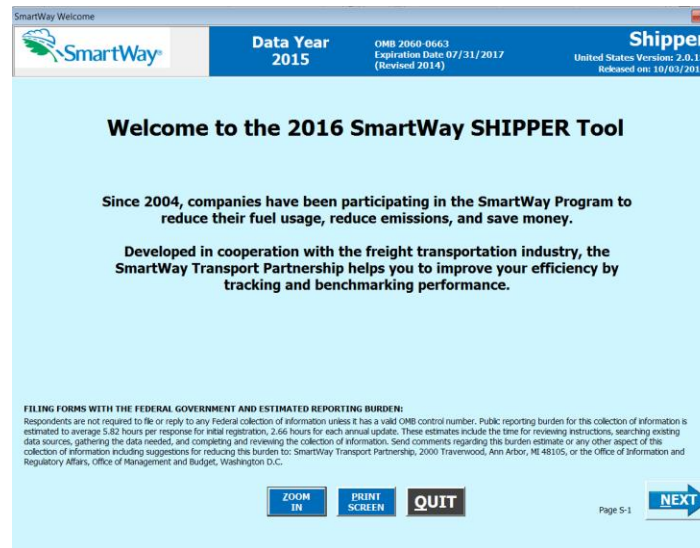


SmartWay Transport Partnership

2016 SmartWay Shipper Tool Demonstration: Using the SmartWay Shipper Tool to Calculate your Freight Carbon Emissions and Add Value to your Business



Matthew Payne, MBA

US Environmental Protection Agency

Oct 19, 2016



Covered Today

- Background
- Why Participate: A Profit Driven Business Case
- Program Basics
- Getting the most out of your SmartWay participation
- What's new this year in the Shipper Tool
- Key points to remember when filling out your tool
- Demonstration of the Shipper Tool

Background

- SmartWay was initiated as a voluntary market based program with members of the U.S. Freight and Shipping industry in 2001.
 - Improve the efficiency of the U.S. freight system
 - **Simple** System using Operational Data
 - Reduce the release of harmful emissions
 - **Fuel Use = \$\$\$ = CO₂**



- In operation since 2004, currently SmartWay has:
 - Over 3300 Carriers
 - Over 260 Shippers
 - Over 260 Affiliates

Ultimate Goal: Seamless One-Stop Global Freight Carbon Accounting



SmartWay Global Connections



WORLD
RESOURCES
INSTITUTE



GREENHOUSE
GAS PROTOCOL



**Consulting
Firms**



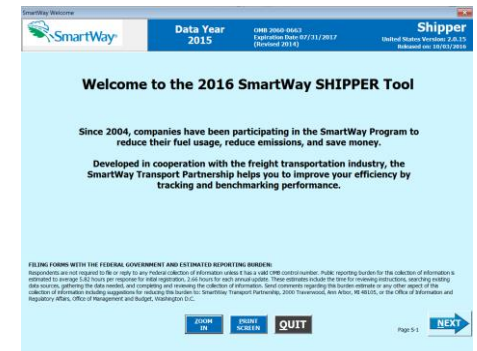
**SmartWaySM
Emission Factors**



**ACADEMIC
INSTITUTIONS**



**Private
Transportation
Management
System Software
Platforms**



WHY PARTICIPATE?

