

Welcome to the SmartWay Webinar Series

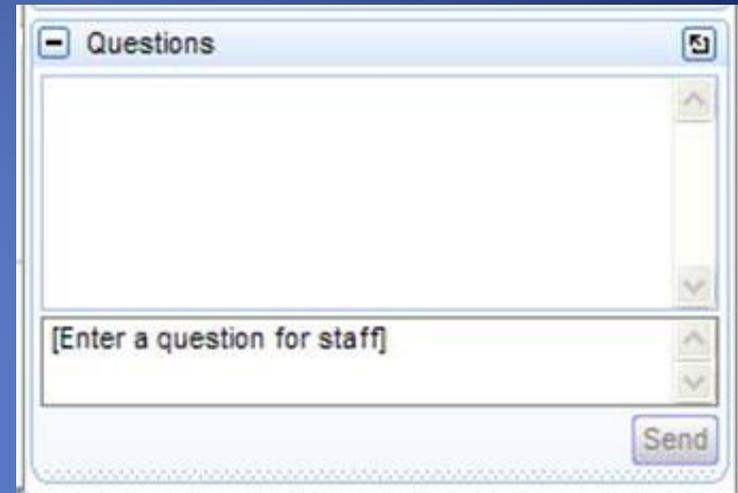
Today's webinar is:

***SmartWay “Freight Matters!” Webinar
Efficiency Begins at Home, but What
About the Neighbors...***



Webinar Housekeeping

- Submit a question via the Questions box on your GoTo control panel.



- After the presentation, as time permits, our EPA presenter will answer questions submitted via the Questions box.
- Please complete the survey at the end of today's webinar. Your feedback is important to us!

Webinar Housekeeping

The presentation slides and recording will be available at:

<http://www.epa.gov/smartway/smartway-webinars-events>

(select the “Past Webinars/Events” tab)

Congratulations to the 2016 SmartWay Excellence Awardees

EPA recognizes the exceptional environmental performance of the 53 shippers, logistics companies, and carriers.

[Learn more](#)



SmartWay Latest News

October 3, 2016: EPA releases list of 2016 SmartWay Excellence Awards recipients. [Learn more.](#)

[More SmartWay News](#)

1 2 3 4

Learn about SmartWay



- [Overview of SmartWay](#)
- [Why Freight Matters](#)
- [How SmartWay Advances Sustainable Transportation Supply Chains](#)
- [Carbon Accounting & Reporting](#)
- [SmartWay Program Successes](#)
- [Trends, Indicators & Partner Statistics \(TIPS\)](#)

Participate in SmartWay



- [How to Participate in SmartWay](#)
- [How the SmartWay Partnership Works](#)
- Become a SmartWay:
 - [Shipper](#)
 - [Logistics Company](#)
 - [Carrier](#)
 - [Affiliate](#)
- [Tools & Resources for Partners & Affiliates](#)

Upcoming Webinars & Events

- Freight Matters Webinar: [Efficiency Begins at Home, but Then There Are the Neighbors: Getting to Know Your SmartWay Carriers!](#) November 16, 2016
- Education Webinar: [Unlocking SmartWay Data for Shippers: Optimize Supply Chain Decision Making and Enhance CSR Reporting](#) November 30, 2016

[More SmartWay webinars & events](#)

Meet our Partners & Affiliates



Use the SmartWay Brand



[SmartWay Home](#)[Learn about SmartWay](#)[Participate in SmartWay](#)[Meet the SmartWay
Partners and Affiliates](#)[Use the SmartWay Brand](#)[Global Collaboration](#)[SmartWay Latest News](#)[Newsroom](#)[Webinars/Events](#)

SmartWay Webinars & Events

EPA hosts events and webinars to help you learn how to get the most out of the SmartWay Program.

Upcoming Webinars: To participate in an upcoming SmartWay webinar, you must pre-register. Registration links are provided below in webinar descriptions. After registering, you will receive a confirmation email containing information about joining the webinar.

