

# SmartWay Transport Partnership

## SmartWay Truck Tool Advanced Class Webinar Presentation

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US Environmental Protection Agency

February 10, 2016



# Covered Today

- **Background**
- **SmartWay Rankings**
- **How Shippers Use SmartWay Data**
- **Read and Understand SmartWay Data Reports**
- **Key Points to Remember When Filling out Your Tool**
- **What's New This Year**
- **Truck Tool Demonstration and Deeper Dive**

# Background

- SmartWay was initiated as a voluntary market based program with members of the U.S. Freight industry in 2001.
  - Improve the reputation of the freight industry
  - Improve the efficiency and competitiveness of the freight industry
  - Reduce the release of harmful emissions



- Launched in 2004
- Currently over 3000 Carriers and over 250 Shippers are members of SmartWay.
- SmartWay is the Global Standard in Freight Emissions Reporting
  - ...According to the Massachusetts Institute of Technology.

# Why Participate?

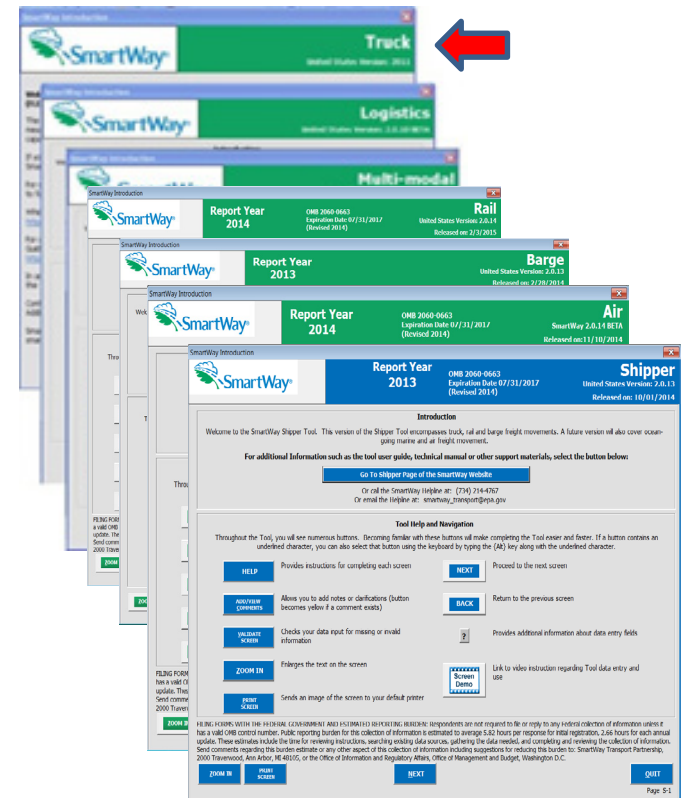
**Fuel Use = \$\$\$ = CO<sub>2</sub>**

Many SmartWay Shippers prefer or require SmartWay carriers

Shippers need carrier data for corporate sustainability reports, stockholder reports, media and customer relations, and multinationals face global regulations and requirements



# SmartWay is an Integrated System



## Carrier Data Collection Tools

- Truck, Logistics, Barge, Rail, Multimodal Suite
- **Air Tool in 2016**

## Shipper Tool

- Calculates carrier emission footprints for Shippers

## SmartWay “Process”

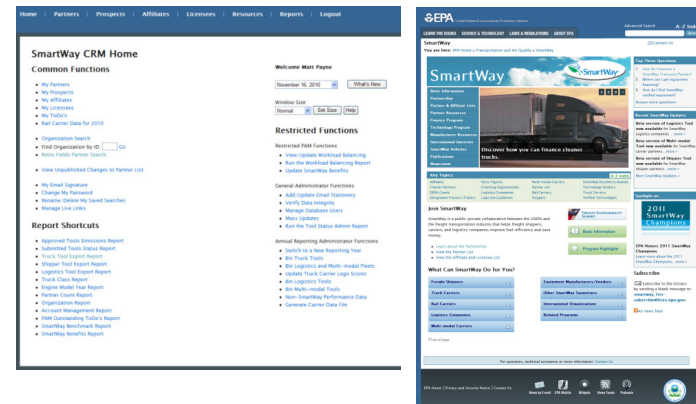
- Data collection, processing, QA/QC, benchmarking
- Produces 6 emission factors for public use

## 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. <http://www3.epa.gov/smartway/>



# SmartWay Rankings

- Why does SmartWay have rankings?
  - #1 Reason – Partners can benchmark, and improve.
  - #2 Reason – To provide Shippers with **standardized** data so hundreds of shippers don't ask a carrier for the same data over and over again.
- Ranking starts with your SmartWay Category...
- Question: Can you compare the Denver Broncos with the Kansas City Royals? No!
- Why would you then compare a truckload dry van fleet with a flatbed fleet?
- The first step is to make sure you are describing your fleet correctly, so you can benchmark with your peers.



Performance Rankings		TRUCKLOAD DRYVAN FLEETS																
Performance Rankings and Emission Factors																		
Company/DivisionName		Mode	SubMode	Fleet Type	SCAC	MCN	Grams per Mile					Grams per Ton-Mile						
							g/mile CO2 Rank	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	XQZG	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
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SmartWay Truck: Fleet Description(s)

Identify Fleets    Fleet Details    Operation    Body Types    SmartWay Category

On this screen you will create a Fleet Name for each of your fleets EXACTLY as you want them to appear on the SmartWay carrier list. If you have not done this previously, select the Screen Demo button in the lower right corner and watch the explanatory video first.

- Partner Name: This is the Partner Name you entered on the HOME page.
- Fleet Identifier: Name each of your fleets according to the way your customers would hire you.
- Fleet Name: This window shows each Fleet Name as it will be displayed on the SmartWay website and carrier data file, using the Partner Name and Fleet Name you entered in the two preceding windows.

Adding and Deleting Fleets:

- To add a fleet, select the "Add Another Fleet" button at the bottom of the screen.
- To delete a fleet, select the box to the left of the Fleet Name. When you have checked all boxes for fleets you want to delete, select the "Delete Checked Rows" button at the bottom of the screen.

Delete	Partner Name	Fleet Identifier	Fleet Name (exactly as it will appear on the SmartWay Website)
<input type="checkbox"/>	Seville Enterprises	LTL	Seville Enterprises: LTL
<input type="checkbox"/>	Seville Enterprises	Temperature Control	Seville Enterprises: Temperature Control

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# Truck Fleet Description

- IMPORTANT:** Create fleets to match how your customers hire you
- If your customers can't find you they will not be happy...



- If all your business is done through **one** company name, then you will have **one** fleet.
- If you have **two** separate business offerings that can be hired separately by your customers, then you should make **two** fleets.
  - Example: Truckload business & an expedited business
- If you have intermodal operations, (More than 10% of your freight is moved by non-truck or non-controlled modes) you will need to fill out the SmartWay Multi-Modal Tool*
  - Example 1: 85% truck, 15% contracted rail*
  - Example 2: 80% your own truck fleet, 20% with your logistics fleet using owner-operators*
  - 10% or less intermodal means you can still fill out a truck tool*

SmartWay Truck Fleet Description(s)

Identify Fleets    Fleet Details    Operation    Body Types    SmartWay Category

This screen asks you to provide information that your customers will use to search for your fleet in their own SmartWay tools.

- First, remember that you selected this tool because your company "controls" its own truck fleets. (If you move 10% or more of your freight by rail, air, or barge, or have a logistics division, you should use the Multi-modal tool.)
- "Control" means that your company owns or leases, and routes and maintains, the trucks in its fleet for at least 95% of the miles traveled. For each of these fleets, check the 95+% Control box to verify this status.
- Enter your SCAC, MCN, NSC, and DOT information if available. It is important to provide as much information as you can, because if your customers can't find your fleets, they may assume you are NOT a SmartWay Partner and may contact you regarding your SmartWay status.
- Enter your Fleet Type.

Partner/Fleet Name    95+% Control ?    SCAC(s) ?    MCN ?    DOT ?    NSC ?    Fleet Type ?

1: Seville Enterprises: LTL	<input checked="" type="checkbox"/>	CHP	117201	008273	N/A	Dedicated
2: Seville Enterprises: Temperature Control	<input checked="" type="checkbox"/>	DALE	117201	008273	N/A	Private

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# Truck Fleet Description

- **Important:** Help Your Customers Find You!



- In the SmartWay Shipper Tool, your customers have to list all the carriers that they do business with.
- They do this by **searching** (in the Shipper Tool) **for your information** based on what you submit in the Truck Tool.
- If you do not fill out this information correctly, they might not find you.
- Properly fill out your Fleet Information
  - SCAC Code
  - MCN Number
  - DOT Number
  - NSC Code (In Canada)
  - For-Hire, Private or Dedicated



# What does a Shipper Tool Look Like?



SmartWay Shipper Tool: BStar Shipping - Retail

**Awards/Data Entry Selection** | **Input Carriers** | Activity Data | % SmartWay | Data Display | Shipper Strategies

Instructions | Match My Carriers | Outside Data Import | Export Carriers | **Manual Input SmartWay Carriers** | Manual Input Non-SmartWay Carriers | Optional Carrier Differentiation

**Filter**

Carrier Name:  Address1:

City:  State:  ZIP:

Carrier Mode:  Ranking Category:  SCAC:  MCN:  DOT:

All | All | | | |

Apply Filter ? Remove Filter ?

