- B.A. in International Studies from THE Ohio State University (Go Bucks!) and graduate studies in Environmental & Natural Resource Policy at Michigan State University






Covered Today

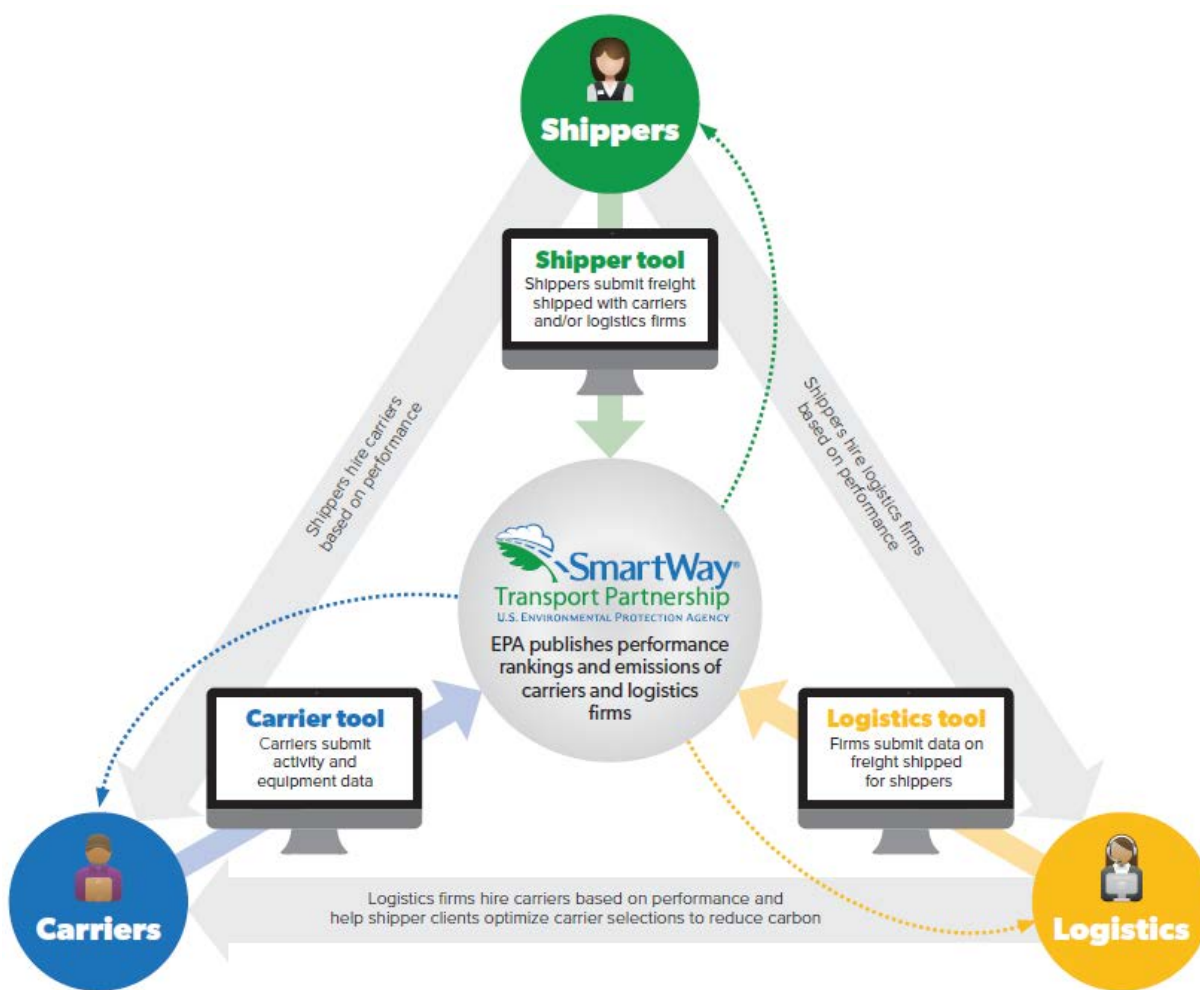


- 🌿 Why SmartWay? Plus new video!
- 🌿 What you will get from participating (4 Ways)
 - Performance reports, Carrier rankings
 - Shipper tool, including 2018 updates
- 🌿 How to navigate, complete and utilize tool
- 🌿 Q&A

Why is this work important?