Past Webinars: Selecting the "Past Webinar Resources" tab shows you previous training topics and may include additional resources such as slides, recordings, and transcripts.

[Freight Matters! Webinar Series:](#) Hear from leaders in the industry about freight-related trends and issues that matter to your business.

[Upcoming Webinars/Events](#)[Past Webinars/Events](#)

Suggest a Webinar Topic: If you would like to see a webinar about a particular topic, [email your idea](mailto:smartway_transport@epa.gov) (smartway_transport@epa.gov) with the subject line "SmartWay Webinar Suggestion."

[Event Type Legend](#)

◆ Type	◆ Date	◆ Event Name
Freight Matters Webinar	November 16, 2016	Efficiency Begins at Home, but Then There Are the Neighbors: Getting to Know Your SmartWay Carriers!
Education Webinar	November 30, 2016	Unlocking SmartWay Data for Shippers: Optimize Supply Chain Decision Making and Enhance CSR Reporting

Webinars are free: Please register promptly because registration may be closed to new attendees after 12:00 noon on the day of the webinar.

EPA Host: Mary Walsh



Mary Walsh is an Environmental Scientist on SmartWay's Data Development and Management Team. A 27-year veteran of EPA, Mary has worked on voluntary programs in EPA's Office of Transportation and Air Quality for most of her career, and has experience with vehicle certification and numerous rulemakings. She also creates the "Trends, Indicators, and Partner Statistics," pages on the SmartWay website.

Mary has M.S. degrees from Wayne State University (ecology) and the University of Michigan (environmental education and natural resources management, planning, and policy).

EPA Host: Kathleen Martz



Kathleen Martz is an Environmental Protection Specialist currently serving as SmartWay's National Regions Manager on the Product Development and Implementation Team. Kathleen, with SmartWay for 12 years, initiated the program expansion into Canada and contributed to its data Quality protocols.

Prior to joining EPA, Kathleen held a number of positions with companies in industry, including a major supplier to the heavy-duty equipment sector.

Stelios Chrysandreas is the North America Transportation Manager for **Kimberly-Clark Corporation**, and is based at their Shared Service Center in Knoxville, TN. He has the responsibility for achieving lowest transportation cost and best service through daily optimization, modeling the network and operational KPI's, and driving sustainability practices in transportation management for K-C.



Stelios began his career with K-C as a graduate of the University of Alabama in 1990 with a B.S. in Electrical Engineering and a MBA. He has held different roles throughout K-C's supply chain during his 26 years there, including planning, distribution operations, supply chain analysis, and transportation.

Prior to his current role, Stelios helped design and execute the current Consumer Business Distribution footprint that ensured locating distribution centers in markets that supported the growth of Intermodal usage.

K-C has been a SmartWay partner since 2006 and is a seven-time winner of the SmartWay Environmental Excellence Award.

Don Petri has been with **Hub Group** for seven years and in the Transportation Industry for over 30 years. He is Vice President, Consumer Product Solutions, for Hub Group. And, he is responsible for understanding the diverse needs of Hub Group's consumer products customers, like K-C, and developing innovative solutions through Hub Group's multi-modal expertise.

Since 2007 Hub Group has worked with Kimberly-Clark to develop and grow their Intermodal and Sustainability Network from 452 annual loads to over 35,000 annual loads in 2015, with carbon savings of 75%. Through intermodal conversion, Hub Group has helped Kimberly-Clark reduce both cost and carbon dioxide emissions in 2015.

Hub Group has been a SmartWay partner since its inception in 2004, and is a four-time winner of the SmartWay Environmental Excellence Award for their sustainability efforts.