**Available SmartWay Carriers: 3,337**

Carrier Name	Carrier Mode	Ranking Category	SCAC	MCN	DOT	Address >>>
AEP River Operations: Captive	Barge					16150 Main Circle Driv
AEP River Operations: Commercial	Barge					16150 Main Circle Driv
Foss Maritime: Foss Atlantic	Barge					1151 Fairview Ave. N
Ingram Barge Company	Barge					4400 Harding Pike
Robin International Transport	Barge					P.O. Box 571
3 Rivers Logistics, Inc	Logistics		TVQI	MC376181	DOT2225931	60 Doughboy Road
A & Z Trucking, Inc.	Logistics		AZTD	MC510449		115 Corporate Drive

Add Selected Carriers to List Below

Press the CTRL button to select multiple items

**Selected SmartWay Carriers: 4**

Carrier Name	Carrier Mode	Ranking Category	SCAC	MCN	DOT
Agmark Logistics, LLC	Logistics		AKFO	MC684924	DOT2244817
Corporate Courier Inc	Truck	Package	CCRN	MC359012	DOT806892
Night Train Trucking, Inc	Truck	Refrigerated	NTTK	MC361864	DOT813137
Oak Harbor Freight Lines	Truck	LTL/Dry Van	OAKH		DOT0008314

Delete Selected Carriers

BACK NEXT ZOOM IN PRINT SCREEN SAVE HOME ADD COMMENTS HELP Screen Demo

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- Shippers are able to manually add SmartWay carriers to their list, or upload a data file containing their SmartWay carriers to their tool.
- Either way, it requires the ability to match their information about the carrier with what the carrier has given to SmartWay.

SmartWay Truck Fleet Description(s)

Identify Fleets    Fleet Details    Operation    **Body Types**    SmartWay Category

For each fleet, enter the percentage of total vehicles by body type. Percentages must sum to 100 percent.

Partner/Fleet Name	Body Type (%)										Total
	Dry Van	Reefer	Flatbed	Tanker	Chassis	Heavy/Bulk	Auto Carrier	Moving	Utility	Special Hauler	
1: Seville Enterprises: LTL	100										100
2: Seville Enterprises: Temperature Control		100									100

SmartWay Truck Fleet Description(s)

Identify Fleets    Fleet Details    **Operation**    Body Types    SmartWay Category

For each fleet, enter the percentage of total miles driven that fall into each operation category. Percentages must sum to 100 percent for each fleet.

Partner/Fleet Name	Operation Category (%)					Total
	Truckload	Less Than Truckload	Drayage	Package Delivery	Expedited	
1: Seville Enterprises: LTL		100				100
2: Seville Enterprises: Temperature Control	100					100

← BACK    SAVE    HELP

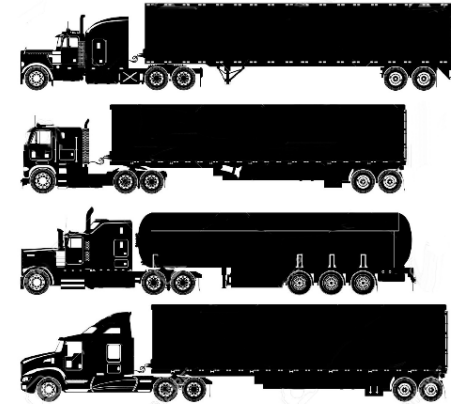
  

← BACK    SAVE    HELP    ZOOM IN    PRINT SCREEN    HOME    VALIDATE SCREEN    ADD COMMENTS    Screen Demo    NEXT →

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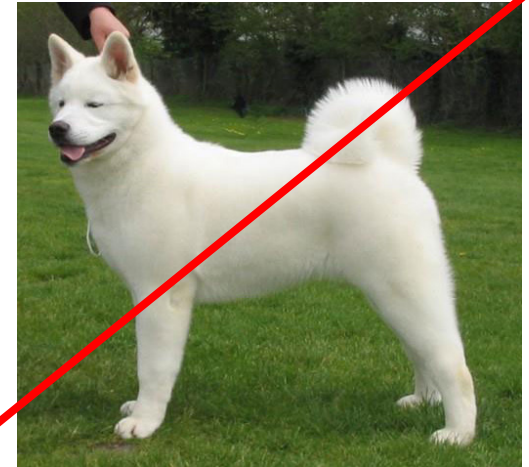
# Truck Fleet Description

- **Important:** Properly characterize your fleets by operation and body type!

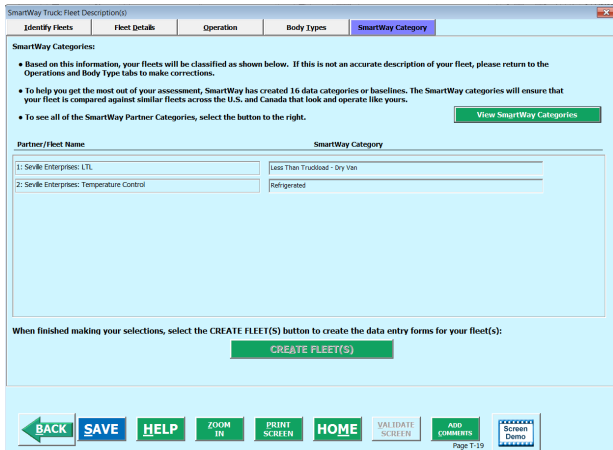


- SmartWay categorizes your fleet based on how you fill out the operational and body type description.
- This determines what SmartWay Category your fleet is in.
- SmartWay benchmarks all fleets within a category.
  - E.g., Truckload dry van is compared with all other truckload dry van fleets. Flatbed with all other flatbed.
- Note: You must be at least 75% concentrated in any operational or body type to be categorized as something other than a Mixed Fleet.

# What if I'm Mixed???



- A Mixed fleet isn't bad, it just makes it difficult to benchmark.
- Mixed fleets have broader variation, so it is a wider range of performance.
- Example: One mixed fleet could be 70% heavy-haul and 30% flatbed, while another could be 50% Moving and 50% Auto-carrier.



# Truck Fleet Description

- **Important:** Check to make sure your fleet is properly characterized.

- The tool tells you how your fleet will be categorized. This will be your “peer group” for SmartWay.
- You will be able to see how you compare to your peers.

## 2016 SmartWay Truck 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								
									Less than 75% in any category

# Now What?

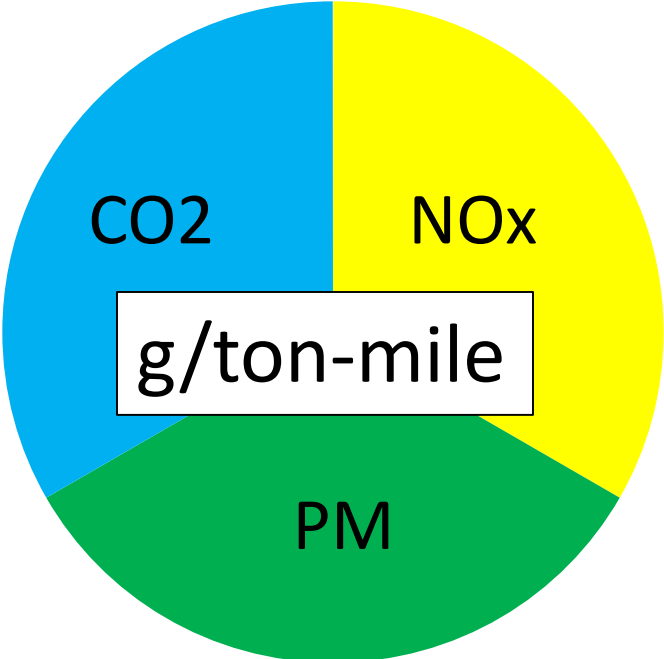
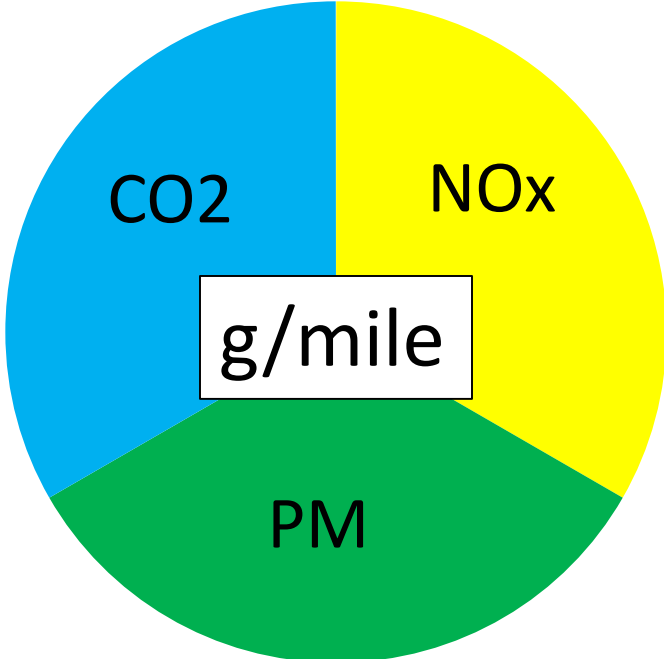
- I have my peer group, but what is compared within my peer group?
- What is all the information I put into the tool used for?
  - Miles traveled
  - Fuel used
  - Average payload
  - Model year of vehicles
  - Vehicle class
  - Et cetera, et cetera, et cetera...
- What is shared with the public?????



