

SmartWay Transport Partnership

Shipper Tool Webinar Presentation

Matthew Payne

US Environmental Protection Agency

Oct 14, 2015



Covered Today

- **Background**
- Getting the most out of your SmartWay participation
- Understanding “Carrier Scores” and best practices for selecting carriers
- What’s new this year in the Shipper Tool
- Key points to remember when filling out your tool
- Demonstration of the Shipper Tool

Why Participate?

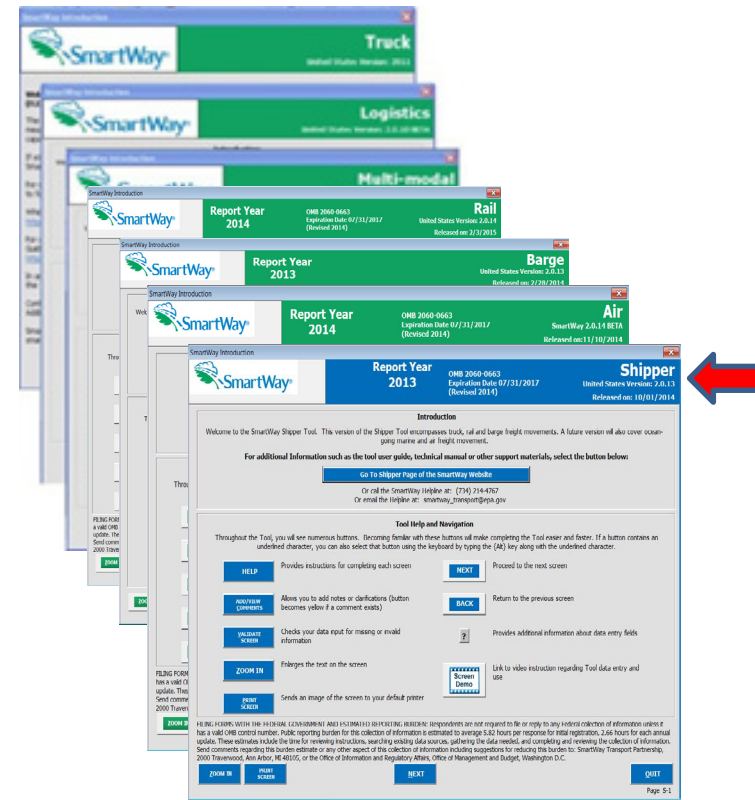
CO₂ = fuel = money

Reduce CO₂ = Reduce Fuel Use = Make More \$\$\$

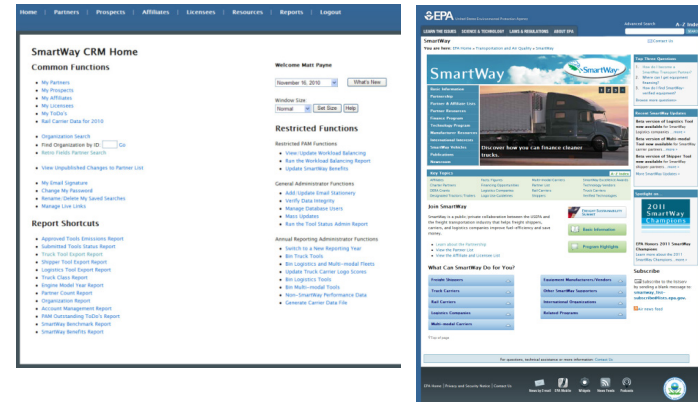
- * 252 Shippers are current members of SmartWay ***
- * 2997 Carriers are current members ***