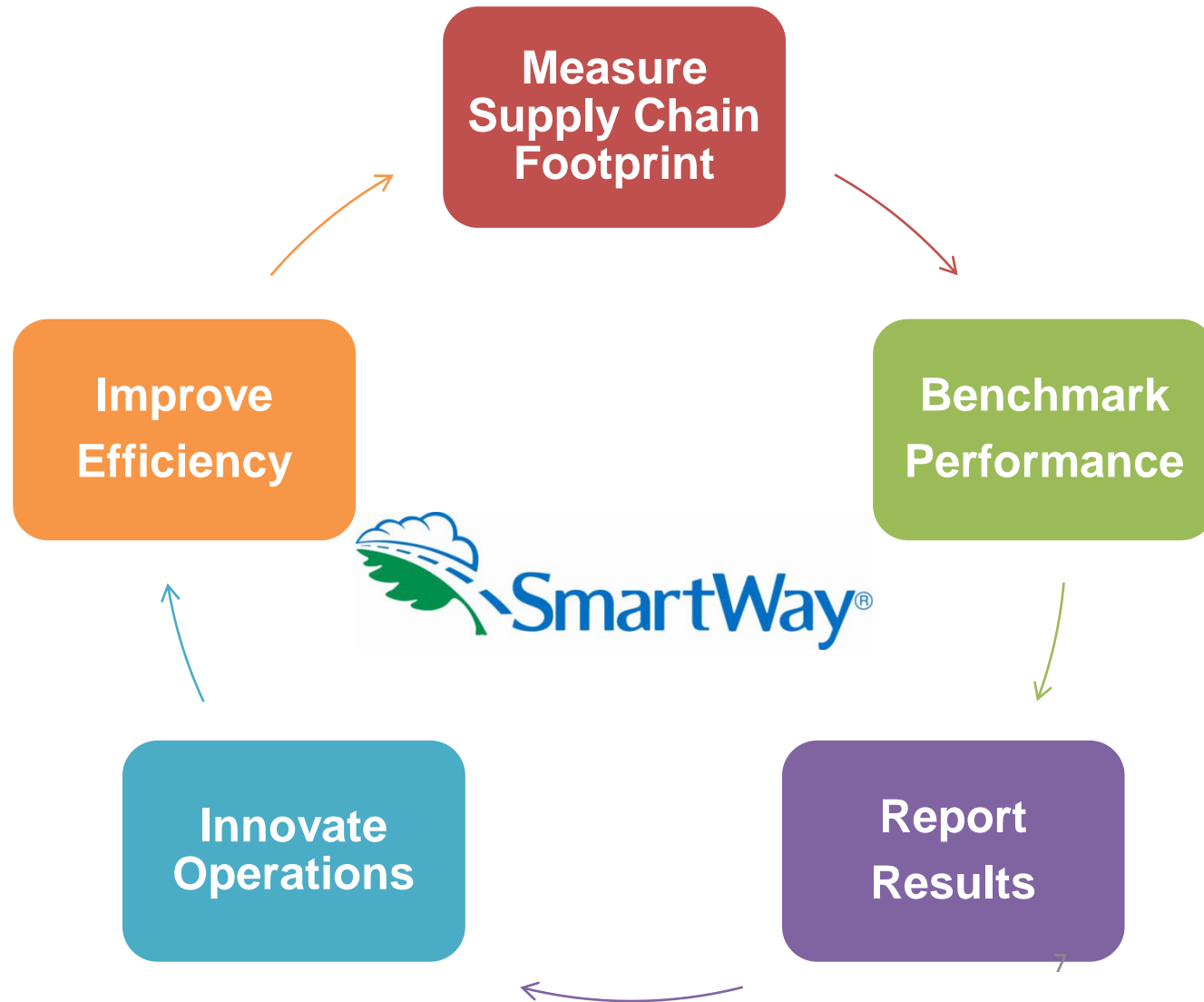
- Need for competitive efficiency in your Supply Chain
- Remove Carbon → Remove Costs
- Increasing global need for Corporate Social Responsibility reporting
- Customer market drivers – increasing concern for social & enviro issues
- Ease of Reporting
- Consistency of measurement and fairness of comparisons
- Ability to benchmark your performance
- We need a critical mass of Public Participation to provide the above benefits



CORPORATE
SOCIAL
RESPONSIBILITY



SmartWay is continuous improvement for the Environment and Efficiency



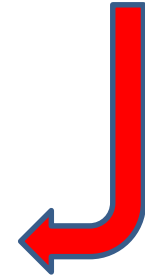
SmartWay System





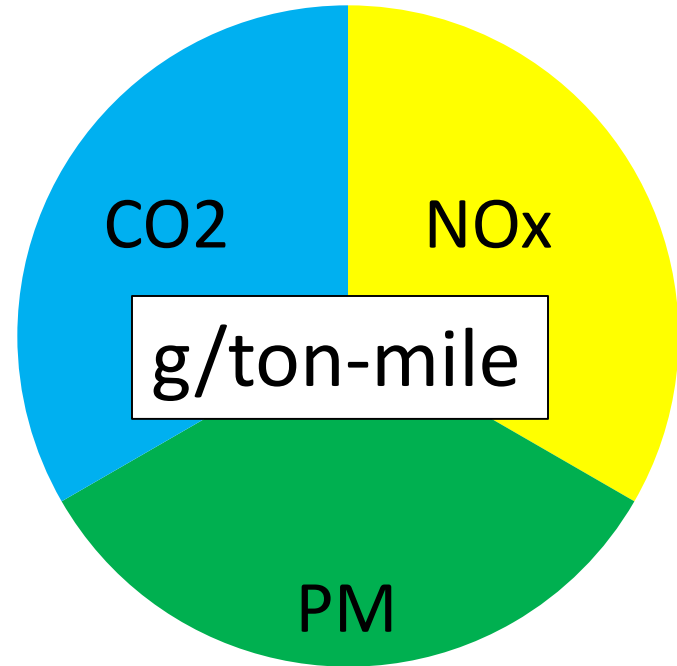
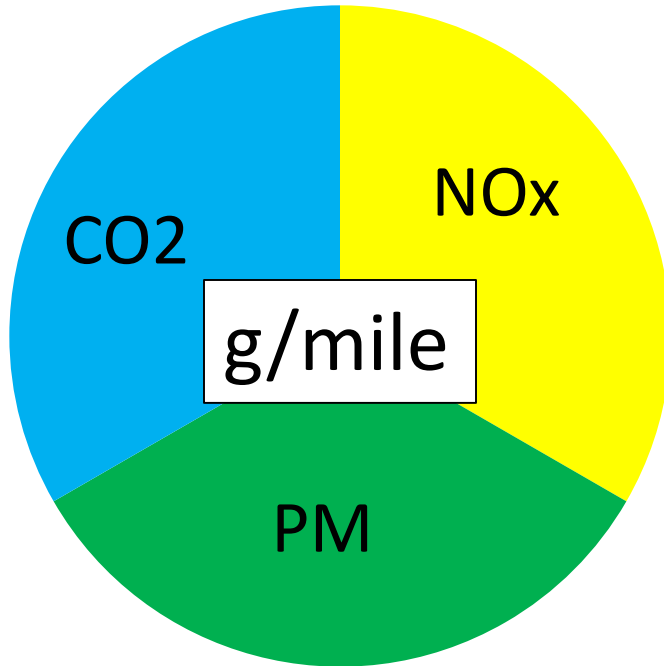