- None of the primary data you input into the tool is shared!
- SmartWay takes the data and creates 6 performance metrics.

# SmartWay's 6 Public Emission Metrics

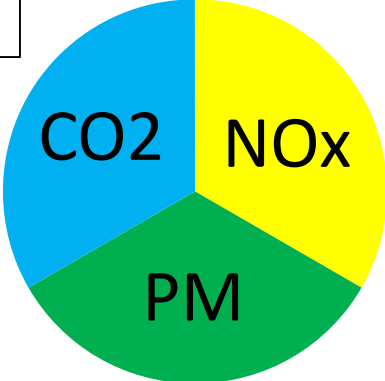
What do SmartWay metrics actually measure?



		<b>g/mile</b> Amount of pollution for every mile travelled	<b>g/ton-mile</b> Amount of pollution for <b>every ton</b> that travels one mile
<b>CO2</b>	A surrogate for fuel efficiency and global warming	Based on miles, fuel used	Based on miles, fuel used, <b>average payload</b>
<b>NOx &amp; PM</b>	Essentially smog and soot, a health concern for drivers and people living near heavy truck traffic (rest stops and truck routes)	Based on age of trucks, class/size of trucks, highway versus urban driving, speed of urban driving, idling, and aftertreatment devices	Based on age of trucks, class/size of trucks, highway versus urban driving, speed of urban driving, idling, and aftertreatment devices, <b>average payload</b>

# SmartWay's 6 Public Emission Metrics

g/mile



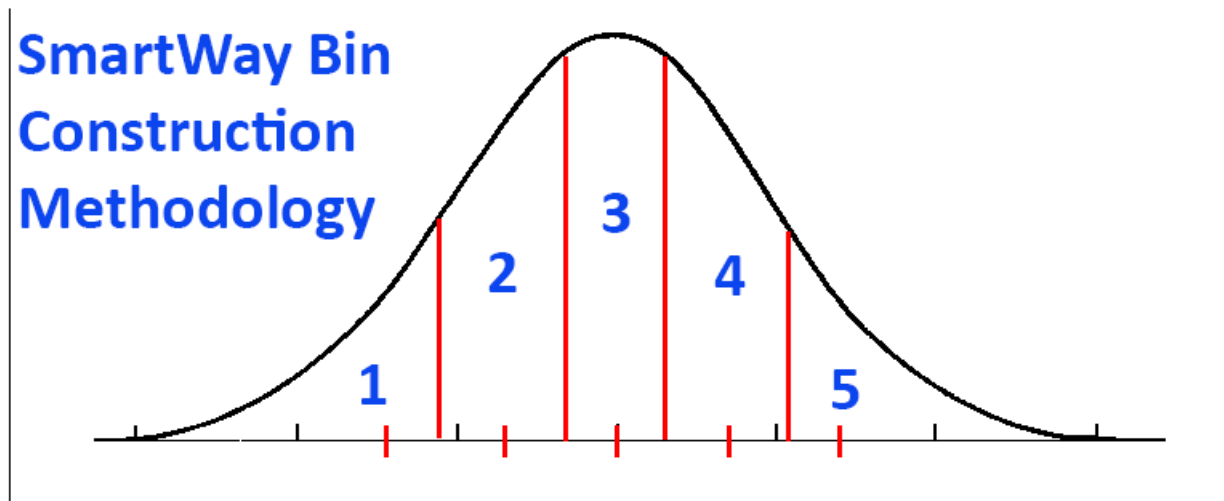
Which metric is best for my company?

g/ton-mile

	Strengths	Weaknesses
<b>g/mile</b>	Most companies usually know miles and fuel. For companies that move a lot of general freight, this can still be a good metric as payload weight approaches a national average at high volumes	Doesn't account for work done. An empty truck will have a better mpg than a full truck.
<b>g/ton-mile</b>	Usually the best measure of efficiency, takes into account load	Requires good payload data. LTL and Package often have trouble calculating an average payload. Containers are often mis-weighted. In many cases carriers do not control their payloads (and thus do not control weights) so this metric is dependent on customers
<b>g/vol-mile</b>	Good for looking at cubic efficiency	You will have better results for low payload weighted freight that cubes out. Think potato chip hauler.

# SmartWay Ranking

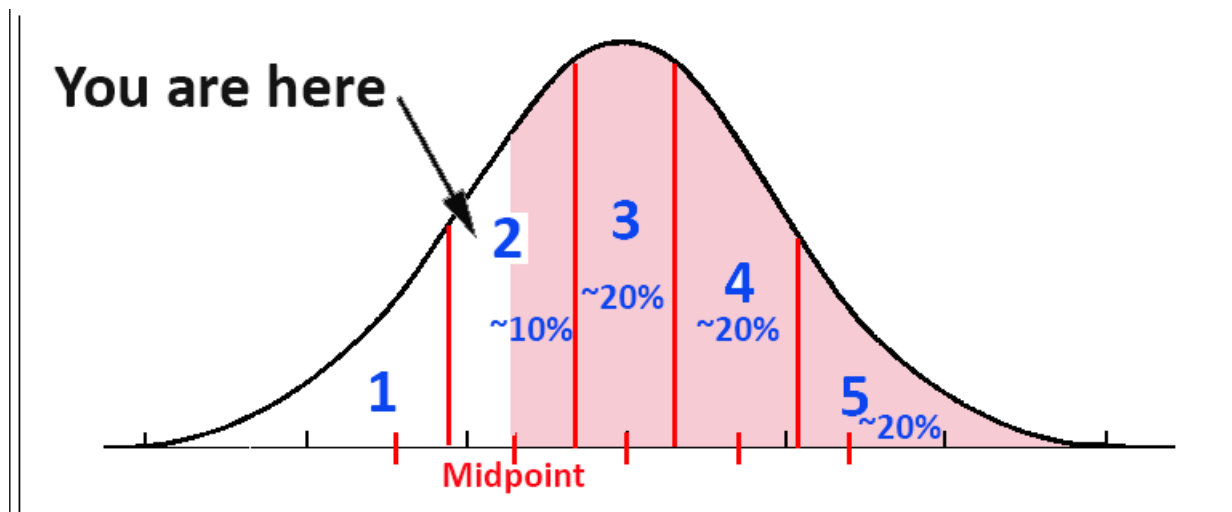
- For trucking companies, SmartWay displays your results in one of five “bins” or performance ranges.
- A distribution curve is developed for each SmartWay category for each emission metric.
- SmartWay divides each curve such that each performance range is composed of approximately 20% of fleets.
- SmartWay lists the high and low ranges of each bin, and displays the midpoint emission number publicly for each bin.
- All companies that fall into a particular bin have the midpoint of the bin displayed as their number.