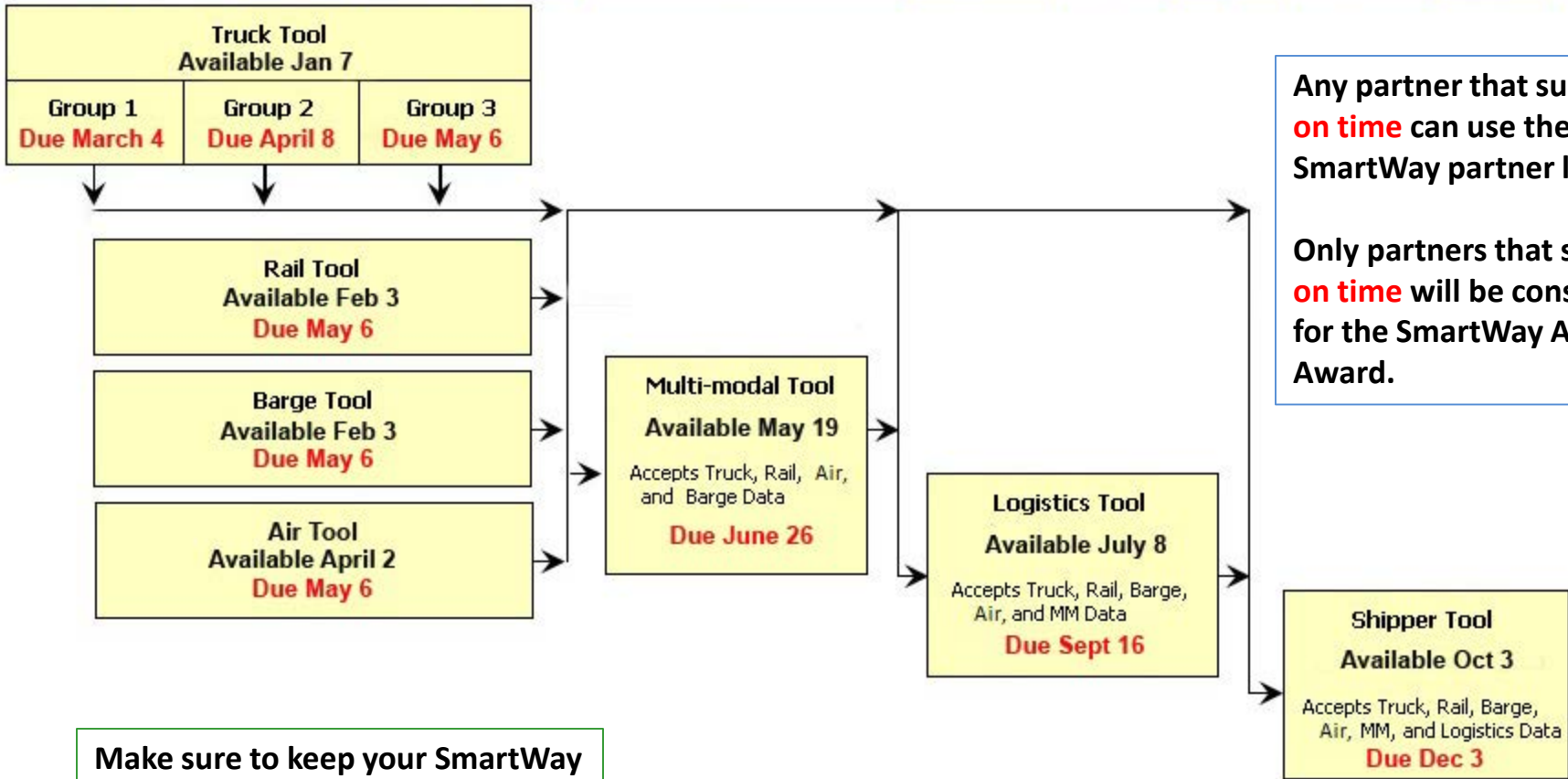
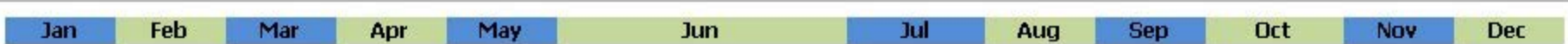
SmartWay is an Integrated System



- Carrier Data Collection Tools
 - Truck, Logistics, Barge, Rail, Multimodal Suite
 - **Beta Air Tool in 2015!**
- SmartWay “Process”
 - Data collection, processing, QA/QC, benchmarking
 - Produces 6 emission factors for public use
- SmartWay Database
 - Stores and manages all SmartWay data
 - Allows industry benchmarking
- SmartWay Website
 - Contains downloadable versions of all tools, user guides, technical documentation, webinars, program descriptions
- Shipper Tool
 - Calculates carrier emission footprints for Shippers



SmartWay Schedule 2015



Any partner that submits **on time** can use the SmartWay partner logo.