KIMBERLY-CLARK & HUB GROUP

SUSTAINABILITY UPDATE

STELIOS CHRYSANDREAS
NORTH AMERICAN TRANSPORTATION MANAGER

DON PETRI
VICE PRESIDENT; CONSUMER PRODUCTS SOLUTIONS

NOVEMBER 16, 2016

WORKING TOGETHER TO INCREASE EFFICIENCY

- **JOINED SMARTWAY IN 2006 AS AN OPPORTUNITY TO MORE ACTIVELY ENGAGE AND EXPAND OUR ROLE IN KIMBERLY-CLARK'S SUSTAINABILITY PLANS**
- **RECOGNIZED TRENDS**
 - Driver shortage & retention
 - Highway congestion
 - Our customers are focusing on sustainability
- **DEVELOPED AN INTERMODAL GROWTH STRATEGY**
 - Major distribution network redesign
 - Partnered with retail customers
- **INTERNAL CHALLENGES AND SKEPTICISM**
 - "Putting our customer freight on rail?"



PARTNERING WITH HUB GROUP

- **FOCUS ON SERVICE LEVELS AND DELIVERABLES TO OUR JOINT CUSTOMERS**
- **PROVIDING NEW SERVICE OFFERINGS VIA RAIL**
(New routes, train schedules, etc.)
- **REVIEWING RAIL DEPENDABILITY AND TRANSITS WITHIN SPECIFIC CORRIDORS**
- **MODE CONVERSIONS AND CO₂ SAVINGS**



KIMBERLY-CLARK SUSTAINABILITY UPDATE

By converting its freight to a greener Intermodal transportation solution, Kimberly-Clark has reduced its 2016 CO₂ emissions by **41,335 tons (64%)** through October.



Kimberly-Clark





GO GREEN

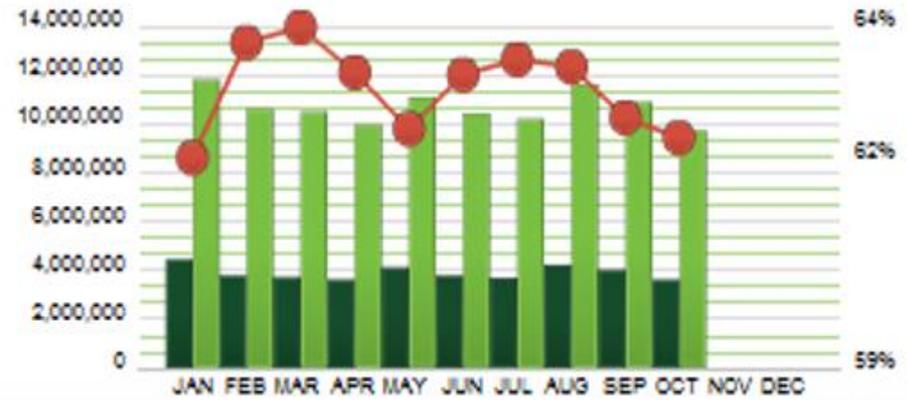
IML SHI...

How much CO2 emissions have you saved shipping intermodally instead of highway this year?