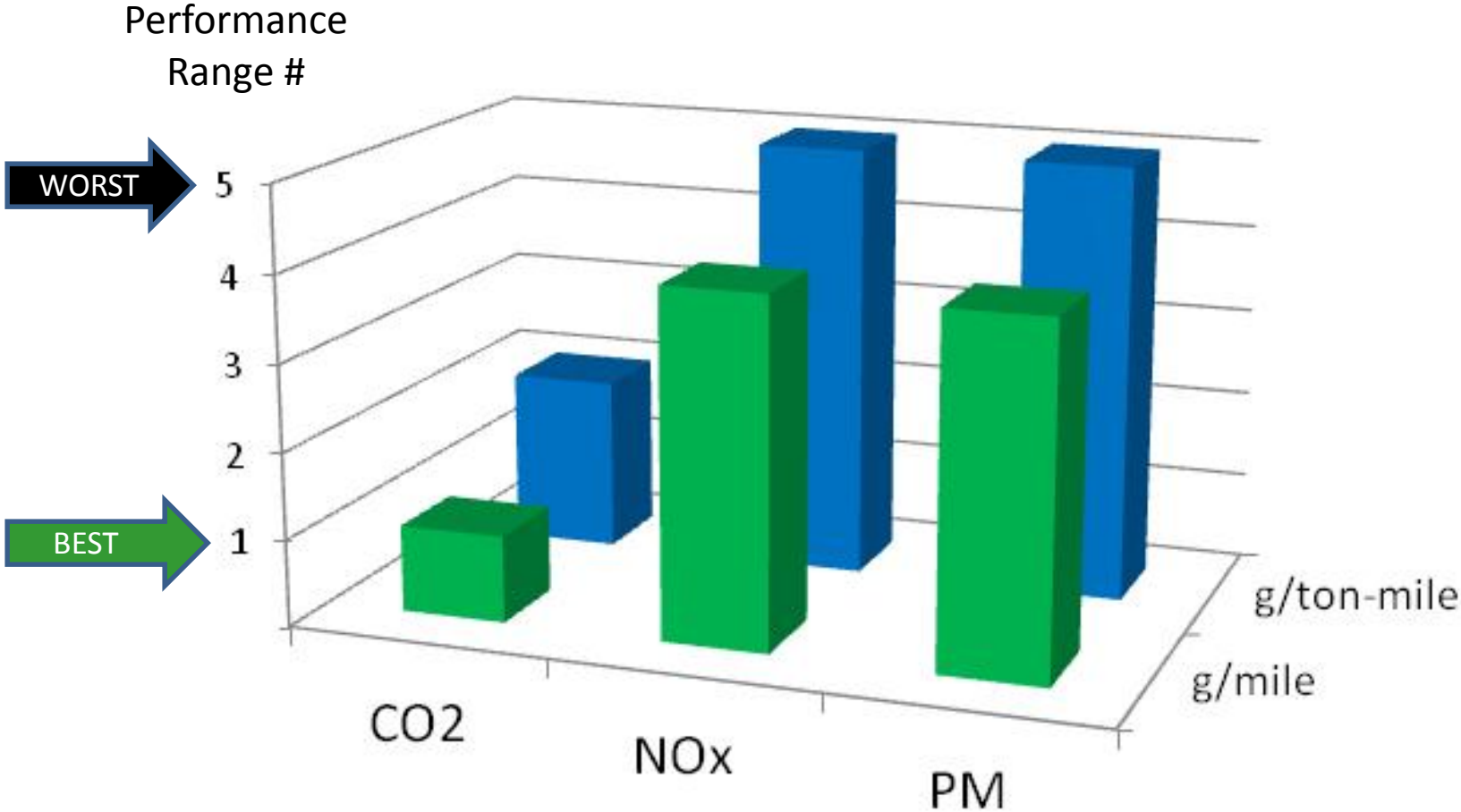
# SmartWay Ranking

- Soooo...how good am I?
- Example: You are a Refrigerated Carrier and are in Bin 2 for Grams per Ton-mile.
- This means that at a minimum you are better than 60% of refrigerated carriers in this metric, and could be better than 80% at most. If your actual g/ton-mile is better than the midpoint for bin 2 (what is displayed publicly), then you are likely better than 70% of refrigerated carriers.
- If you are in Bin 5, then at least 80% of your peers are doing better than you.



# SmartWay Ranking System

## Graphic Representation



# Public (online) Carrier Performance Data

## Performance Rankings

## TRUCKLOAD DRYVAN FLEETS

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.

Performance Ranking=midpoint of the performance range for the metric

Note: gm=grams/mile and gtm=g/ton-mile

### Performance Rankings and Emission Factors

#### Grams per Mile

#### Grams per Ton-Mile

Company	Division	Name	Mode	SubMode	Fleet Type	SCAC	MCN	g/mile CO2		g/mile NOx		g/mile PM		g/tm CO2		g/tm NOx		g/tm PM	
								Rank	CO2	Rank	NOx	PM Ra	PM	Rank	CO2	Rank	NOx	Rank	PM
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START HERE

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

- This is the only information that you submit in your tool that is public.
- A Rank of 1 is best.

# Other Ranking Systems

## (Or another way to think about SmartWay)

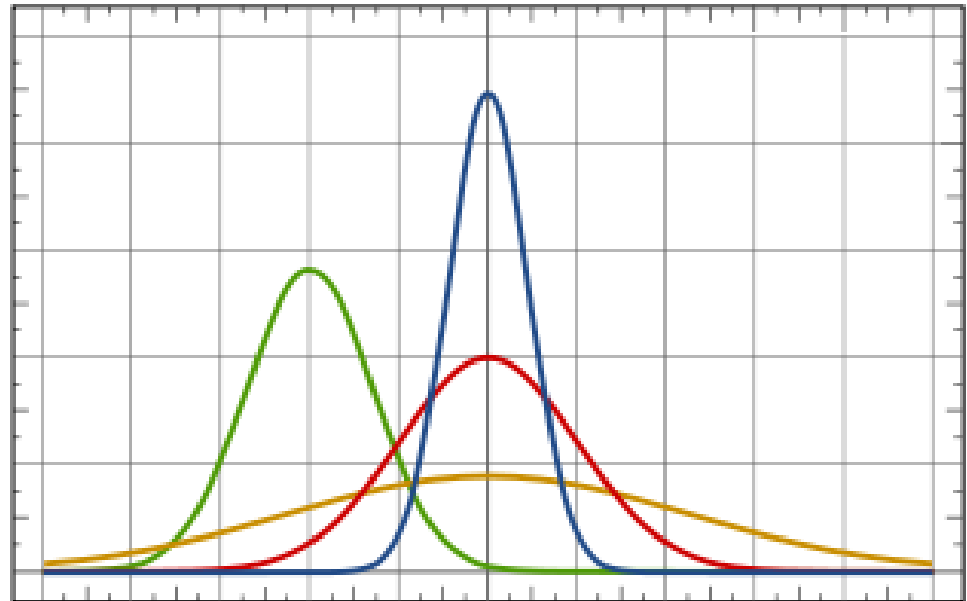


- Remember the old Consumers Reports Car ratings?
- Different aspects of a car were ranked on a 1 to 5 scale (Red ball with the white dot was the best).
- SmartWay has a 1 to 5 ranking system (Performance Rank #) for it's 6 environmental metrics.
- When you are buying a car, you may be more concerned about one aspect more so than another; e.g., engine reliability more so than AC reliability.
- Similarly, shippers may be interested in your CO2 score g/ton-mile score more so than your PM score g/mile score, or they may look at all of them. It's up to the shipper to decide how they will use SmartWay ranking scores.

	Excellent	Very good	Good	Fair	Poor			
<b>Body styles and prices</b>								
	Price range		Trim lines					
sedan	\$33,100		-					
<b>Reliability history</b>								
	Acura TL							
	97	98	99	00	01	02	03	04
Engine	●	●	●	●	●	●	●	●
Cooling	●	●	●	●	●	●	●	●
Fuel	●	●	●	●	●	●	●	●
Ignition	●	●	●	●	●	●	●	●
Transmission	●	●	●	○	●	●	●	●
Electrical	●	○	●	●	●	●	●	●
A/C	●	●	●	●	●	●	●	●
Suspension	●	●	●	●	●	●	●	●
Brakes	○	●	●	○	●	●	●	●
Exhaust	●	○	●	●	●	●	●	●
Power window	○	●	●	●	●	●	●	●

# SmartWay Ranking

- So a Bin 1 is a Bin 1 right?
- Not exactly...
- While both represent approximately the top 20% of their categories, the categories are not alike –
  - The typical performance is different.
  - Environmental factors impact the data (such as reefer fuel).
  - The distribution of data is not the same.
- Bin 1 Truckload Dry van CO2 is 1480 g/mile.
- Bin 1 Refrigerated CO2 is 1540 g/mile.
- Bin 1 Flatbed CO2 is 1570 g/mile.
- The gram per mile and gram per ton-mile numbers are specific to each category.
- The 1,2,3,4,5 numbers are only relevant within category, not across categories.



# Ranking for Other Categories

- Multi-modal
  - Multimodal does not display Performance ranking (bin) numbers
  - Why?
  - Multi-modal is too diverse for a **relative** comparison.
  - You can have multi-modal companies that are:
    - 90% rail and 10% truck
    - 10% truck and 90% air
  - So we only display the gram per mile and gram per ton-mile data.
- Logistics
  - Treated like truck; 5 performance ranges, midpoints displayed.
- Barge
  - No performance ranges, just actual g/mile and g/ton-mile.
- Rail
  - Unfortunately, only industry modal average is presented.
- Air is TBD
  - A lot of air carriers will likely be in the Multimodal tool.
    - UPS, FedEx, DHL, etc.

# Non-SmartWay

- For 2016 (in May) Non-SmartWay carriers will receive a default value that is equivalent to a calculated “Bin 6” number.
- There is no actual Bin 6, but since we do not know what non-SmartWay carrier emissions – since they don’t submit data – we need a default number.
- We have to conservatively assume they are bad (worse than those submitting data) so we don’t underestimate emissions.
- This system makes sure that any company that submits data to SmartWay (whatever the performance) will have an emission factor better than a non-submitter.
- Otherwise there would be a perverse incentive NOT to submit.
- This methodology allows SmartWay to display default numbers for non-SmartWay that do not disbenefit members, while still providing a reasonable number for Shippers with a lot of non-SmartWay carriers that are attempting to determine their carbon footprint.

# How Do Shippers Use SmartWay Scores?



- Shippers have something called Corporate Social Responsibility Reporting...
  - They need to determine their emissions from many sources, and freight is one of these.
  - SmartWay provides a standardized way of calculating these emissions.
  - Without SmartWay, many shippers would be asking carriers for their information.
  - Shipper emissions show up on Shareholder reports, Social Responsibility Reports, Carbon Disclosure Reporting, Greenhouse Gas Protocol reporting, etc.
- Relating to SmartWay Carriers, some Shippers:
  - Require their carriers to be SmartWay.
  - Require their carriers to be certain bin levels within SmartWay (1 or 2).
  - Give preferential fuel surcharge rates to SmartWay carriers or high performing SmartWay carriers.
  - Give bonus points in bid proposals and carrier selection criteria.
  - Request carriers submit their SmartWay registration document with a bid.