Welcome to the 2016 SmartWay SHIPPER Tool

Since 2004, companies have been participating in the SmartWay Program to reduce their fuel usage, reduce emissions, and save money. Developed in cooperation with the freight transportation industry, the SmartWay Transport Partnership helps you to improve your efficiency by tracking and benchmarking performance.



Mode	Carrier	Mode	Carrier	Mode	Carrier	Mode	Carrier	Mode	Carrier	Mode	Carrier	Mode	Carrier	Mode	Carrier	Mode	Carrier	Mode	Carrier
Truck	301-Transport, Inc.	Truck	301-Transport, Inc.	Truck	301-Transport, Inc.	Truck	301-Transport, Inc.	Truck	301-Transport, Inc.	Truck	301-Transport, Inc.	Truck	301-Transport, Inc.	Truck	301-Transport, Inc.	Truck	301-Transport, Inc.	Truck	301-Transport, Inc.
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SmartWay's Current 6 Emission Metrics



Pollutants		Metrics	
CO2	Carbon Dioxide: a surrogate for fuel efficiency and global warming	Grams per Mile	Amount of pollution produced for every mile travelled
NOx	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		

- FUTURE METRICS**
- g/volume-mile (g/TEU)
 - Black Carbon

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		TRUCKLOAD DRYVAN FLEETS																	
2																				
3	Click down arrows to filter data by column categories. Select one or more items in the dropdown checklists.																			
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																			
6	Note: gm=grams/mile and gtm=g/ton-mile																			
7																				
	Performance Rankings and Emission Factors																			
	Grams per Mile										Grams per Ton-Mile									
8	Company	Division	Name	Mode	SubMode	Fleet Type	SCAC	MCN	g/mile CO2 Rank	g/mile CO2	g/mile NOx Rank	g/mile NOx	g/mile PM Ra	g/mile PM	g/tm CO2 Rank	g/tm CO2	g/tm NOx Rank	g/tm NOx	g/tm PM Rank	g/tm PM
9	101 Transport, Inc.			Truck	TL/Dry Van	For-Hire	OZOT	MC625894	2	1560	3	5.9	3	0.153	1	74	2	0.225	3	0.01
10	1527530 Ontario Inc O/A M&M Carriers			Truck	TL/Dry Van	For-Hire	MNMR		2	1560	2	3.4	2	0.063	2	84	2	0.225	1	0.0005
11	1541335 Ontario Inc. / Road Link Xpress			Truck	TL/Dry Van	For-Hire	ROAD		5	1800	3	5.9	4	0.243	3	94	2	0.225	3	0.01
12	1625443 Ontario Inc. dba TVM Canada			Truck	TL/Dry Van	For-Hire	OSTG		2	1560	5	10.9	5	0.333	2	84	5	0.675	5	0.022
13	1st Express Inc.			Truck	TL/Dry Van	For-Hire	FSEP	MC181440	3	1640	3	5.9	3	0.153	4	104	3	0.375	3	0.01
14	2322819 Ontario Inc			Truck	TL/Dry Van	For-Hire	TTWT		5	1800	3	5.9	2	0.063	5	114	3	0.375	2	0.004
15	3NT, LLC.			Truck	TL/Dry Van	For-Hire	THLL	MC716290	1	1480	1	0.9	1	0.009	1	74	1	0.075	1	0.0005
16	5/D Express, Inc.: 5/D Express,Inc			Truck	TL/Dry Van	For-Hire	FDRP	MC488737	3	1640	3	5.9	2	0.063	4	104	3	0.375	2	0.004
17	6233317 Canada Inc. DBA Rockwell Truck Line			Truck	TL/Dry Van	For-Hire	RKWT		2	1560	3	5.9	4	0.243	1	74	3	0.375	3	0.01
18	9108 1950 quebec inc dba Via Trans International			Truck	TL/Dry Van	Private	VTIL		4	1720	4	8.4	2	0.063	5	114	4	0.525	2	0.004
19	A&L Intermodal			Truck	TL/Dry Van	For-Hire	AALM		3	1640	1	0.9	1	0.009	2	84	1	0.075	1	0.0005
20	A&M Transport, Inc.: Dry Van Fleet			Truck	TL/Dry Van	For-Hire	ALKM	MC217072	4	1720	4	8.4	3	0.153	1	74	3	0.375	2	0.004
21	A&S Services Group, LLC			Truck	TL/Dry Van	For-Hire	ANSW	MC164166	3	1640	2	3.4	2	0.063	5	114	3	0.375	2	0.004
22	A. Gutierrez Trucking			Truck	TL/Dry Van	For-Hire	XQGZ	MCN/A	1	1480	5	10.9	5	0.333	5	114	5	0.675	5	0.022