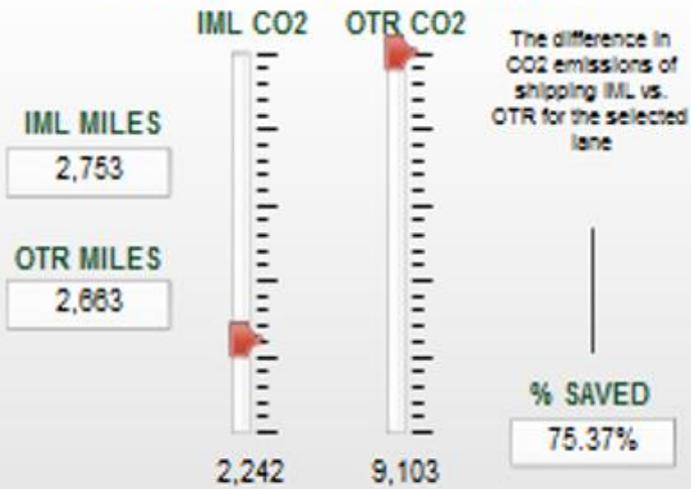
LANES

- FULLERTON, CA - LOGAN TOWNSHIP, NJ
- KENT, WA - MCDONOUGH, GA
- DE PERE, WI - FULLERTON, CA

YTD CO2 Emissions



YTD CO2 EMISSIONS BY LANE



■ IML CO2 ■ OTR CO2 ● % Saved
 39,225,108 lbs 107,094,380 lbs 63.37%
 # OF TREES PLANTED 791,808