Only partners that submit **on time** will be considered for the SmartWay Annual Award.

Make sure to keep your SmartWay contacts up-to-date so you don't miss any deadlines!

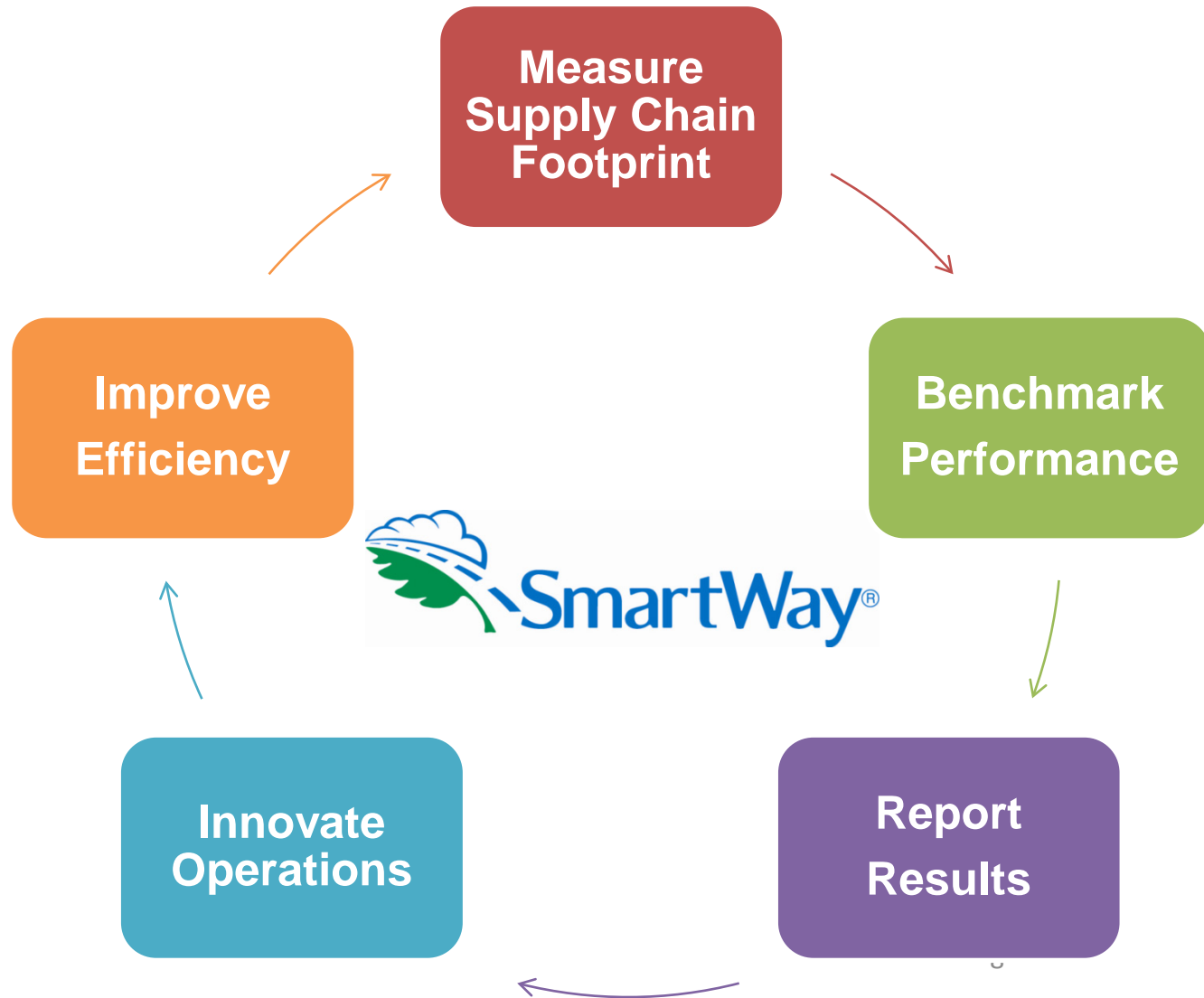
Covered Today

- Background
- **Getting the most out of your SmartWay participation**
- Understanding “Carrier Scores” and best practices for selecting carriers
- What’s new this year in the Shipper Tool
- Key points to remember when filling out your tool
- Demonstration of the Shipper Tool