23	A.C. Trucking, Inc.: 12073707			Truck	TL/Dry Van	For-Hire	AKGM	MC196190	3	1640	3	5.9	2	0.063	1	74	2	0.225	2	0.004
24	A.D. Transport Express, Inc.			Truck	TL/Dry Van	For-Hire	ADXR	MC195625	2	1560	1	0.9	1	0.009	5	114	2	0.225	2	0.004
25	A.N. Webber, Inc.			Truck	TL/Dry Van	For-Hire	WANQ	MC147008	3	1640	2	3.4	2	0.063	3	94	2	0.225	2	0.004
26	A/T Transportation, LLC.			Truck	TL/Dry Van	For-Hire	AUCR	MCN/A	3	1640	4	8.4	3	0.153	4	104	4	0.525	3	0.01
27	Abilene Motor Express			Truck	TL/Dry Van	For-Hire	AEQC	MC194957	3	1640	3	5.9	2	0.063	3	94	3	0.375	2	0.004
28	AC Leasing Company, Inc.			Truck	TL/Dry Van	For-Hire	ACWH	MC156691	4	1720	4	8.4	5	0.333	3	94	4	0.525	4	0.016

START HERE All Auto Dray Expd Flat HB LTL Mix Mov Pkg Reef Spec Tank TL Rail MM Logistics

Getting the most out of your SmartWay Experience

- Join the program...there are multiple ways to join and levels of participation
- Calculate your carbon footprint
- Determine ways to reduce your emissions
- Improve your data systems
- 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
- Ask your carriers to join SmartWay so they can become more efficient

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

What's New This Year?

Changes in This Year's Shipper Tool


- Easier Shipper joining process (See our webinar on Oct 20th !)
 - Candidate
 - Percent SmartWay Only
 - Emission Footprint
 - Modal Shift and What-if Scenarios
- Shipper Performance Reports
- Default emission factors for non-SmartWay carriers
 - Mode specific
 - Truck type specific
- Changes in format of the Data Input Screens (order of screens)
- Reduced “number of clicks” to get to data input areas of the tool
- Refined on-screen instructions, color and contrasts, and flow of the tool were improved

Key Points to Remember

- There are multiple ways to input your data
 - Manual (probably best for companies that use less than 200 carriers)
 - Data Upload (requires ability to work with data files)
 - Data Upload with Carrier Matching (Developed for Huge logistics companies fleets that have thousands of carriers)
- 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 .xlsm and .xml files to your Partner Account Manager (PAM)
- 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.
- **If in doubt on anything (SmartWay related), call your PAM!**

Shipper Tool Demonstration

SmartWay Welcome



Data Year
2015

OMB 2060-0663
Expiration Date 07/31/2017
(Revised 2014)

Shipper
United States Version: 2.0.15
Released on: 10/03/2016

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FILING FORMS WITH THE FEDERAL GOVERNMENT AND ESTIMATED REPORTING BURDEN:
Respondents are not required to file or reply to any Federal collection of information unless it has a valid OMB control number. Public reporting burden for this collection of information is estimated to average 5.82 hours per response for initial registration, 2.66 hours for each annual update. These estimates include the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information including suggestions for reducing this burden to: SmartWay Transport Partnership, 2000 Traverwood, Ann Arbor, MI 48105, or the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington D.C.

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Page S-1

NEXT

Questions?

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