



Webinar Logistics



- Presentation slides and a recording of this webinar will be available to download within 1 week at:
<http://www.epa.gov/smartway/about/news.htm#webinars>
- Attendees will be in listen-only mode (muted) throughout today's webinar.

• During the webinar, you may submit a question by typing into the **Enter a question for staff** box and clicking the **Send** button. Staff will read and answer these questions as time allows.

A screenshot of a web interface titled "Questions". It features a large text input area with a placeholder text "[Enter a question for staff]". Below the input area is a "Send" button, which is circled in green. A green arrow points from the text in the previous block to the input area.

- Please complete the survey questions at the end of the webinar. Your feedback is important to us!

Congratulations to our Multiple Award Winners!

SmartWay Excellence Award winners have been recognized seven times between 2006 and 2014.

134 companies were recognized as Excellence Awardees at least once.

Of these, 57 were recognized as Excellence Awardees multiple times.

Two-time Awardees



APL Logistics - Arlo G. Lott Trucking, Inc. - Bison Transport, Inc. - Challenger Motor Freight Inc. - Con-way Freight - Cowan Systems, LLC - CRST Van Expedited, Inc. - DHL Express USA - Doug Andrus Distributing - Frito-Lay - IKEA Distribution Services Inc. - JBS Carriers, Inc. - JC Penney - John Christner Trucking, LLC - Johnson & Johnson - Kohl's Department Stores - L Brands, Inc. - Langford Inc. - Lone Star Transportation, LLC - LTI, Inc. - New Century Transportation, Inc. - PAM Transport, Inc. - Polaris Transport Carriers Inc. - RPM Harbor Services, Inc. - Ryder Supply Chain Solutions - Stan Koch and Sons Trucking - Thorsons Marketing Associates Canada Inc. - UPS Small Package - Walmart Transportation, LLC - Werner Enterprises

Three-time Awardees



Best Buy Co., Inc. - C.R. England, Inc. - Celadon Trucking Services, Inc. - Con-way Truckload - Covenant Transport - Gordon Trucking, Inc. - H-E-B - Hewlett-Packard - May Trucking Company - Menlo Logistics - NFI Industries, Inc. - Prime, Inc. - SC Johnson and Son, Inc. - The Home Depot U.S.A., Inc - Transplace - Ruan Transportation Management Systems, Inc.



Five-time Awardees

J.B. Hunt Transport, Inc.
 Kimberly-Clark Corporation
 Knight Transportation, Inc.
 Roehl Transport, Inc.
 Schneider National, Inc.
 Sharp Electronics Corporation
 Swift Transportation Co.

Four-time Awardees



Hub Group
 Mesilla Valley Transportation
 Quad Graphics / Duplaineville Transport



Six-time Awardee

Lowe's Companies, Inc.



2014 SmartWay Excellence Award – EPA Criteria

What are the SmartWay Excellence Awards?

The SmartWay Excellence Awards are EPA's means to recognize Partners that have optimized the environmental performance and efficiency of their freight management operations.

The SmartWay Excellence Awards program recognizes approximately the top one percent of Partners with superior environmental performance.

- To be eligible for consideration, qualified companies must be Partners in good standing (i.e., timely and accurate submittal of required data in the 2013 reporting cycle and also timely subsequent reporting cycles for carriers).
- EPA makes a full review of every Partner's SmartWay data submissions to assess qualifications for award consideration.
- Semi-finalists in selected Partner categories will be contacted to submit an application.
- All Excellence Award finalists will be screened for any adverse environmental actions which may prohibit public recognition for their SmartWay achievements.
- EPA will notify those Partners that are selected as Awardees.

Timeline and Notification

- **Early March:** The SmartWay awards process and data review commences and EPA identifies candidates using SmartWay data reports from the most recent, completed annual reporting cycle from all Partner categories.
- **April:** Shipper/Logistics and Multi-modal Carrier semi-finalists are identified and invited to submit supplemental information. (Other carriers do not submit supplemental information).
- **May 16, 2014:** Submission deadline for Shipper/Logistics and Multi-modal Carrier semi-finalists supplemental information.
- **May/June:** Final reviews and adverse environmental actions screening.
- **July:** Awardees notification (no public announcement until fall).
- **September:** Announcement of Award recipients.