LANES

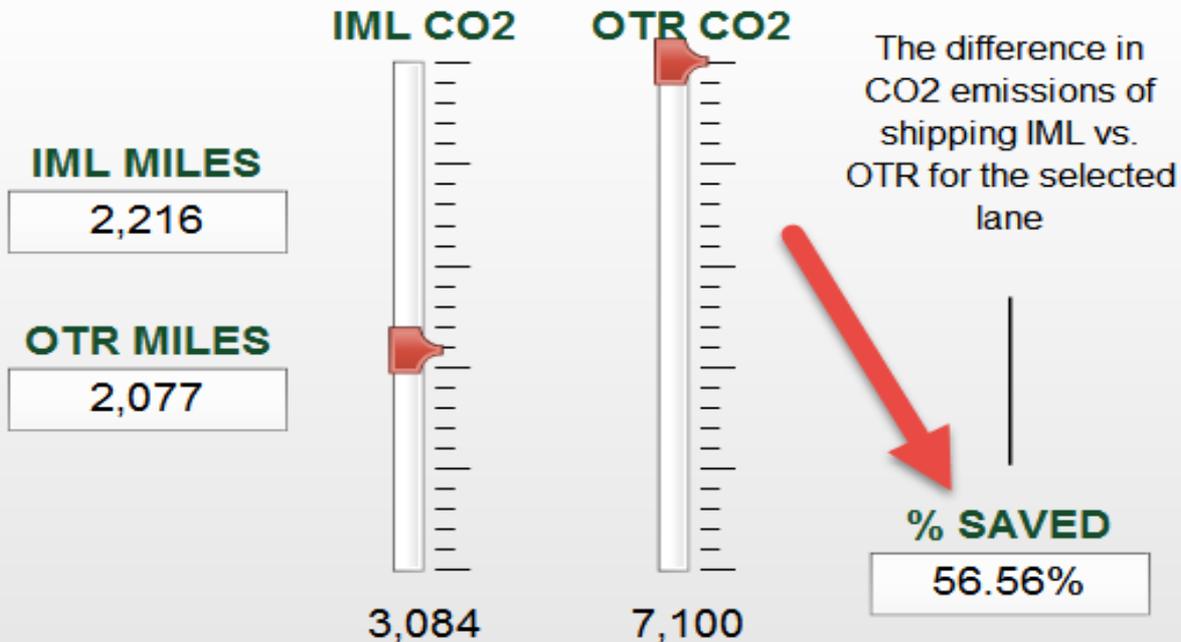
FULLERTON, CA - LOGAN TOWNSHIP, NJ

KENT, WA - MCDONOUGH, GA

DE PERE, WI - FULLERTON, CA



YTD CO2 EMISSIONS BY LANE



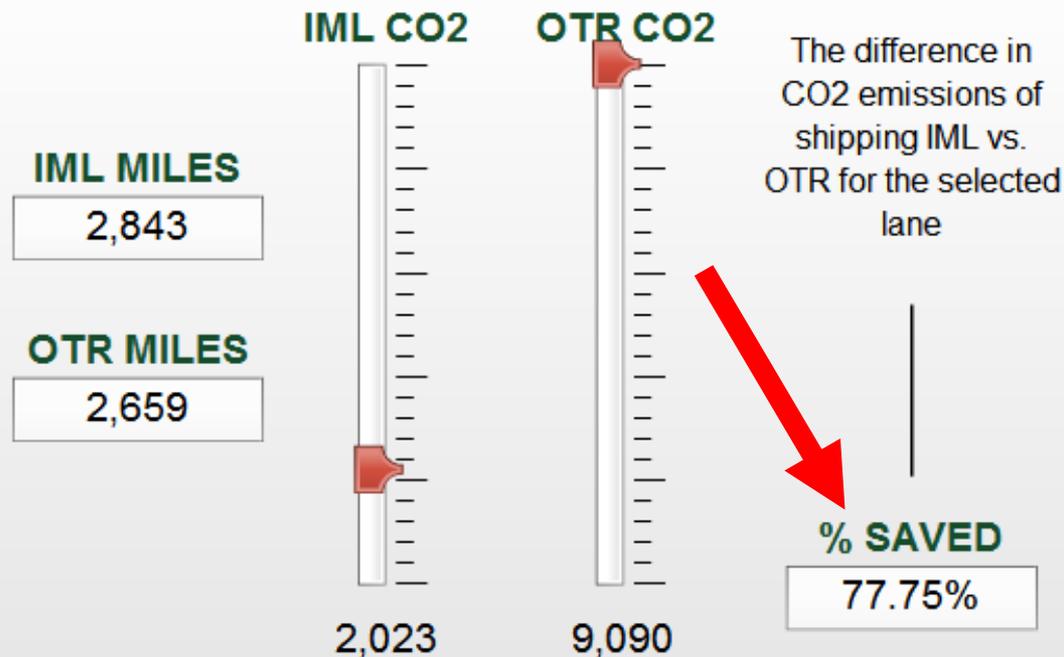
LANES

FULLERTON, CA - LOGAN TOWNSHIP, NJ

KENT, WA - MCDONOUGH, GA

DE PERE, WI - FULLERTON, CA

YTD CO2 EMISSIONS BY LANE





HUBGROUP.COM





Brad Pierce has been working the Distribution Group for Tyson Foods for 23 years. He has served as a manager in Warehousing, a Fleet Manager and Operations Manager for their Private Fleet, and for the last 11 years as Tyson's Corporate Transportation Manager for their Contract Carrier Division. Brad grew up in Springdale, AR and has lived there his entire life, except for three years serving his country in the US Army stationed in Hawaii (sounds like tough duty to me!).

After serving his country Brad graduated with a degree from the University of Arkansas and began work for Tyson Foods in April of 1993. His current position entails making sure Tyson Foods is doing business with above-average carriers while making sure Tyson Foods has the capacity they need to provide industry-leading transportation solutions which make a difference.

Tyson Foods has participated in SmartWay as both a Shipper Partner and a Truck Carrier Partner since 2004, the year EPA launched SmartWay.

Danny Christner is an owner and COO of John Christner Trucking LLC --a 30 year old privately-held refrigerated carrier operating throughout the continental US.

Danny grew up in the Tulsa area and studied finance at Oklahoma State University before joining the fledgling company in 1989. He has worked in almost all aspects of the business at JCT, including over the road driving, maintenance, recruiting, sales and dispatch. His current position entails leading the operations department, doing whatever it takes to further JCT's corporate mission: "to provide exceptional transportation solutions utilizing our core values: integrity, dependability and stewardship."

John Christner Trucking has been a SmartWay partner since 2004 and a two-time SmartWay Excellence Award winner.