Getting the most out of your SmartWay Experience

- Ask your carriers to join SmartWay so they can become more efficient
- Calculate your carbon footprint
- Determine ways to reduce your emissions
- Improve your data systems
- Use SmartWay data!
- Include SmartWay in your global carbon reporting
- Include SmartWay in your corporate messaging and advertising
- Display and use the SmartWay logo
- Try to win the SmartWay annual award
- Spread the SmartWay message
- Talk about SmartWay internally to improve employee satisfaction

SmartWay is continuous improvement for the Environment



Covered Today

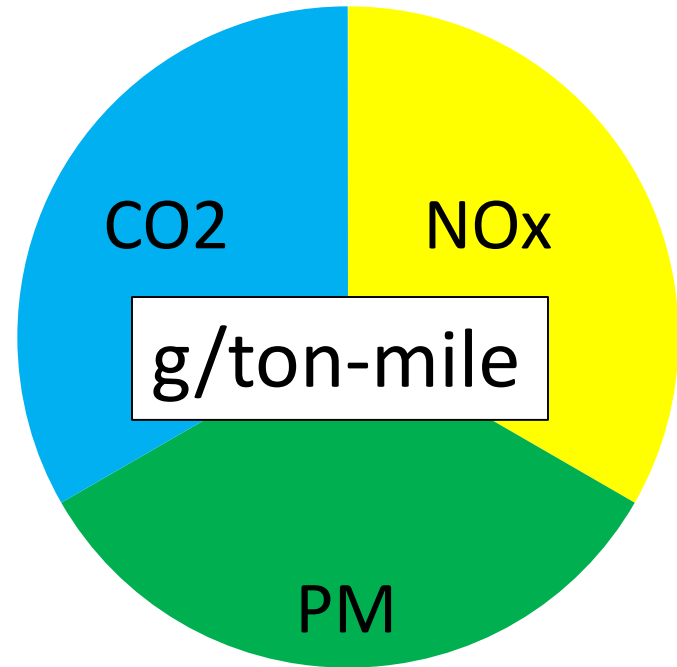
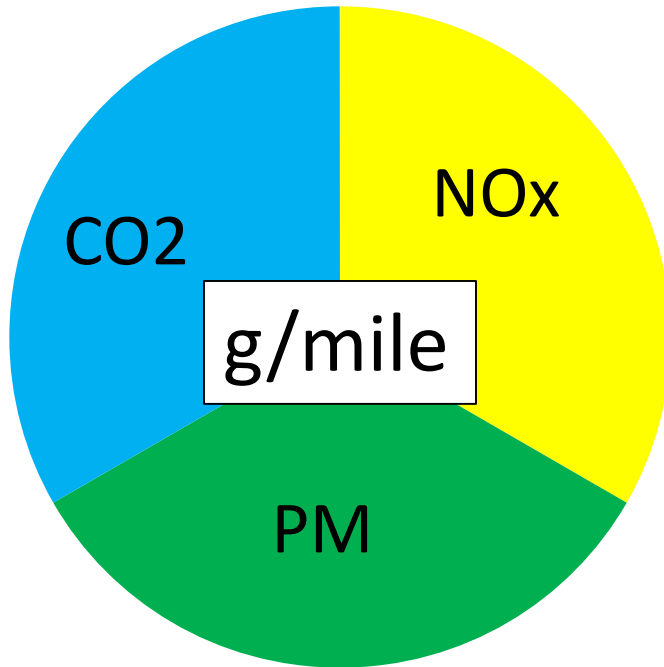
- Background
- Getting the most out of your SmartWay participation
- **Understanding “Carrier Scores” and best practices for selecting carriers**
- What’s new this year in the Shipper Tool
- Key points to remember when filling out your tool
- Demonstration of the Shipper Tool

Understanding “Carrier Scores”

(The SmartWay Ranking System)

- Emission Metrics
 - CO₂, NO_x, or PM?
 - g/mile or g/ton-mile?
- Emission Bins (1,2,3,4,5)
- Modes: Barge, Rail, Truck, Air....
- There is no “SIF Score”
- Question: What/which do I use?
- Answer: It is up to you!