-  You can use your SmartWay performance benchmarking assessment to better understand and manage your freight supply chain emissions
 - Identify hotspots in supply chain
-  You can assess your performance as compared to your peers
-  You may apply SmartWay data to your CSR strategy, goal setting, and public disclosure reporting like CDP and GRI
-  You will be better able to showcase commitments and achievements
-  You may qualify to compete for recognition with the SmartWay Excellence Award



SmartWay Data Process

FOUR WAYS TO JOIN SmartWay

TAKE THE ON-RAMP TO SMARTER FREIGHT

Learn SmartWay basics
and partner with carriers
to build your plan



START MOVING TOWARDS BETTER PERFORMANCE

Estimate freight
transportation efficiency
and set improvement
targets



MAP YOUR ROUTE WITH REAL ACTIVITY DATA

Calculate activity-based
metrics and uncover
opportunities to cut
waste










DRIVE INNOVATION WITH ADVANCED STRATEGIES

Analyze activity data
with strategic benefit
calculators



4 Ways For Shippers To Participate

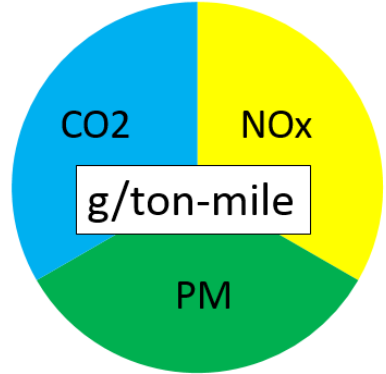
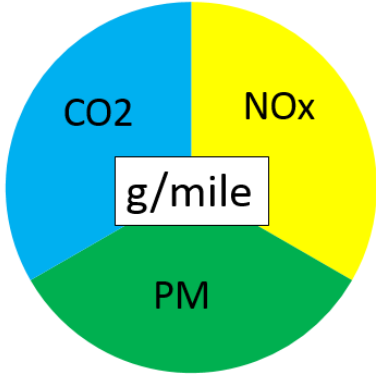
Benefit	Way 1 Shipper Candidate	Way 2 Shipper Partner Activity Surrogate or Custom Metric	Way 3 Shipper Partner Activity Based	Way 4 Shipper Partner Activity & Operational Strategy Based
Access Custom Engagement Plan				
Logo/Brand Use				
Relative Environmental Assessment				
Environmental Footprint, Use to report and benchmark				
Compete for SmartWay Excellence Award				
Quantify Carbon Savings from Operations				
				

Public Carrier Performance Data



	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
1	Performance Rankings																	
2	TRUCKLOAD DRYVAN FLEETS																	
3	Click down arrows to filter data by column categories. Select one or more items in the dropdown menus.																	
4	To search by name, SCAC or MCN, click CTRL + F to bring up the search dialogue box, then type in the 4 letter SCAC, the 8 digit MCN, or all or part of the company name.																	
5	Performance Ranking=midpoint of the performance range for the metric																	