# What does a Shipper Tool Look Like?



SmartWay Shipper Tool: BStar Shipping - Retail

Awards/Data Entry Selection		Input Carriers	Activity Data	% SmartWay	Data Display	Shipper Strategies
Instructions	Match My Carriers	Outside Data Import	Export Carriers	Manual Input SmartWay Carriers	Manual Input Non-SmartWay Carriers	Optional Carrier Differentiation

**Filter**

Carrier Name  Address1

City

Carrier Mode  Ranking Category  SCAC  MCN  DOT

All  All

State  ZIP

Apply Filter  Remove Filter

**Available SmartWay Carriers: 3,337**

Carrier Mode	Ranking Category	SCAC	MCN	DOT	Address >>>
Barge					16150 Main Circle Driv
Barge					16150 Main Circle Driv
Barge					1151 Fairview Ave. N
Barge					4400 Harding Pike
Barge					P.O. Box 571
Logistics		TVQI	MC376181	DOT2225931	60 Doughboy Road
Logistics		AZTD	MC510449		115 Corporate Drive

Add Selected Carriers to List Below

Press the CTRL button to select multiple items

**Selected SmartWay Carriers: 4**

Carrier Mode	Ranking Category	SCAC	MCN	DOT
Logistics		AKFO	MC684924	DOT2244817
Truck	Package	CCRN	MC359012	DOT806892
Truck	Refrigerated	NTTK	MC361864	DOT813137
Truck	LTL/Dry Van	OAKH		DOT0008314

Delete Selected Carriers

BACK NEXT ZOOM IN PRINT SCREEN SAVE HOME ADD COMMENTS HELP Screen Demo

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- Shippers are able to manually add SmartWay carriers to their list, or upload a data file containing their SmartWay carriers to their tool.
- Either way, it requires the ability to match their information about the carrier with what the carrier has given to SmartWay.

# What does a Shipper Tool Look Like?



SmartWay Shipper Tool: BStar Shipping - Retail

**Awards/Data Entry Selection** | **Input Carriers** | **Activity Data** | **% SmartWay** | **Data Display** | **Shipper Strategies**

The carrier fleets identified in the previous steps are shown below. Select the "Tag Info" button to show any optional carrier differentiators at the top of this screen, and select the "Close" button to re-display these instructions.

Next, for each carrier, choose a Data Availability option that reflects the information you have for that carrier. Based on the data you provide, the per-carrier emission inventory and emission efficiencies will be displayed in the subsequent tabs. Next, enter the data fields that are appropriate for the Data Availability option you selected. The required fields will be activated (white); other fields will be grayed out.

Once you have completed entering your data, select the "Describe Data Source" button just below these instructions to describe the source of all the information you entered.

Finally, select the % SmartWay tab or the NEXT button to proceed. If the system detects problems with the information you've entered, it will automatically highlight the row number and provide detailed information about the error/warning. Select a highlighted row number for information about errors/warnings for that particular row. You can also run this validation process by selecting the Validate Screen button at the bottom of the screen. A red highlight indicates that data is missing or is significantly higher/lower than the industry average, while a yellow highlight indicates the value is somewhat higher/lower than the industry average. Red highlighted cells must be addressed before proceeding to the next screen, by entering missing values (if applicable) or by double-clicking on the cell to enter a detailed explanation regarding the high/low value. You may also enter text explanations for yellow-highlighted cells, although such entries are optional.

Row	Selected Carriers	Carrier Mode	Ranking Category	Data Availability *	Ton-Miles	Total Miles**	Average Payload
1	Tag Info Agmark Logistics, LLC	Logistics		a - Ton-miles and Total miles	15,555,555	758,957	20.5
2	Tag Info Corporate Courier Inc	Truck	Package	a - Ton-miles and Total miles	36,365,899	3,985,896	9.1
3	Tag Info Night Train Trucking, Inc	Truck	Refrigerated	d - Total miles only	72,126,012	3,658,958	19.7
4	Tag Info Night Train Trucking, Inc	Truck	Refrigerated	c - Total miles & Avg. Payload	40,294,480	2,154,785	18.7
5	Tag Info non-SmartWay Logistics Carrier	Logistics		b - Ton-miles & Avg. Payload	23,589,696	1,363,566	17.3
6	Tag Info non-SmartWay Multi-modal Car	Multi-modal		a - Ton-miles and Total miles	36,857,489	2,063,652	17.9
7	Tag Info non-SmartWay Truck Carrier	Truck		c - Total miles & Avg. Payload	79,768,744	3,625,852	22
8	Tag Info Oak Harbor Freight Lines	Truck	LTL/Dry Van	b - Ton-miles & Avg. Payload	325,896,398	38,797,190	8.4

**\* NOTE about new Data Availability Options**

\* Data Availability:  
a = (Preferred) I know both Ton-miles and Total Miles.  
b = I know Ton-miles and Average Payload.  
c = I know Total Miles and Average Payload.  
d = I know Total Miles only.

**Totals**  
**Ton-Miles Total:** 630,454,273  
**Total Miles Total:** 56,408,856  
**Weighted Average Payload:** 13.3

\*\* Total Miles = truck, railcar, air, and/or barge-miles (NOT train or tug-miles).  
^ Select the 'Validate Screen' button to display/update the Average Payload values.

**SELECT "VALIDATE SCREEN" TO CALCULATE WEIGHTED AVG PAYLOAD**

**BACK** | **NEXT** | **ZOOM IN** | **PRINT SCREEN** | **SAVE** | **HOME** | **VALIDATE SCREEN** | **ADD COMMENTS** | **HELP** | **Screen Demo**

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- Shippers input the amount of freight in miles and ton-miles they haul with each carrier.
- This is indexed by each carrier's emission metrics to produce mass emissions.
- Ton-miles x grams/ton-mile = grams
- These numbers are then summed to produce a total mass emissions from freight for the Shipper.

# What does a Shipper Tool Look Like?



SmartWay Shipper Tool: BStar Shipping - Retail

Awards/Data Entry Selection    Input Carriers    Activity Data    % SmartWay    **Data Display**    Shipper Strategies

Emissions Summary    **Carrier Performance**    Carrier Performance (Ranking Category Detail)

This display allows you to look at your company's emissions-related performance by mode and optional tags. Use the drop-down boxes provided to filter your results. You can display carrier-specific emission factors by choosing the appropriate option from the Display Type drop-down. In addition, if you selected Emissions Footprint and completed the Activity Data screen, you can also display mass emissions in tons per year, as well as the associated category ranking (for non-rail/barge/air carriers). (If you selected % SmartWay Only, this mass emissions and category ranking options are not available.) In viewing your results, use the icon to the left of each mode name to hide/reveal details for that particular mode.

Display Results For:    Display Type: Emission Factors    Inbound / Outbound: All    Domestic / International: All    Business Unit: All    ID Code: All    Internal Shipper Segment 1: All    Internal Shipper Segment 2: All

Selected Carriers	Ranking Category	CO2		NOx		PM10		PM2.5	
		g/mile	g/ton-mile	g/mile	g/ton-mile	g/mile	g/ton-mile	g/mile	g/ton-mile
+ Logistics Carriers (2)		2,569	558	27.85	4.316	1.435	0.3886	1.416	0.3886
+ Multi-modal Carriers (1)		2,154	195	21.50	1.700	0.825	0.5170	0.875	0.5170
- Truck Carriers (5)		1,743	210	6.91	0.934	0.281	0.0456	0.278	0.0449
Corporate Courier Inc	Package	900	383	3.05	1.500	0.137	0.0810	0.137	0.0810
Night Train Trucking, Inc	Refrigerated	1,840	88	8.40	0.425	0.185	0.0093	0.185	0.0093
Night Train Trucking, Inc	Refrigerated	1,840	88	8.40	0.425	0.185	0.0093	0.185	0.0093
non-SmartWay Truck Car		2,437	484	29.24	3.330	1.242	0.1680	1.205	0.1630
Oak Harbor Freight Lines	LTL/Dry Van	1,750	166	5.00	0.460	0.220	0.0242	0.220	0.0242
Composite Weighted Average		1,789	231	8.23	1.189	0.344	0.0944	0.343	0.0938

BACK    NEXT    ZOOM IN    PRINT SCREEN    HOME    HELP    Screen Demo

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- Shippers can see and track carrier performance.
- Note: A non-SmartWay carrier will always have a worse emission factor than a SmartWay partner.
- The more freight a shipper moves with a cleaner carrier, the lower its overall emissions will be...making the shipper happier.

# Last Look- SmartWay Scores

Remember: Scores tell a story and each fleet is unique!