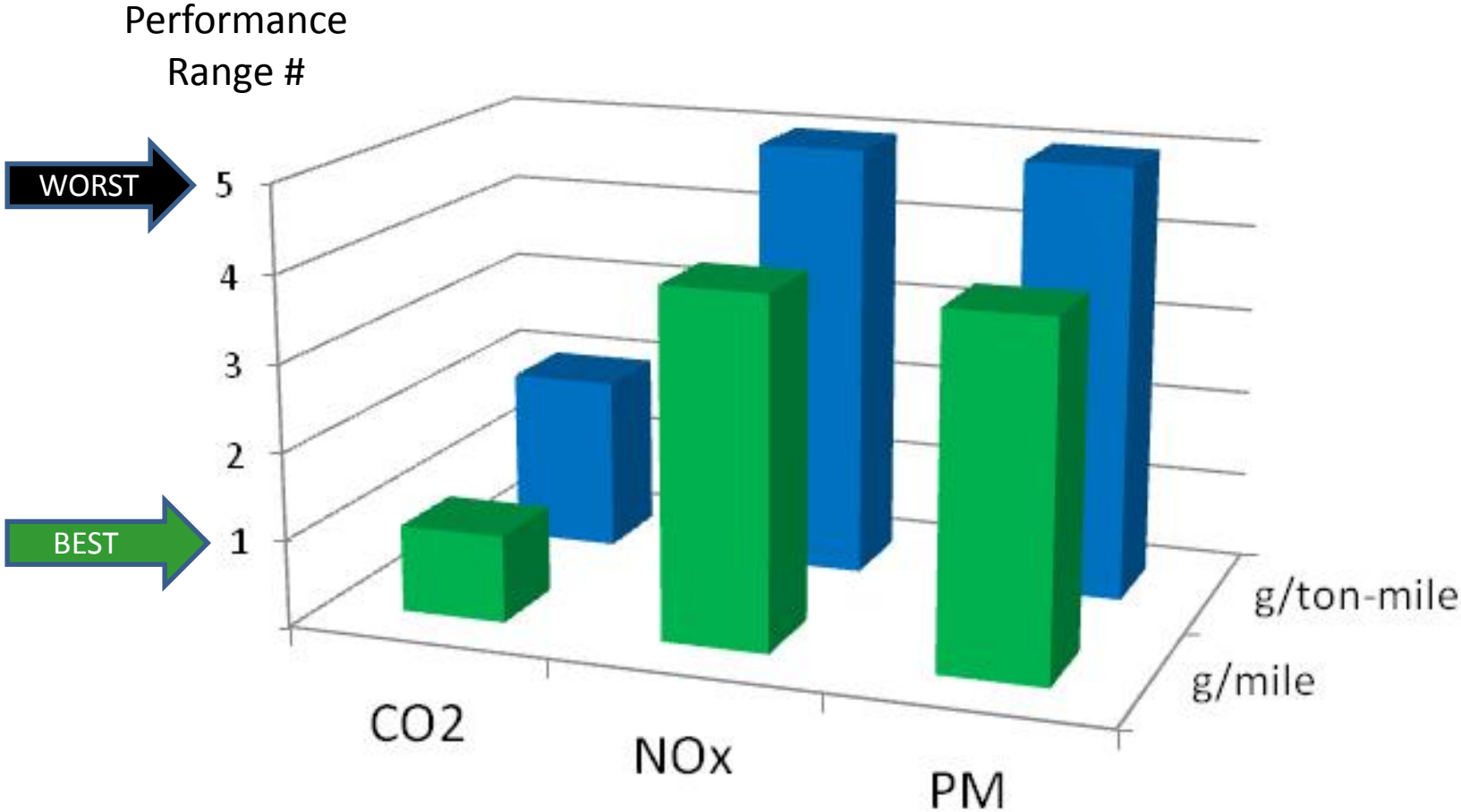
SmartWay's Current 6 Emission Metrics



Pollutants		Metrics	
CO ₂	Carbon Dioxide: a surrogate for fuel efficiency and global warming	Grams per Mile	Amount of pollution produced for every mile travelled
NO _x	Oxides of Nitrogen: known for creating smog, a concern for local areas	Grams per Ton-mile	Amount of pollution produced for every ton that travels one mile, usually the best metric to use
PM	Particulate Matter: known for creating black soot, a concern for local areas		