Carrier Criteria

Carrier awardees will be selected based entirely on environmental performance criteria. Finalists who demonstrate top environmental performance based on a 50% CO₂ + 25% NO_x + 25% PM weighting of g/ton-mile fleet level result from the SmartWay Carrier Tool (with exceptions noted below).

Truck

- Drayage Carriers are assessed on 25% CO₂ + 25% NO_x + 50% PM g/mile result.
- Package and Less-than-Truckload Carriers are assessed on 50% CO₂ + 25% NO_x + 25% PM g/mile result.

Multi-modal (applies to companies with an actual Multi-modal classified fleet)

- Package and Less-than-Truckload Carriers are assessed on 50% CO₂ + 25% NO_x + 25% PM g/mile result.

New! Eligible Multi-modal partners will be invited to submit a semi-finalist application.

Continued

C.R. ENGLAND

Dedicated

Regional

Intermodal

International

National



C.R. England

Benefits of Being a SmartWay Carrier

2014  SmartWay® Excellence Awardee
U.S. ENVIRONMENTAL PROTECTION AGENCY

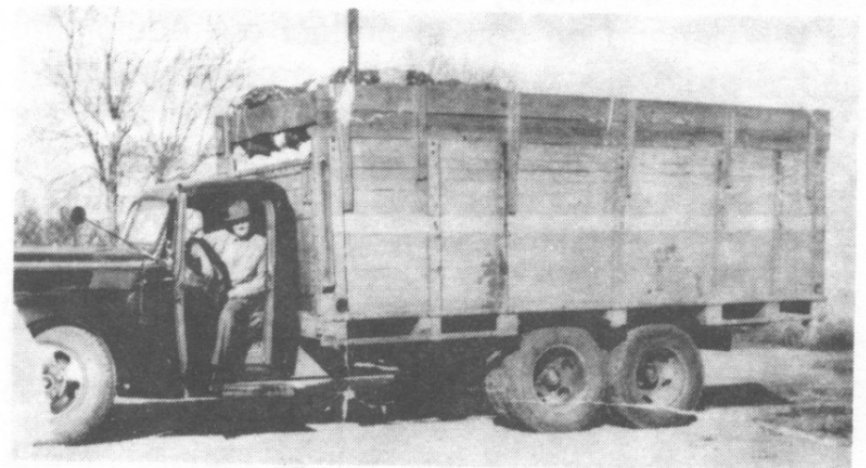
Stacey Maxwell

- Corporate Marketing Director for C.R. England
- Worked with SmartWay since 2009
- 12 years in marketing/advertising
- MBA at Westminster College / B.S. in Marketing and B.S. in Management from University of Utah
- Champion of sustainable transportation solutions for C.R. England



C.R. England Company History

- Privately owned and operated since 1920
- Currently in third and fourth generation leadership
- Five Operating Divisions
- Tractors in service: 4,100+
- Trailers in service: 6,200+
- Containers in service: 1,600+
- Five Driving Schools
- Drivers: 6,200+
- Staff: 1,700+
- Annual Revenue: \$1.6B (2014)



Carrier Benefits of SmartWay

- Used as a universal benchmark for carriers and shippers
 - Carbon reporting
- Participation strongly encouraged by shippers
 - Bidding and RFP
- Insertions into quarterly sustainability reports
- Resources through the website and the account managers





Carrier Benefits of SmartWay (Continued)

- Opportunities to work with SmartWay and shippers
 - Audits
 - Information sharing and education
- Public recognition
 - Natural Gas Symposium