- Example 1: BEST Possible SmartWay Score
  - CO<sub>2</sub> g/ton-mile: 1
  - CO<sub>2</sub> g/mile: 1
  - NO<sub>x</sub> g/ton-mile: 1
  - NO<sub>x</sub> g/mile: 1
  - PM g/ton-mile: 1
  - PM g/mile: 1
- Example 2: Highly fuel efficient fleet using older trucks SmartWay Score
  - CO<sub>2</sub> g/ton-mile: 1
  - CO<sub>2</sub> g/mile: 1
  - NO<sub>x</sub> g/ton-mile: 5
  - NO<sub>x</sub> g/mile: 5
  - PM g/ton-mile: 5
  - PM g/mile: 5
- Example 3: A fleet with all new trucks, with very light loads
  - CO<sub>2</sub> g/ton-mile: 5
  - CO<sub>2</sub> g/mile: 1
  - NO<sub>x</sub> g/ton-mile: 3
  - NO<sub>x</sub> g/mile: 1
  - PM g/ton-mile: 3
  - PM g/mile: 1
- Example 4: A fleet that uses a lot of double and triple trailers with a mix of old and new trucks
  - CO<sub>2</sub> g/ton-mile: 1
  - CO<sub>2</sub> g/mile: 5
  - NO<sub>x</sub> g/ton-mile: 2
  - NO<sub>x</sub> g/mile: 4
  - PM g/ton-mile: 2
  - PM g/mile: 4

# But What DO I Tell My Shipper?

“Give me your SmartWay Score!”



- Simple Answer: My g/ton-mile carbon performance rank in SmartWay is X out of 5, where 1 is best.
- Good answer: SmartWay has 6 scores. Two metrics: g/mile and g/ton-mile, for each of these three pollutants: carbon dioxide (CO<sub>2</sub>), oxides of nitrogen (NO<sub>x</sub>), and particulate matter (PM). I can email you my 6 scores, or you can find them on the SmartWay website. Are you a member of SmartWay? If so, you can call them and they will explain the SmartWay “Scoring” system.

# Shipper Answers Cheat Sheet



***“Yourrrr SmahtVay score...  
Give it to me nowwww.”***

- Location of SmartWay performance ranking spreadsheet: (Your scores are here)  
<http://www3.epa.gov/smartway/forpartners/performance.htm>
- Location of SmartWay Partner List: If the Shipper is on the list they can call their SmartWay Partner Account Manager (PAM):  
<http://www3.epa.gov/smartway/about/partnerlists.htm>
- SmartWay hotline (If they don't know their PAM) 734-214-4767
- SmartWay Email (If they don't know their PAM and don't like to call)  
[smartway\\_transport@epa.gov](mailto:smartway_transport@epa.gov)
- This presentation will be uploaded to: <http://www3.epa.gov/smartway/webinars.htm>

# Truck Tool Data Reports

*“What you put in is what you get out...”*

*“If you put in the effort, you might as well reap the rewards”*

# Truck Tool Data Reports

SmartWay Reports

Please select the report you would like to view.

<b>Internal Metrics Report</b>	Estimates the CO <sub>2</sub> , NO <sub>x</sub> , and PM emissions for your fleets. You can view these estimates based on truck class, fuel type, or fleet.	<b>Comments Report</b>	Displays all of the comments that have been entered throughout the tool.
<b>Fleet Description(s) Report</b>	Displays all of the data you entered in the Fleet Description(s) section.	<b>Out of Range Report</b>	Displays all of the values throughout the Tool that were not within the expected range.
<b>General Information Report</b>	Displays all of the data you entered in the General Information section.	<b>Data Source Report</b>	Displays all of the data source information you provided throughout the Tool.
<b>Truck Counts Report</b>	Displays all of the data you entered in the Engine Model & Year section.	<b>Give Us Feedback Report</b>	Displays the feedback and suggestions you provided in Step 5.
<b>Activity Information Report</b>	Displays all of the data you entered in the Activity Information section.		
<b>Reefer Fuel Consumption Report</b>	Displays all of the data you entered in the Reefer Fuel screen in the Activity Info section.		
<b>PM Reduction Report</b>	Displays all of the data you entered in the PM Reduction section.		

**BACK** **HELP** **ZOOM IN**

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- Tool data reports are strictly internal to what you have entered into the tool.
- Good for double-checking your inputs.



# Data Reports

SmartWay Reports

Please select the report you would like to view.

- Internal Metrics Report**: Estimates the CO2, NOx, and PM emissions for your fleets. You can view these estimates based on truck class, fuel type, or fleet.
- Fleet Description(s) Report**: Displays all of the data entered in the Fleet Description(s) section.
- General Information Report**: Displays all of the data you entered in the General Information section.
- Truck Counts Report**: Displays all of the data you entered in the Engine Model & Year section.
- Activity Information Report**: Displays all of the data you entered in the Activity Information section.
- Reefer Fuel Consumption Report**: Displays all of the data you entered in the Reefer Fuel screen in the Activity Info section.
- PM Reduction Report**: Displays all of the data you entered in the PM Reduction section.
- Comments Report**: Displays all of the comments that have been entered throughout the tool.
- Out of Range Report**: Displays all of the values throughout the Tool that were not within the expected range.
- Disclaimer Report**: Displays all of the data source information you provided throughout the Tool.
- Give Us Feedback Report**: Displays the feedback and suggestions you provided in Step 5.

BACK HELP ZOOM IN

- SmartWay provides a lot of pre-generated reports for you!

SmartWay Reports

Select the level of detail you wish to display


- Display only totals
- Display details for each Fleet
- Display details for each Truck Class
- Display details for each Fleet and Truck Class combination
- Display details for each Fuel Type
- Display details for each Fleet and Fuel Type combination
- Display details for each Fleet, Fuel Type, and Truck Class combination

OK

SmartWay		Data Year: 2015											February 8, 2016		
Internal Metrics		Partner: Seville Enterprises													
Tool: Truck		Display Option #: By Fleet and Fuel Type													
CO2	Total Tons (Short)	Total Miles				Loaded Miles				Revenue Miles					
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)	Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)		
Seville Enterprises: LTL - Diesel	95,560	1,671	1,671	102	441	0.539	1,550	153	671	595	1,030	324	495	595	
Seville Enterprises: Temperature Control - Diesel	108,628	1,670	1,670	78	442	520	1,068	88	494	581	2,342	101	567	687	
NOx	Total Tons (Short)	Total Miles				Loaded Miles				Revenue Miles					
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)	Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)		
Seville Enterprises: LTL - Diesel	80.6	2.3	0.15	0.039	0.782	2.6	0.6	0.711	0.939	2.4	0.5	0.660	0.895	0.895	
Seville Enterprises: Temperature Control - Diesel	472.5	7.3	0.14	1.92	2.381	8.1	0.38	2.189	2.528	9.3	0.44	2.485	2.900	2.900	
PM2.5	Total Tons (Short)	Total Miles				Loaded Miles				Revenue Miles					
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)	Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)		
Seville Enterprises: LTL - Diesel	0.07	0.025	0.016	0.009	0.034	0.039	0.019	0.025	0.033	0.026	0.016	0.017	0.017	0.017	
Seville Enterprises: Temperature Control - Diesel	0.32	0.26	0.025	0.0705	0.0629	0.298	0.040	0.0780	0.0207	0.342	0.050	0.064	0.193	0.193	

# Data Reports

- You spent the time entering the data, now look at it!
- The truck tool generates reports for all the data you enter into your tool.
- Just one single report lists your efficiency on a per mile, per ton-mile, per-cubic mile, and a per utilized cubic mile for total, loaded, and revenue miles.
- Compare multiple fleets, or across efficiency metrics, or any combination.

														
Internal Metrics													Data Year: 2015	February 8, 2016
Tool: Truck													Partner: Seville Enterprises	
Display Option #6: By Fleet and Fuel Type														
CO2	Total Tons (Short)	Total Miles				Loaded Miles				Revenue Miles				
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)	Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)	
Seville Enterprises: LTL - Diesel	55,560	1,611	102	441	539	1,808	113	491	599	1,680	104	455	555	
Seville Enterprises: Temperature Control - Diesel	108,628	1,670	78	442	520	1,868	88	494	581	2,142	101	567	667	
NOx	Total Tons (Short)	Total Miles				Loaded Miles				Revenue Miles				
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)	Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)	
Seville Enterprises: LTL - Diesel	80.6	2.3	0.15	0.639	0.782	2.6	0.16	0.711	0.869	2.4	0.15	0.660	0.805	
Seville Enterprises: Temperature Control - Diesel	472.5	7.3	0.34	1.922	2.261	8.1	0.38	2.149	2.528	9.3	0.44	2.465	2.900	
PM2.5	Total Tons (Short)	Total Miles				Loaded Miles				Revenue Miles				
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)	Grams per Mile (Revenue)	Grams per Average Payload Ton-Mile (Revenue)	Grams per Thousand Cubic Foot-Miles (Revenue)	Grams per Thousand Utilized Cubic Foot-Miles (Revenue)	
Seville Enterprises: LTL - Diesel	0.87	0.025	0.0016	0.0069	0.0084	0.028	0.0018	0.0076	0.0093	0.026	0.0016	0.0071	0.0086	
Seville Enterprises: Temperature Control - Diesel	17.32	0.266	0.0125	0.0705	0.0829	0.298	0.0140	0.0788	0.0927	0.342	0.0160	0.0904	0.1063	

# Data Reports

- The Activity Information Report shows all your data entries on the Activity tab of the Truck Tool.
- Good for checking your data inputs.
- Enables you to spot errors or discrepancies easily .