Tyson Foods, Inc. Fact Sheet

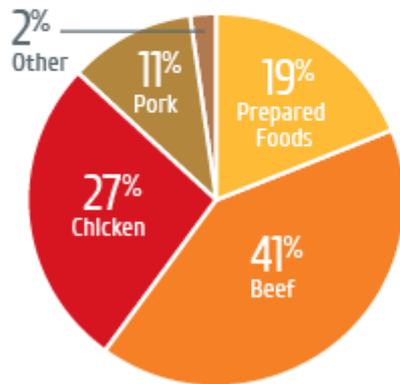


SALES (FISCAL YEAR 2015)

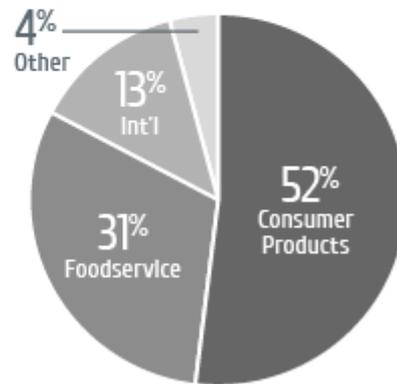
\$40.6 Billion*

*Based on 52 weeks.

SALES BY SEGMENT



SALES BY DISTRIBUTION CHANNEL



TEAM MEMBERS

 **113,000**

AVERAGE WEEKLY PRODUCTION (FISCAL YEAR 2015)



Tyson Transportation Facts



Annual Shipments:

- Total Shipments: 858,000
- Total Drops: 1,135,000

Certified Contract Carriers:

- Contract Hauls 64% of all Tyson shipments
- Private Fleet hauls 36%

Contract Carriers and Private Fleet will log over
479,700,000 miles annually

Transportation Value Index Scorecard

Tyson Value Index Scorecard

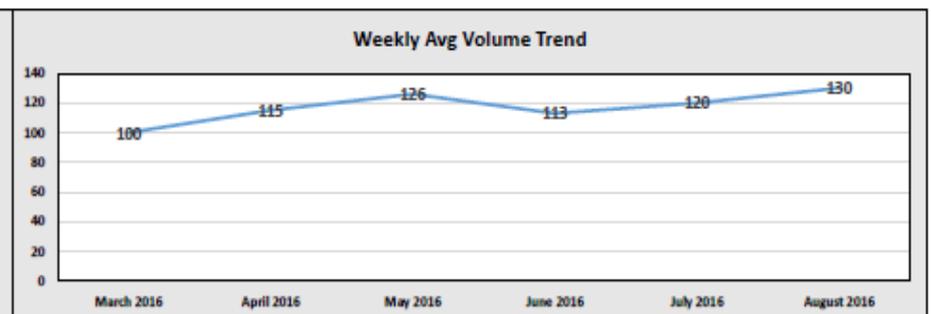
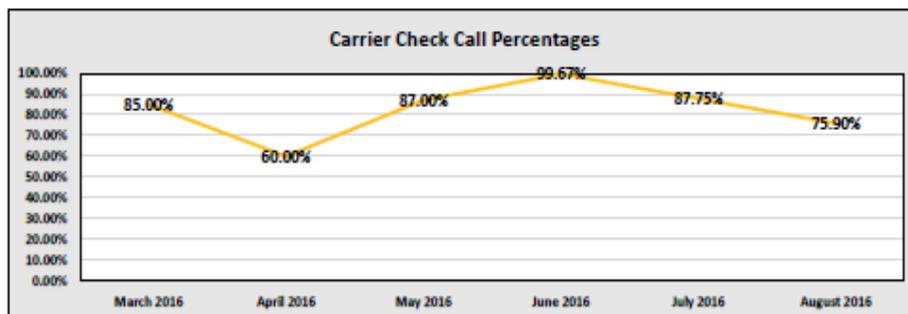
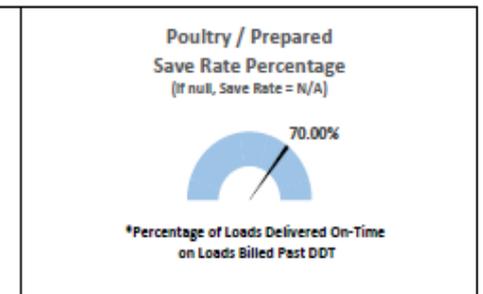
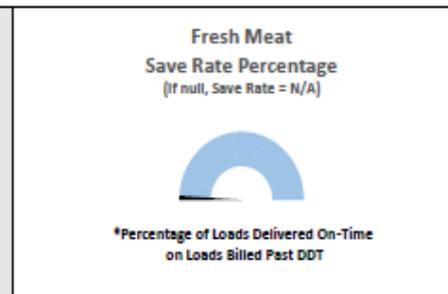
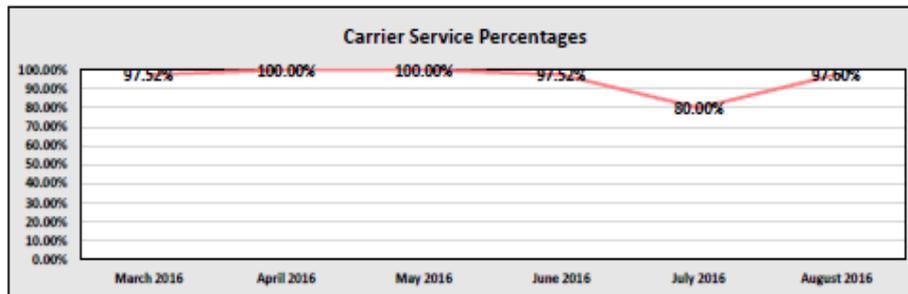
August 2016