Sustainable Initiatives & Technologies

- Aerodynamics: side skirts, trailer tails, wheel covers
- Weight reduction: aluminum wheels, day cabs where possible
- Equipment/ Transportation Modes: Natural gas tractors, 53' refrigerated containers, comparative modeling
- Driver training on fuel efficiency at every level
- Controlled fuel testing
- Idle reduction: Bunk heaters, IdleAir stations, reduction policies
- Technology: Network optimization, deadhead and out of route improvement, Trailer/reefer tracking and monitoring





How We Promote SmartWay

- Moving billboards - over 75% of fleet has SmartWay approved tractors
- Formal Fuel Training to Drivers
 - In schools
 - Upgrade
 - Throughout career
- Newsletters to driver and non-driver staff
- To customers
 - Presentations and meetings
 - Advisory boards
 - Sustainability reporting
 - Collaboration
- Social media

Sustainability

C.R. England is guided by a passion for serving customers and its commitment to safety, financial stability, and lowering greenhouse gas emissions. From our transportation and freight vehicles, in the past decade, C.R. England has played a leading role among transportation companies in the area of reducing fuel consumption, and optimizing fuel economy and cost reduction. What is its ongoing strategy for reducing its carbon footprint?

Equipment

TempStack offers a host of advantages compared to over-the-road trailers:

- Real-time, 2-way remote communications
- Wireless container temperature management
- 120-gallon water fuel tank
- Reefer units run 2.5 times longer without refueling

Lightweight drainage trailers

- Day cabs custom-designed for intermodal application
- Experienced intermodal-specific driver fleet
- Available loading capacity up to 43,500 pounds

C.R. England Technology

C.R. England has invested substantial resources to develop and implement information technology solutions that improve productivity, customer service, and efficiencies across the fleet. This advanced level of control is your assurance that perishable cargo will arrive in the same condition it left your facility.

Key components of our information technology system include:

- EDI load tendering
- Internet load tracking
- Internet proof of delivery
- Electronic commerce
- Route optimization
- Transportation modeling
- Detailed customer reports
- Real-time wireless tracking and control of reefer unit
- Electronic tagging device
- Automated alerts on operational exceptions
- Temp / Reefer unit monitoring

Fuel Consumption Must Be Managed

C.R. England is proud to be a Carrier in the SmartWay Transport Partner program. We're committed to continually find ways to improve our environmental performance. What's your best advice to stay fuel efficient? #TipoftheDay



#TipoftheDay #CreateYourCareer

Like, Share or Comment



Like, Comment, Share

- Every company has a responsibility to become less dependent on foreign oil.
- Our company is part of SmartWay, an EPA program that reduces transportation-related emissions
 - We support the goals of the SmartWay transport program to reduce our carbon footprint
- Every driver has the ability to positively impact fuel consumption.
 - Minor adjustments in the way we operate a company and the equipment means improvement in fuel mileage.
- Of course that means improvement in expense.
 - Fuel costs can be the difference in profit and loss.



HP Global Logistics Environment Program



Blair Chikasuye
Global Logistics Environment Manager



HP's Global Supply Chain...

Every 60 Seconds...



105
PCs



88
Printers



880
Ink / Toner Cartridges



7
Servers



Daily – We transport more than 1M products globally
Ship to 170+ countries worldwide

Increase the efficiency of our product transportation network

- minimize size/weight of shipments
- decrease distance products travel
- shift towards environmentally friendly transport modes