Carrier Data Process



Performance Rankings and Emission Factors													
MCN	Grams per Mile						Grams per Ton-Mile						
	g/mile CO2 Rank	g/mile CO2	g/mile NOx Rank	g/mile NOx	g/mile PM Rank	g/mile PM	g/tm CO2 Rank	g/tm CO2	g/tm NOx Rank	g/tm NOx	g/tm PM Rank	g/tm PM	
MC625894	2	1560	3	5.9	3	0.153	1	74	2	0.225	3	0.01	
	2	1560	2	3.4	2	0.063	2	84	2	0.225	1	0.0005	
	2	1800	3	5.9	4	0.243	3	94	2	0.225	3	0.01	
	2	1560	5	10.9	5	0.333	2	84	5	0.675	5	0.022	
MC181440	3	1640	3	5.9	3	0.153	4	104	3	0.375	3	0.01	
	5	1800	3	5.9	2	0.063	5	114	3	0.375	2	0.004	
MC716290	1	1480	1	0.9	1	0.009	1	74	1	0.075	1	0.0005	
MC488737	3	1640	3	5.9	2	0.063	4	104	3	0.375	2	0.004	
	2	1560	3	5.9	4	0.243	1	74	3	0.375	3	0.01	
	4	1720	4	8.4	2	0.063	5	114	4	0.525	2	0.004	
19 A&L Intermodal	3	1640	1	0.9	1	0.009	2	84	1	0.075	1	0.0005	
20 A&M Transport, Inc.: Dry Van Fleet	4	1720	4	8.4	3	0.153	1	74	3	0.375	2	0.004	
21 A&S Services Group, LLC	3	1640	2	3.4	2	0.063	5	114	3	0.375	2	0.004	
22 A. Gutierrez Trucking	1	1480	5	10.9	5	0.333	5	114	5	0.675	5	0.022	
23 A.C. Trucking, Inc.: 12073707	3	1640	3	5.9	2	0.063	1	74	2	0.225	2	0.004	
24 A.D. Transport Express, Inc.	2	1560	1	0.9	1	0.009	5	114	2	0.225	2	0.004	
25 A.N. Webber, Inc.	3	1640	2	3.4	2	0.063	3	94	2	0.225	2	0.004	
26 A/T Transportation, LLC.	3	1640	4	8.4	3	0.153	4	104	4	0.525	3	0.01	
27 Abilene Motor Express	3	1640	3	5.9	2	0.063	3	94	3	0.375	2	0.004	
28 AC Leasing Company, Inc.	4	1720	4	8.4	5	0.333	3	94	4	0.525	4	0.016	

19	A&L Intermodal	Truck	TL/Dry Van	For-Hire	AALM													
20	A&M Transport, Inc.: Dry Van Fleet	Truck	TL/Dry Van	For-Hire	ALKM	MC217072												
21	A&S Services Group, LLC	Truck	TL/Dry Van	For-Hire	ANSW	MC164166												
22	A. Gutierrez Trucking	Truck	TL/Dry Van	For-Hire	XQGZ	MCN/A												
23	A.C. Trucking, Inc.: 12073707	Truck	TL/Dry Van	For-Hire	AKGM	MC196190												
24	A.D. Transport Express, Inc.	Truck	TL/Dry Van	For-Hire	ADXR	MC195625												
25	A.N. Webber, Inc.	Truck	TL/Dry Van	For-Hire	WANQ	MC147008												
26	A/T Transportation, LLC.	Truck	TL/Dry Van	For-Hire	AUCR	MCN/A												
27	Abilene Motor Express	Truck	TL/Dry Van	For-Hire	AEQC	MC194957												
28	AC Leasing Company, Inc.	Truck	TL/Dry Van	For-Hire	ACWH	MC156691												

SmartWay Shipper Performance Report

Based on 2017 Tool Submission Using NAICS 44
 PREPARED FOR: ABC Shipping, Inc.

This executive report provides important information on ABC Shipping, Inc.'s participation in the U.S. EPA's SmartWay Transport Partnership. This confidential report is based on data reported in 2017, for the prior year's activity.

THE BASICS

Member Since: 2014
 Company: Retail

Your Company's Executive Contact to SmartWay: Adrian Lemming

Your Company's Day-to-Day SmartWay Contact: Ronald Johnson

SmartWay Partner Account Manager (PAM): John Doe
 Phone: 800-123-4567 Email: John.Doe@ABC.com

ABC Shipping, Inc.'s SmartWay performance is a reflection of the efficiency of the freight carriers hired to move its products and supplies, and the internal steps taken to improve the company's transportation and logistics system.