SmartWay®																February 8, 2016			
Activity Information		Data Year: 2015																	
Tool: Truck		Partner: Seville Enterprises																	
Fleet Name	Fuel Type	Class	Number of Trucks	Fuel (Gallons or kWhr)*	Barrels of Oil**	Barrels of Diesel/Gasoline	Biofuel (B100/E100 Equiv. Gals.)	Vehicle Efficiency***	Total Annual Miles Driven	Total Annual Revenue Miles	Total Annual Empty Miles	Average Payload (tons/truck)^	Truck Cargo Volume (cu ft/truck)^	Average Used Cargo Volume % ^	% Highway or Rural Driving^	% Urban Driving (Under 25 mph)^	% Urban Driving (25 mph to 50 mph)^	% Urban Driving (Over 50 mph)^	Average Idle Hours (per truck per year)
Seville Enterprises: LTL	Diesel	7	50	365,001	36,500	8,690	0	8.2	3,000,001	2,000,018	1,000,001	6.10	2,510	75.00%	40%	28%	23%	9%	560
Seville Enterprises: LTL	Diesel	8a	500	895,001	89,500	21,310	0	5.9	5,279,119	5,000,001	400,010	11.20	3,762	70.00%	55%	22%	17%	6%	490
Seville Enterprises: LTL	Diesel	8b	500	3,691,157	369,116	87,885	0	6.2	23,000,010	23,000,010	2,000,001	18.10	3,780	85.00%	70%	15%	11%	4%	300
<b>Total Seville Enterprises: LTL</b>	<b>All</b>	<b>All</b>	<b>1,050</b>	<b>4,951,159</b>	<b>495,116</b>	<b>117,885</b>	<b>0</b>	<b>6.3</b>	<b>31,279,130</b>	<b>30,000,029</b>	<b>3,400,012</b>	<b>15.78</b>	<b>3,655</b>	<b>81.51%</b>	<b>65%</b>	<b>17%</b>	<b>13%</b>	<b>5%</b>	<b>403</b>
Seville Enterprises: Temperature Control	Diesel	8b	1,000	9,680,310	968,031	230,484	0	6.1	59,000,001	46,000,155	6,234,591	21.30	3,780	85.00%	85%	7%	6%	2%	450
<b>Total Seville Enterprises: Temperature Control</b>	<b>All</b>	<b>All</b>	<b>1,000</b>	<b>9,680,310</b>	<b>968,031</b>	<b>230,484</b>	<b>0</b>	<b>6.1</b>	<b>59,000,001</b>	<b>46,000,155</b>	<b>6,234,591</b>	<b>21.30</b>	<b>3,780</b>	<b>85.00%</b>	<b>85%</b>	<b>7%</b>	<b>6%</b>	<b>2%</b>	<b>450</b>
<b>ENTIRE PARTNER TOTALS</b>			<b>2,050</b>	<b>14,631,469</b>	<b>1,463,147</b>	<b>348,369</b>	<b>0</b>	<b>6.2</b>	<b>90,279,131</b>	<b>76,000,184</b>	<b>9,634,603</b>	<b>19.39</b>	<b>3,737</b>	<b>83.79%</b>	<b>78%</b>	<b>11%</b>	<b>8%</b>	<b>3%</b>	<b>426</b>

\* Fuel total for fleets with fuel type diesel, gasoline, CNG, and Hybrid include reefer fuel consumption; fleets with fuel type LPG, LNG, and Electric do not include reefer fuel consumption. See the Reefer Fuel Consumption Report for reefer fuel totals.

\*\* Number of barrels of oil needed to produce the equivalent gallons of fuel

\*\*\* Miles per Gallon or Miles per kWh

^ For partner or fleet totals, average values are weighted by total truck miles.

# Year-to-Year Reports

SmartWay Truck Year-to-Year Comparison

**In order to run a comparison report, you must have a completed Truck Tool from the previous year.**  
You can compare the data in this tool to data in a tool from last year.

Select the "Load Data" button to import the data from the prior year's tool that you would like to compare into this Tool.

Next, choose the units in which you would like the fuel-related components of the report to be expressed.

Next, Choose whether you would like to see the comparison at the Partner (Company) level or the fleet level. If you choose the fleet level, select the fleet(s) from each list that you would like to compare. (Note that the report will combine all of the selected fleets from each list.)

Finally, select RUN REPORT to generate the report.

**1. Load Data from Prior Year:**  
Tool year: 2014

**2. Select Units for Displaying Fuel-Related Information:**  
 Display Fuel in:

**3. Choose Comparison Level:**  
 Partner-Level  
 Fleet-Level

Select a fleet from each of the lists below that you would like to compare. You may choose multiple fleets from each list, and the comparison report will combine all of the selected fleets from each list.

Fleets for this tool:

Fleets for previous year's tool:

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- If you were in SmartWay in previous years, you can compare your data to see how you've changed over time.
- Also good for double-checking your inputs... a 200% change from one year to the next is a trouble sign.

# Year-to-Year Reports

SmartWay Truck Year-to-Year Comparison ✕

**In order to run a comparison report, you must have a completed Truck Tool from the previous year.**  
You can compare the data in this tool to data in a tool from last year.

Select the "Load Data" button to import the data from the prior year's tool that you would like to compare into this Tool.

Next, choose the units in which you would like the fuel-related components of the report to be expressed.

Next, Choose whether you would like to see the comparison at the Partner (Company) level or the fleet level. If you choose the fleet level, select the fleet(s) from each list that you would like to compare. (Note that the report will combine all of the selected fleets from each list.)

Finally, select RUN REPORT to generate the report.

**1. Load Data from Prior Year:**  
Tool year: 2014

**2. Select Units for Displaying Fuel-Related Information:**  
 Display Fuel in: Diesel Gallon Equivalents

**3. Choose Comparison Level:**  
 Partner-Level  
 Fleet-Level

Select a fleet from each of the lists below that you would like to compare. You may choose multiple fleets from each list, and the comparison report will combine all of the selected fleets from each list.

**Fleets for this tool:** Webinar Example Truck Tool

**Fleets for previous year's tool:** Webinar Example Truck Tool

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# Year-to-Year Reports

Fleet Name(s)			Webinar Example Truck Tool	Webinar Example Truck Tool
Working Contact:			Ex Ample	Ex Ample
Phone		X	888-881-2364 / 1336	888-555-7897
SCAC(s)			ABCD	ABCD
MCN			#1234567	#1234567
DOT			#123456	#123456
NSC		X	#123456	N/A
Fleet Type			For-Hire	For-Hire
Ranking Category			Flatbed	Flatbed
Body Types			Flatbed(100%)	Flatbed(100%)
MPG	-3.3%	-0.24	6.91	7.15
Miles Per Truck	3.9%	1,834	49,156	47,323
Average Payload (tons/truck)*	-10.8%	-1.8	14.7	16.5
Truck Cargo Volume (cu ft/truck)*	-0.2%	-4	2,232	2,236
Average Used Cargo Volume %*	1.8%	1%	82%	81%
% Highway or Rural Driving*	0.0%	0%	85%	85%
% Urban Driving (Under 25 mph)*	0.0%	0%	7%	7%
% Urban Driving (25 mph to 50 mph)*	0.0%	0%	6%	6%
% Urban Driving (Over 50 mph)*	0.0%	0%	2%	2%
Average Idle Hours (per truck per year)	0.1%	1	778	777
Number of Trucks	-38.0%	-882	1,439	2,321
Class 2b		-	-	-
Class 3	-39.8%	-123	186	309
Class 4		-	-	-
Class 5	-43.4%	-33	43	76
Class 6		-	-	-
Class 7	-36.0%	-215	383	598
Class 8a	-51.7%	-30	28	58
Class 8b	-37.6%	-481	799	1,280
Total Annual Miles Driven	-35.6%	-39,099,825	70,735,722	109,835,547
Total Annual Revenue Miles	-35.8%	-23,558,368	42,204,861	65,763,229
Total Annual Empty Miles	-35.4%	-15,606,400	28,466,127	44,072,527
Fuel (Gallons or kWhr)	-33.4%	-5,130,490	10,231,090	15,361,580
Gallons of Diesel Used, incl. Reefer	-33.4%	-5,130,490	10,231,090	15,361,580

# Managing SmartWay Data Requirements

- It's pretty much the same year-to-year; i.e., data requirements don't change.
- Develop a good record keeping system.
- Develop an “information funnel.”
  - Develop standardized reports or file formats for people to send you data.
  - SmartWay has data sheets you can use as templates.
- A lot of the data SmartWay requires is data that is good for you to track for your bottom line.
- Data is power – use data reporting to improve your bottom line – and your position in the company. SmartWay is okay being the “bad guy” – get the data and use it.
- Invest in Big Data. Companies are gaining competitive advantage through the use of big data. SmartWay reporting should be a small component of your overall data handling capabilities.
- If you are a small company, think of having a college (or even a precocious high school) student develop a reporting system as a school project.
- Consultants are available to assist you.
- Your Partner Account Manager can help you think of strategies to improve your data.

# Please Remember

- Pay attention to SmartWay emails.
- Make sure you don't treat our emails like spam.
- Have a current SmartWay contact and insure continuity of operations if you leave your position.
- Have a backup person in your organization.
- Save your SmartWay work in a folder.
- Use SmartWay for benchmarking and Improvement.
- If you have a question- don't hesitate: ask your Partner Account Manager.
- Know who your Partner Account Manager is!