Track annual Product Transport CO2 footprint since **2009**

US / Canada transportation network utilizes **100%** SmartWay Partners

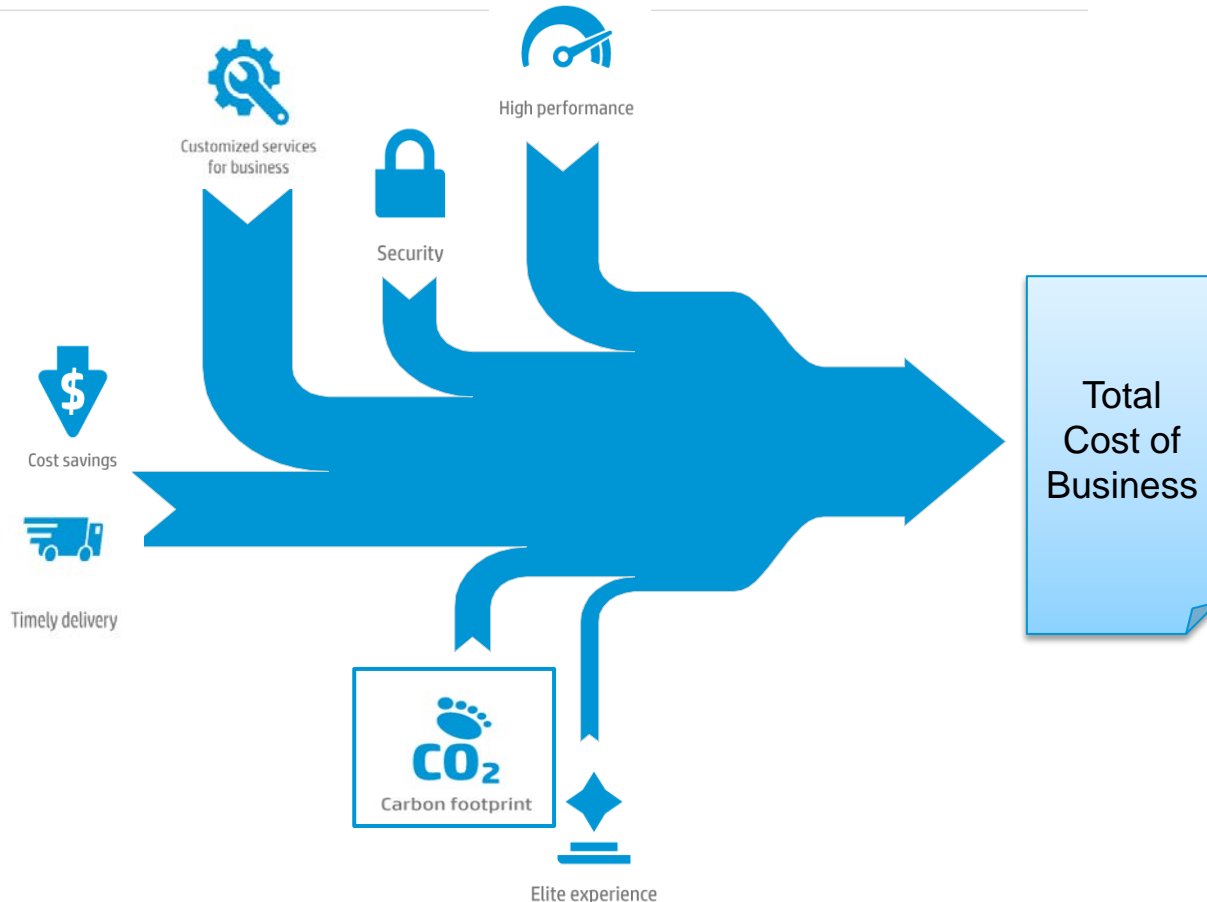
Since **2008** SmartWay Logos on HP Product Packaging



HP Logistics Environmental Opportunities...

Environmental Criteria

Utilize environmental factors in the LSP selection process



Cost Savings → CO₂ Reductions

Network Enhancement and Optimization Programs Drive CO₂ Reductions

Weight / Distance / Mode of Transport

SmartWay 2.0

Implement Next Set of SmartWay Data

- Assess Carrier Network
- Capture Volume Data
- Apply Volumes against CO₂ Carrier Factors
- Analyze Data for RFQs / Routing Guides

HP Global Logistics Environment Associations




Clean Cargo Working Group



International Air Transport Assoc.