This report provides various measures to evaluate the efficiency and environmental performance of ABC Shipping, Inc.'s freight operations.

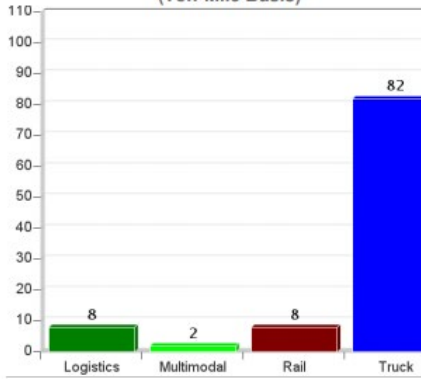
HOW DOES ABC SHIPPING, INC. MOVE FREIGHT?

Freight can be shipped via multiple modes, such as truck, rail, barge, air, and ocean-going carriers, with varying costs and speed. Your goal of reducing costs to move freight is aligned with the goal of reducing air emissions. Understanding the energy intensity and environmental impact of your modal options will help you to make more informed choices that still meet your needs. Note: Totals may not add to 100% due to rounding.

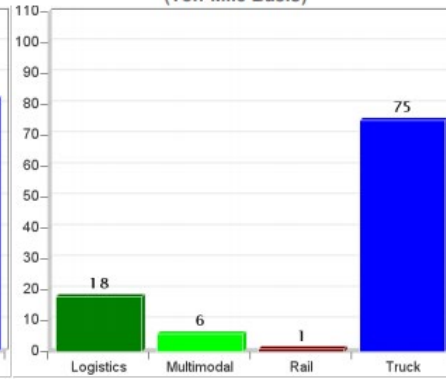
Shipper Performance Report

- Targeted to decision makers and executives
- Shows partners:
 - How their performance has changed over time
 - How they compare to their peers
 - How they can continue to improve

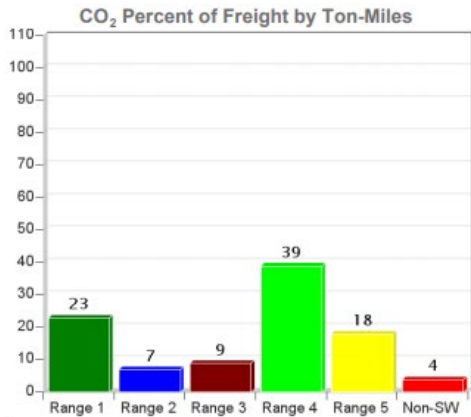
Your Carrier CO₂ Emissions % by Mode (Ton-Mile Basis)



Your NAICS Peers' CO₂ Emissions % by Mode (Ton-Mile Basis)



Proportion of Your Carriers by CO₂ Grams per Ton-Mile Performance Range (Truck Freight)



Your Percentage of SmartWay Usage

Use this information to identify what proportion of your freight is carried by the most efficient carriers (Performance Range 1) to the least efficient carriers (Performance Range 5), or non-SmartWay carriers.

TIP: Using more of the higher-performing SmartWay carriers will directly reduce your total emissions.

TIP: Incentivizing existing carriers to improve performance and raise their bin rating will reduce your footprint.

TIP: The performance of non-SmartWay carriers is unknown and assumed to be lowest efficiency. Encourage them to register with SmartWay so they can demonstrate performance.



Shipper Performance Report

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Number of SmartWay Carriers - All Modes
 REPORTING YEAR: 2016 (2015 Data Year)
 19

REPORTING YEAR: 2017 (2016 Data Year)
 10

Percent of SmartWay Carriers - All Modes
 REPORTING YEAR: 2016 (2015 Data Year)
 76%





REPORTING YEAR: 2017 (2016 Data Year)
 63%

Compared to the average of your peers, here is how you did in 2016 (reported in your 2017 Shipper Tool).