Carrier Code: JODT

Carrier Name: John Doe Trucking



Category	March 2016		April 2016		May 2016		June 2016		July 2016		August 2016	
Service	GOLD	97.52%	SILVER	100.00% ↓	GOLD	100.00% ↑	BRONZE	97.52% ↓	NOT SCORED	80.00% ↓	SILVER	97.60% ↑
Check Calls	BRONZE	85.00%	NOT SCORED	60.00% ↓	BRONZE	87.00% ↑	GOLD	99.67% ↑	SILVER	87.75% ↓	NOT SCORED	75.90% ↓
Pricing	SILVER		NOT SCORED	↓	BRONZE	↑	NOT SCORED	↓	BRONZE	↑	NOT SCORED	↓
Safety	GOLD		GOLD	→	GOLD	→	GOLD	→	NOT SCORED	↓	GOLD	↑
Equipment	SILVER		NOT SCORED	↓	BRONZE	↑	SILVER	↑	SILVER	→	SILVER	→
Technology	GOLD		GOLD	→	GOLD	→	GOLD	→	GOLD	→	GOLD	→
Holiday	SILVER		SILVER	→	SILVER	→	SILVER	→	SILVER	→	SILVER	→
Succession	GOLD		GOLD	→	GOLD	→	GOLD	→	GOLD	→	GOLD	→
Surge Capacity	GOLD		GOLD	→	GOLD	→	GOLD	→	GOLD	→	GOLD	→



SmartWay Reminders

****It is a Tyson Foods requirement to be SmartWay registered****



We would like to remind you to make sure that you have accurately completed your SmartWay Truck Tool for 2015 Registration. If you haven't completed your Tool, please click on the link below on the SmartWay Website:

www.epa.gov/smartway/become-smartway-carrier-partner



If you have any questions about the Tool, contact your SmartWay Partner Account Manager or email me at Ashley.Ferguson@tyson.com.