Global Logistics Emissions Council



Climate and Clean Air Coalition (UN)



US EPA SmartWay



Green Freight Latin America



Green Freight Europe



China Green Freight Initiative



Green Freight Asia



Trucking



Air Freight

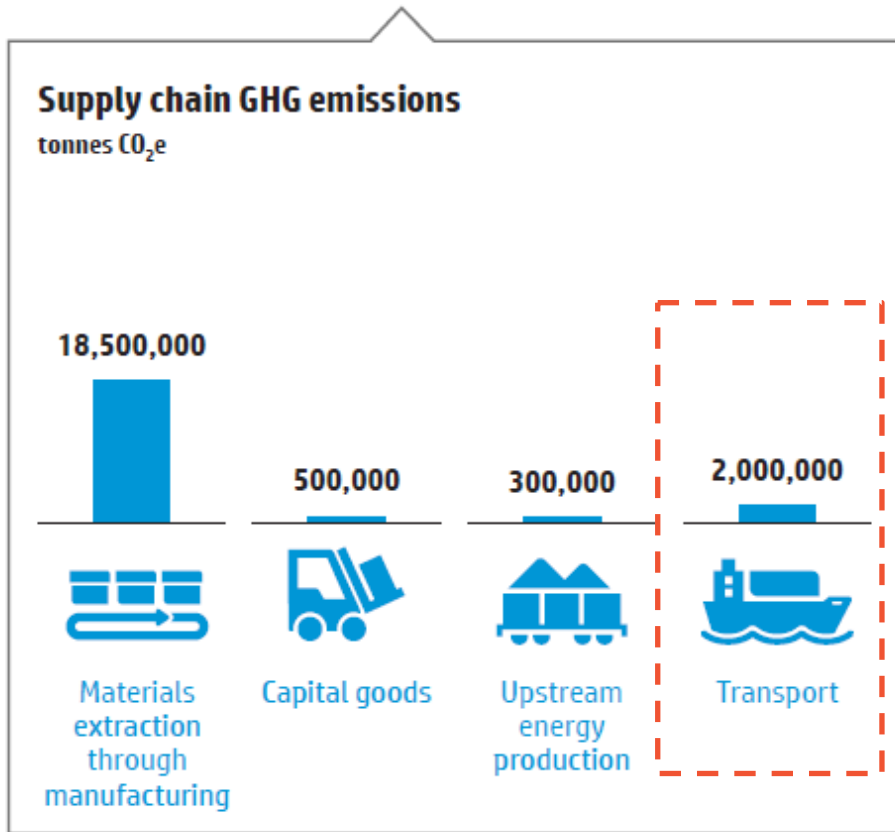


Ocean Freight

✓ Industry Leadership



HP Carbon Footprint – Product Transportation Goal



Drive a 20 percent decrease in its first-tier manufacturing and product transportation-related GHG emissions intensity by 2020, compared to 2010

Operations GHG Reduction Goal – 20% by 2020

Products and Solutions (Product Use Goal) – 40% by 2020

“First IT Company to set GHG Reduction Goals for all parts of our Value Chain”





Make it matter.

www.hp.com/livingprogress

@HPLivingProg

Lowe's SmartWay Best Practices

Nick Brock
Carrier Relations Manager
October 29, 2014

Intermodal Conversion

- Regular Evaluation
- Intermodal where Feasible
- Part of Over the Road Bid Process
- Review by Rail Providers

Carrier & Data Validation

- Carrier Participation
 - Audited monthly via the EPA website
- Data Sources
- Data Validation
- Team Participation

Natural Gas Powered Fleets

- Started in August 2013
- Both CNG & LNG Fuel
 - Varies by Location
- Six Locations utilizing NG Powered Trucks
- Plans to Expand NG Use



**NEVER STOP
IMPROVING™**

Jolene Sternweis
Fuel Manager
Roehl Transport, Inc.



BEST PRACTICES IN 10 YEARS WITH SMARTWAY

Tractor Information

Truck Features

Auxiliary In-Cab Heater
Battery Powered Auxiliary Power Unit
Turn by Turn Directions
Engine Start Battery Management
Super Single Tires
Low Rolling Resistant Tires

CNG (Compressed Natural Gas)

Trailer Features

Trailer Tails
Side Skirts
Low Rolling Resistant Tires





Celebrating 10 Years of SmartWay Quality Partner Since 2004

Roehl Transport Carrier Performance Ranking on 2012 Year Review
Rankings are from 1-5, 1=Best (Top 20%)

Emission Metric	Ranking
• Grams per Mile CO2 Rank	1
• Grams per Mile NOx Rank	1
• Grams per Mile PM10 Rank	1
• Grams per Mile PM2.5 Rank	1







SmartWay Charter Partner

Ron Guzzi
Sr. Manager, Carrier Relations and Solutions
Transportation
The Home Depot USA , Inc.