Percent of Carriers Used that are SmartWay Carriers

• YOUR COMPANY: 63%
 • YOUR PEERS: 78%

SmartWay

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- SmartWay Home
- Learn about SmartWay
- Participate in SmartWay
- How the SmartWay Partnership Works
- Become a SmartWay Shipper Partner
- Shipper Tools and Resources**
- Become a SmartWay Carrier Partner
- Become a SmartWay Logistics Company Partner
- Become a SmartWay Affiliate
- Meet the SmartWay Partners and Affiliates
- Use the SmartWay Brand
- Global Collaboration
- SmartWay Latest News

SmartWay Shipper Partner Tools and Resources

This page contains the tools, guidance, and best practice information you need to get the most out of the SmartWay program as a registered SmartWay Shipper.

SmartWay Shippers measure, benchmark, and improve their performance on an annual basis. Shipper performance is based on evaluating how much of the freight you ship is carried by benchmarked SmartWay Carriers versus non-SmartWay Carriers.

You must submit a completed and accurate SmartWay Shipper Tool to EPA by the due date listed on this page to be a SmartWay Shipper in good standing and to be eligible for partner recognition.

If you are responsible for annual updates and fleet improvement strategies, bookmark this page for your convenience. All SmartWay Shipper information will be updated on this page.

What would you like to do?

- Measure Performance
- View Ranking Data
- Get Training
- Improve Performance
- Highlight Achievements

Partner Key Information

- [Annual Eligibility Guidelines](#)
- [Data Quality Best Practices](#)
- [Tool Due Date Schedule](#)
- [Webinars/Events](#)
- [SmartWay Portal](#)

Shipper Tool and Example Tool

- **IMPORTANT--PLEASE READ: Due to significant changes to the 2018 Shipper Tool, it is highly recommended that you read this guide before using the tool.**
 - [What's New - 2018 SmartWay Shipper Tool Version \(U.S. Version 2.0.17\) \(PDF\)](#) (1 pg, 123 K, EPA-420-F-18-023)
 - Version 2.0.17 of the Shipper Tool contains a number of updates and revisions to the prior version, 2.0.16. These updates have been implemented to enhance the usefulness, clarity and accuracy of the Tool. This document summarizes those changes.
- **READ THIS FIRST: [How to Download the SmartWay Tool](#)**
 - **NOTE:** Tools must be opened in Windows Excel (Version 2003 or later)
- **2018 SmartWay Shipper Partner Tool (2017 Data Year)** (6 MB, October, 2018) Save this file to your computer before opening. Use this file for submitting your data--Do not submit the example tool.

Shipper Tool Due Date

- December 28, 2018



The 2018 Shipper Tool is available for download on SmartWay website:

<https://www.epa.gov/smartway/smartway-shipper-partner-tools-and-resources>








What's New This Year?



- 🌿 New and easier navigation of data input screens based on participation level
- 🌿 New report features for shippers that plan to use SmartWay results in sustainability reporting such as CDP and GRI
 - New Scope 3 emission metrics now available for interested shippers
- 🌿 Complete list of all changes:
 - <https://www.epa.gov/sites/production/files/2018-10/documents/420f18023.pdf>

Best Practices



-  SmartWay communicates valuable information to partners through email
 - Make sure it isn't going into your spam folder
-  Keeping all SmartWay tools in the same folder makes year over year comparisons easy
-  SmartWay is a partnership - we rely on our SmartWay contacts
 - Have a backup contact to insure continuity for temporary absences
 - Have a succession plan so someone is ready if your job changes
-  SmartWay offers business intelligence for you to use for company benchmarking, decision making and planning
-  We're here for you - an experienced Partner Account Manager (PAM) is assigned to your company to offer assistance and answer your questions... Do you know yours?

SmartWay Reporting Schedule



Shipper Tool Demonstration...

Questions?



SmartWay website: <https://www.epa.gov/smartway>

SmartWay Hotline: **734-214-4767**

Contact your PAM!

Available Resource: [Quick Start Guide](#)

SmartWay email: smartway_transport@epa.gov

Buddy Polovick
polovick.buddy@epa.gov