SmartWay Ranking System

Graphic Representation



2015 SmartWay Carrier Categories and Data Specificity

TRUCK	Dry Van & Chassis	Reefer	Flatbed	Tanker	Heavy & Bulk	Auto Carrier	Moving	Specialized & Utility	Mixed
Dray	Dray 5 Performance Levels								
Truckload	Truckload DryVan 5 Performance Levels	Reefer 5 Performance Levels	Flatbed 5 Performance Levels	Tanker 5 Performance Levels	Heavy & Bulk 5 Performance Levels	Auto Carrier 5 Performance Levels	Moving 5 Performance Levels	Specialized & Utility 5 Performance Levels	Mixed 5 Performance Levels
Expedited	Expedited 5 Performance Levels								
LTL	LTL 5 Performance Levels								
Package	Package Delivery 5 Performance Levels								
Mixed	Mixed								

Rail	Single Modal Average for All Rail (No company differentiation allowed per Association of American Railroads)
-------------	---

Barge	Company Specific Data
--------------	-----------------------

Air	To be determined
------------	------------------

Logistics	5 Performance Levels
------------------	----------------------

Multimodal	Emission Factor Data Only (No 5 Performance Level Ranking)
-------------------	---

Marine	To Be Determined (Proposed availability in 2016 calendar year)
---------------	---

SmartWay Performance Report for Carriers

Performance Rankings

ALL FLEETS

Rankings are from 1-5, 1=Best (Top 20%)

Click down arrows to filter data by column categories. Select one or more items in the dropdown checklists.

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.

Note: g/tm=g/ton-mile

Performance Rankings and Emission Factors

Company	Division	Name	Mode	SubMode	Fleet Type	SCAC	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	
AEP River Operations: Captive			Barge		River Barge				16244			448.9		15.2237		15.343		0.424		0.0144
AEP River Operations: Commercial			Barge		River Barge				18116			321.46		10.7202		14.731		0.2614		0.0087
Ingram Barge Company			Barge		River Barge				17209			401		6.6886		14.4		0.3355		0.0056
3 Rivers Logistics, Inc			Logistics	Logistics		TVQI	MC376181	5	2460		5	28.5	4	1.025	5	492.5	5	3.35	4	0.139
A&R Global Logistics			Logistics	Logistics		AMLQ	MC316077	4	2250	3	18.5	3	0.775	2	207.5	2	1.25	5	0.177	
A.M.Transport Services, Inc.			Logistics	Logistics		AMNO	MC224875	4	2250	5	28.5	4	1.025	4	397.5	4	2.65	4	0.139	
Ace Logistics, Inc.			Logistics	Logistics		ACEI	MC411479	4	2250	4	23.5	4	1.025	4	397.5	4	2.65	4	0.139	
Adams Third Wave Logistics LLC: Freight Broker			Logistics	Logistics		AHWE	MC723939	1	1620	1	8.5	1	0.275	1	112.5	1	0.55	1	0.025	
Addison Transportation			Logistics	Logistics		AFDN	MC326834	4	2250	4	23.5	4	1.025	4	397.5	4	2.65	4	0.139	
ADM Logistics, Inc.			Logistics	Logistics		ADOS	MC274764	1	1620	1	8.5	1	0.275	2	207.5	2	1.25	2	0.063	
Aeronet Worldwide: supply chain solutions			Logistics	Logistics		AERG,AERN	MC0033994	1	1620	1	8.5	1	0.275	1	112.5	1	0.55	1	0.025	
AFN, LLC			Logistics	Logistics		AFNW	MC446639	3	2040	3	18.5	3	0.775	3	302.5	3	1.95	3	0.101	
Agmark Logistics, LLC			Logistics	Logistics		AKFO	MC684924	1	1620	3	18.5	2	0.525	1	112.5	1	0.55	1	0.025	
Airways Freight Corp.: AFRG			Logistics	Logistics		AFRG	MC288078	2	1830	1	8.5	1	0.275	2	207.5	1	0.55	1	0.025	
AIT Worldwide Logistics, Inc.			Logistics	Logistics		AIHH	MC209107	2	1830	2	13.5	2	0.525	4	397.5	4	2.65	4	0.139	
ALG Worldwide Logistics, LLC: ALG Worldwide - ALG Di			Logistics	Logistics		AGPN	MC002586	4	2250	4	23.5	4	1.025	4	397.5	4	2.65	5	0.177	
All American Logistics, LLC			Logistics	Logistics		AAL	MC591007	5	2460	5	28.5	4	1.025	4	397.5	4	2.65	4	0.139	
Allen Lund Company, LLC			Logistics	Logistics		LUAC	MC163523	5	2460	5	28.5	4	1.025	4	397.5	4	2.65	4	0.139	
Alliance Shippers Inc.			Logistics	Logistics		ANSH	MCN/A	1	1620	3	18.5	2	0.525	1	112.5	1	0.55	1	0.025	