Danny Christner, COO/VP
19007 W Hwy 33
Sapulpa, Oklahoma

- **A long-haul refrigerated trucking company located in Sapulpa, Oklahoma**
 - **Currently operating 750 tractors and over 1,100 trailers**
 - **Registered SmartWay Transport partner since 2004**
 - **Two-time winner of the SmartWay Excellence Award**

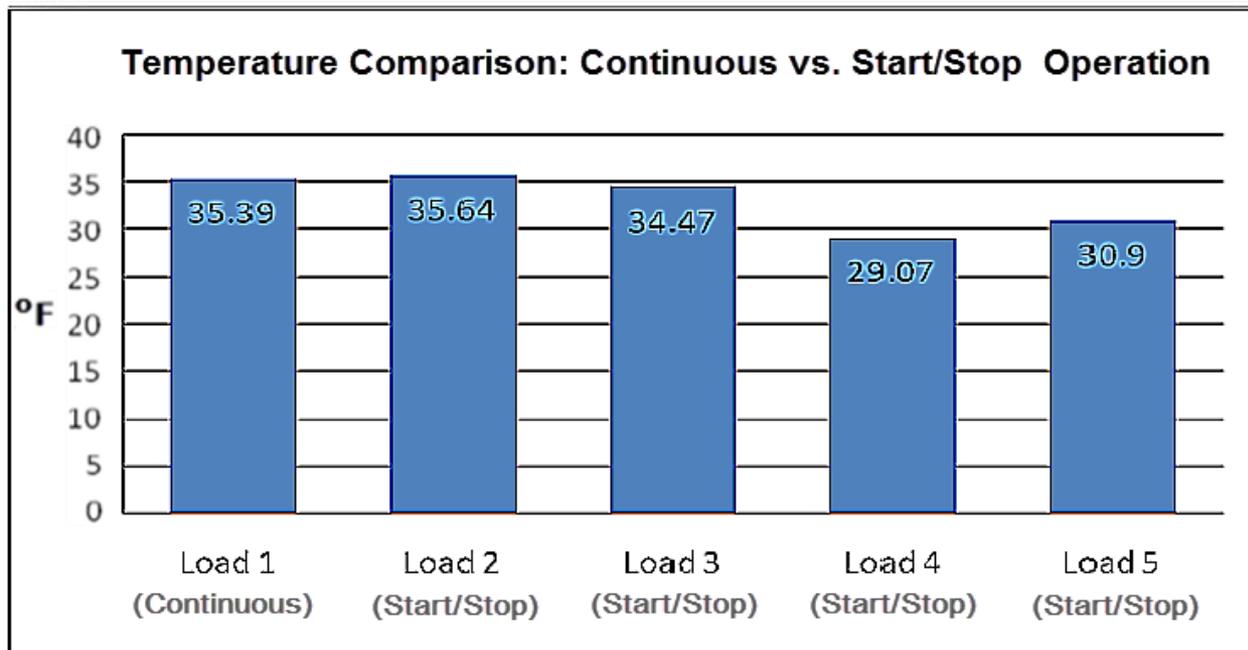




- **8% increase in fuel mileage since 2014**
- **All tractors have wide-based, low-rolling, resistant tires, which reduces fuel consumption by 3 – 5%, and overall weight by 1,000 pounds**
- **Tractors equipped with EVO aerodynamic package, which re-routes airflow to front of the trailer, thereby reducing wind drag from truck to trailer**
- **Trailers equipped with side skirts, low-rolling resistant tires, and with a tire inflation system**

Joint Testing on Refrigeration Mode Efficiency: University of Arkansas/Tyson/John Christner Trucking

- Compared ability to maintain temperature between two refrigeration unit operational modes: continuous vs. start/stop (loads carried by John Christner Trucks)
- Results show that while continuous mode does keep the product cooler and maintains a more stable temperature, start/stop mode is capable of maintaining an average temperature the same as if running in continuous mode
- Tyson is sharing this information with its carriers to show that refrigerated products can be safely transported using a start/stop refrigeration unit operation mode, thereby using less fuel



Panel Discussion and Q & A Period

*Remember... You can submit a question
via the Questions box on your
GoTo control panel*



Thank you for participating in Today's SmartWay *"Freight Matters"* Webinar!

For more information, including
webinar recordings:
<https://www.epa.gov/smartway>