Company Overview

- Founded in 1978
 - Atlanta, GA
 - Largest Home Improvement Retailer
 - 300,000+ employees
- Stores: 2,263
 - United States - 1,977
 - Canada - 180
 - Mexico - 106
- 70 DC's Across Our Supply Chain
 - 75% of Merchandise Through DC's
- FY2013 Sales: \$78.8 Billion USD



Home Depot – SmartWay/Sustainability



Sustainability Efforts



THE HOME DEPOT SUSTAINABILITY



Goals and Details



❖ THD Goal:

- 20% reduction in GHG emissions in supply chain by end of 2015
 - Equivalent to 200 million miles - 8,000 trips around the Earth
- 400 TL lanes converted to Intermodal over the past 3 years
- Increase trailer utilization and cube
 - OB: 14% improvement 2013 vs 2011
 - IB: 21% improvement 2013 vs 2011
- Partnership with EPA/SmartWay
 - Charter partner (2004)
 - 2013/2014 Excellence Awardee



Home Depot – SmartWay



THD and SmartWay



SmartWay

- **Business Policy:** 100% of contracted carriers must be current SmartWay partners
 - Verbiage within all contracts requiring active participation
 - Require certificate during carrier on-boarding
 - Monitor EPA/SmartWay site for carrier (data submission) compliance to program requirements
 - Carrier contracts terminated if determined to be non-compliant

- **SmartWay Recognition:** SmartWay logo required in Supply Chain email signatures



- **Pay for Performance: (Implemented in 2013)**
 - Bid process/tool allows for artificial rate adjustments prior to scenario analysis
 - Previously utilized functionality only for service/performance
 - Utilize each EPA/SmartWay data to place carriers into 5 groups by metric
 - CO_2 (50%) + NO_x (25%) + PM_{10} (25%) = THD SmartWay Score
 - Scores grouped into 5 “SmartWay Buckets” for rate adjustments
 - 0%, .25%, .5%, .75%, and 1% rate adjustments



Home Depot – SmartWay



THD and SmartWay



Smartway

➤ Carrier Reviews:

- Conduct on-site carrier reviews yearly with top 35-40 carriers for The Home Depot.
- Require carriers to present current SmartWay efforts and initiatives
- Examples...

We have 310 drivers, 700+ 53ft Dry Van, 150 20ft/40ft/45ft specialty chassis.

Drivers: Owner Operator: 290

Company Fleet : 20

Team : 2

Hazmat : 17%

YTD Turnover: 93.14%

Age of Tractors: The fleet average is 5 ½ yrs.

Trailers: The average age for our trailers is 6 years.

We are currently upgrading our fleet and recently purchased 30 Eco-Friendly Aerial Dynamic Trailers.

Tractor Technology: We currently have about 44% of our trucks equipped with Garmin ELDs (Electronic Logging Device). We are projecting to have the entire fleet equipped by the end of Q1 2014.

XXXX Lines is a Certified SmartWay Transport Partner.

Our current score is .75



Fleet Characteristics

Carrier Profile

Environmental Leadership



- SmartWay Transportation Partner since 2004
- **SmartWay Excellence Award 2013**

(also 2007; 2009; 2011; 2012)

- Trailer blades (all trailers)
- Aerodynamic trucks & trailers
- 2007 & 2010 EPA compliant engines
 - Average truck age is under 23 months
 - 14% 2007
 - 86% 2010
- Alternative fuels
- Carbon reduction
- Clean Air Action Plan (CAAP) Air Quality Award
 - Winner of 6th Annual CAAP Award in 2013



10