# What's New This Year?

- Auto-populate Steps 1, 2, and 3:
  - Name, Contact Information, Fleet Description(s)
- Data Source Descriptions Simplified
  - Moved out of the Activity Data Screen, Replicate for different fuel types
- Less Screens and Less Data Entry
  - Allows quicker navigation to data entry screens for experienced users
  - Data Entry Streamlined
- New Joining Process for New Partners
  - Online form to complete Steps 1,2 and 3
  - Applicant Status.
  - More intensive SmartWay Partner Account Manager interaction
  - Auto-populate Steps 1, 2 and 3
  - <http://www3.epa.gov/smartway/forcarriers/index.htm>
- For a complete list of changes go to:
  - <http://www3.epa.gov/smartway/forpartners/documents/trucks/tool-guide/whats-new-2016-trucktool.pdf>

# Truck Tool Demonstration

SmartWay Welcome x



**Data Year  
2015**

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

**Truck**  
United States Version: 2.0.15  
Released on: 1/7/2016


## Welcome to the 2016 SmartWay TRUCK 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 trucking industry, the SmartWay Transport Partnership helps you to improve your efficiency by tracking and benchmarking performance.**

**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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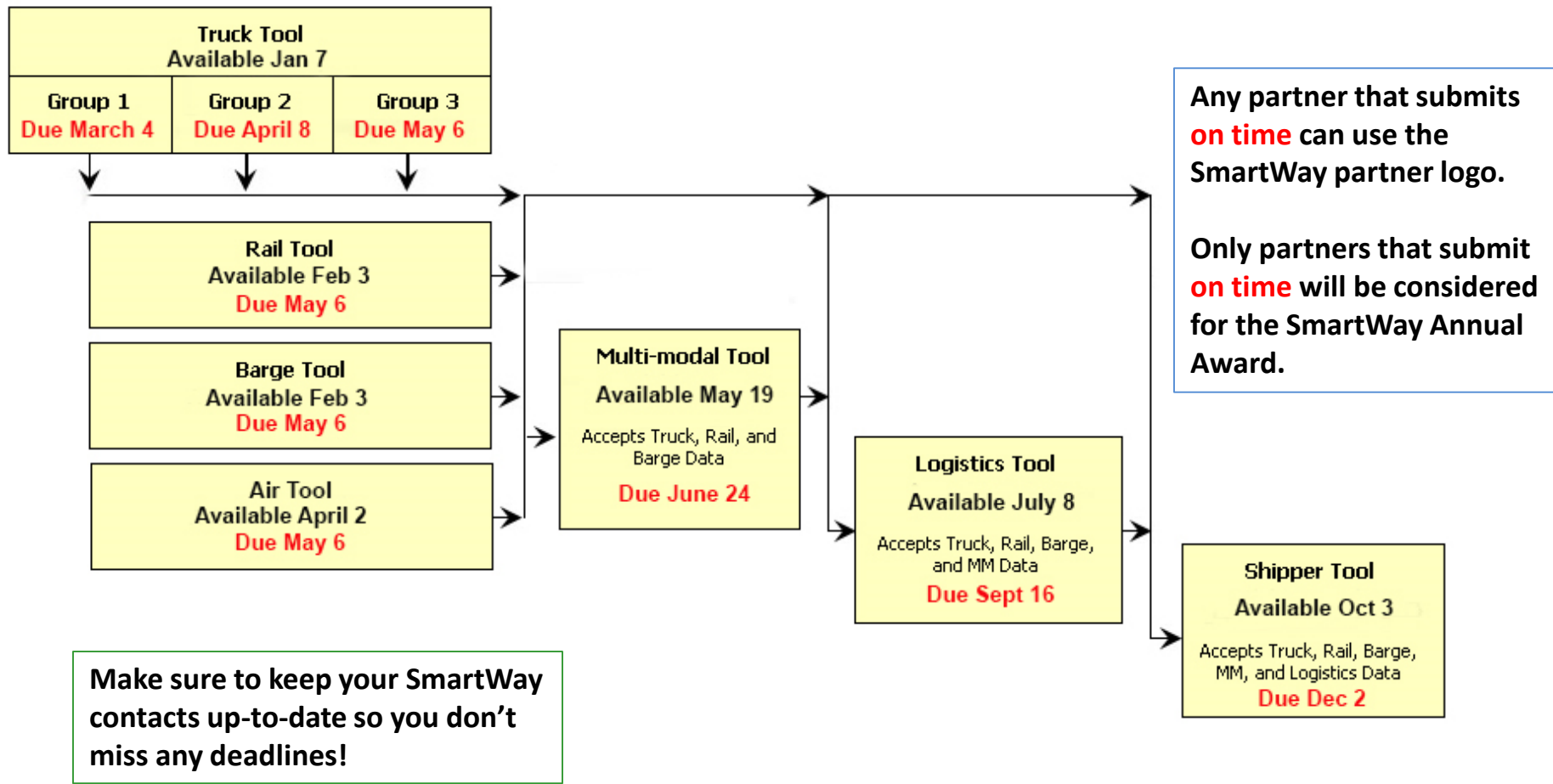
# Truck Tool Data Reports

- Demonstrate Auto-populate

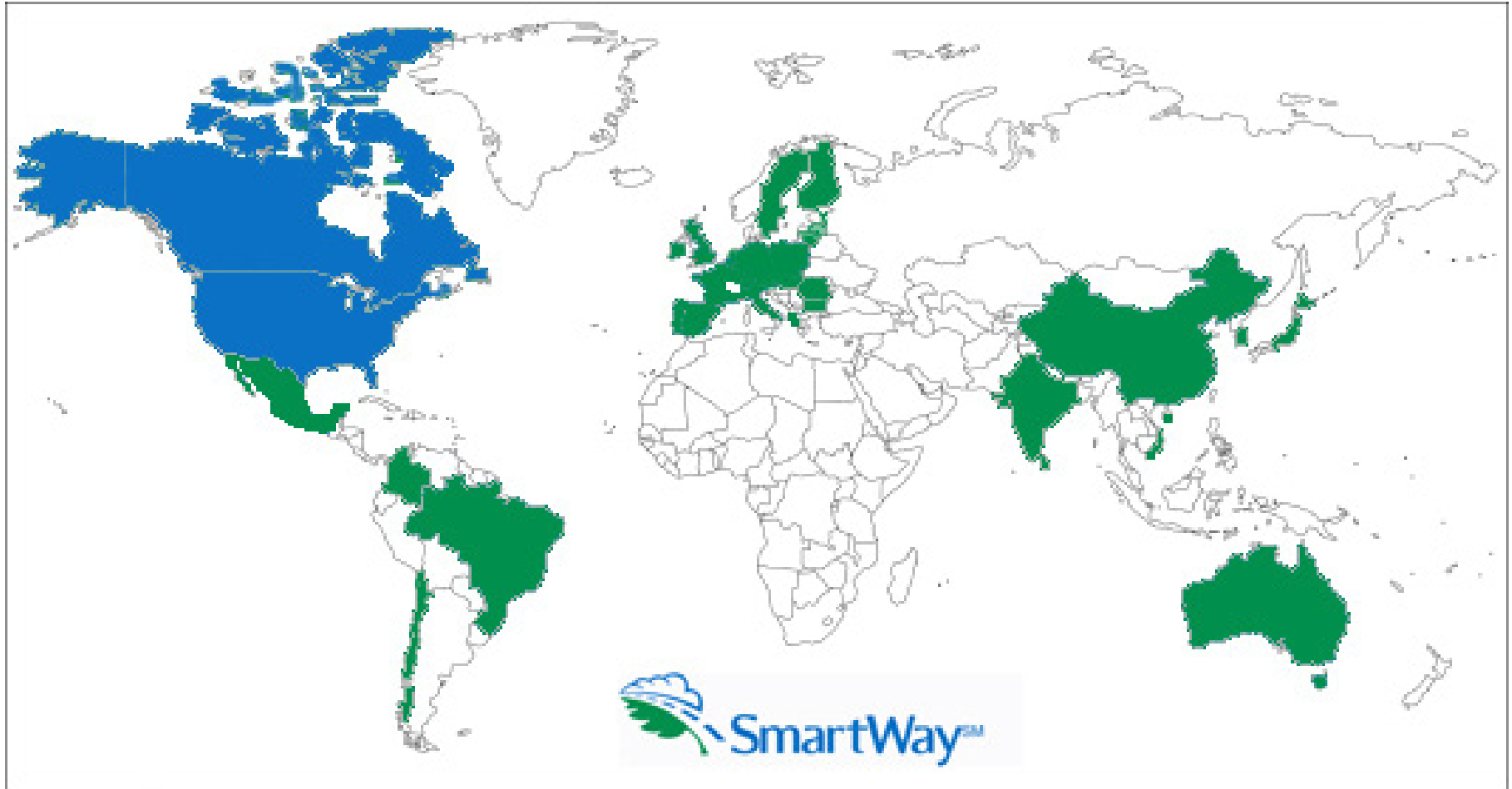
# 2016 SmartWay Schedule

## (Tool Information Flow, Availability and Due Dates)

Jan   Feb   Mar   Apr   May   Jun   Jul   Aug   Sep   Oct   Nov   Dec



# SmartWay: You are part of a Global Movement



We will be working actively with Mexico this year to complete an integrated US-Canada-Mexico SmartWay North American System.