<http://epa.gov/smartway/forpartners/performance.htm>

Example Carrier Selection Criteria

Example 1

- I want it simple, one metric: I'm concerned about the most direct correlation to fuel efficiency so I will only look at CO2 g/ton-mile

Example 2

- I want to always pick the best mode first so I will:
 - Use barge, then rail, then truck
 - If it has to move by truck I will pick a Bin 1, 2 or 3 truck carrier

Example 3

- I only use truck transport and I want to factor in all pollutants so I will:
 - Use g/ton-mile as my metric and weight the pollutants-
 - 50% CO2 + 25% NOx + 25% PM for each bin rank to give a +1 to 10 point addition to a carrier's bid proposal
 - I won't hire any non-SmartWay carriers

Example 4

- SmartWay- will hire, Non-SmartWay – won't hire

SmartWay can help you develop the best selection criteria: You can go as simple or complex as you want

Covered Today

- Background
- Getting the most out of your SmartWay participation
- Understanding “Carrier Scores” and best practices for selecting carriers
- **What’s new this year in the Shipper Tool**
- Key points to remember when filling out your tool
- Demonstration of the Shipper Tool

What's New This Year?

Changes in This Year's Shipper Tool

- There are new Data Availability Options
 - Labelled A,B, C, D instead of 1, 2, 3, 4, 5, 6,7
 - Data availability options include the following choices:
 - A: I know both ton-miles and miles
 - B: I know ton-miles and average payload
 - C: I know total miles and average payload
 - D: I know total miles. Available for truckload dry van, flatbed, tanker, refrigerated, auto carrier, dray and moving.
 - Other options have been removed
- Calculation of mass emissions will now be based on ton-miles, as opposed to users having a choice of ton-miles or miles -- it is the better performance metric.
- SmartWay program updates, refinements and enhancements of user inputs were streamlined to assist Partners with achieving greater accuracy in determining emissions, as well as to improve data credibility and validity.

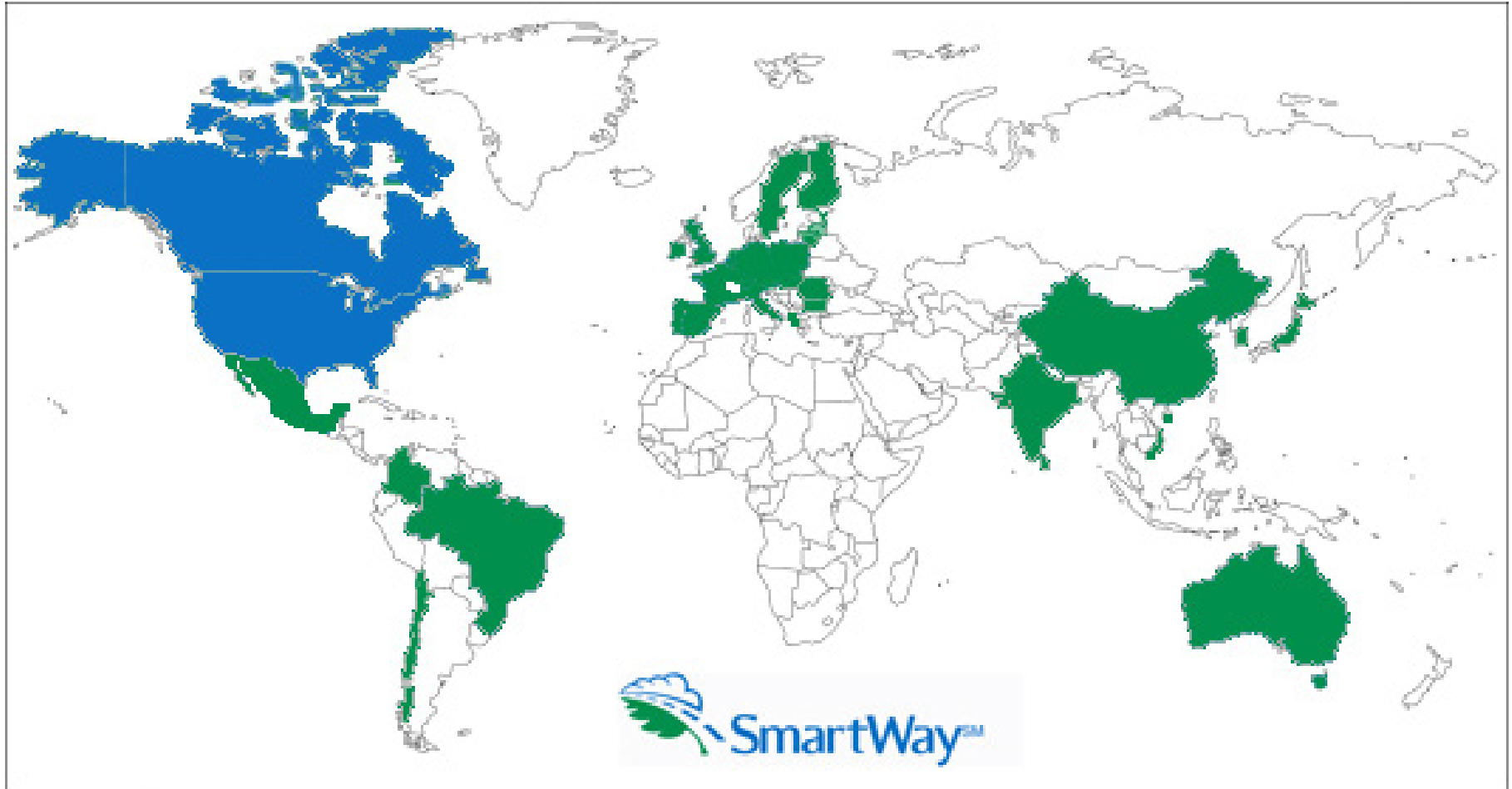
Covered Today

- Background
- Getting the most out of your SmartWay participation
- Understanding “Carrier Scores” and best practices for selecting carriers
- What’s new this year in the Shipper Tool
- **Key points to remember when filling out your tool**
- Demonstration of the Shipper Tool

Key Points to Remember

- You must enter any Non-SmartWay carriers on the non-SmartWay carrier tab!
- There are multiple ways to input your data
 - Manual (probably best for companies that use less than 100 carriers)
 - Data Upload (requires ability to work with data files)
 - Data Upload with Carrier Matching (Developed for Huge fleets that have trouble matching requires ability to work with data files)
- SmartWay presents the carrier identification data *as supplied by the carrier*
 - Includes multiple identifiers: SCAC, DOT, MCN, address, plus others
 - Carriers need to properly identify their fleets and supply good identification data.
- Include your U.S. and Canadian freight
 - Canada is participating in SmartWay and has a Canadian version of the program/tools identical to the US. (except in metric and French)
- Please send BOTH .xls and .xml files to your Partner Account Manager
- Please include different Primary (working) and Executive Contacts with accurate information
- Remember to save your progress as you fill out the tool, and when you save it, make sure it is saved in a place that others in your organization can access.
- If you are promoted to a new position, or leave the company, PLEASE make sure your replacement knows about your SmartWay responsibilities.
- You must choose the Emission Footprint option to be eligible for the SmartWay Awards
- **If in doubt on anything (SmartWay related), call your PAM!**

SmartWay Global Status



- *SmartWay is the Gold standard for freight carbon tools. -MIT*

epa.gov/smartway