

Best Practices of a Preferred Shipper

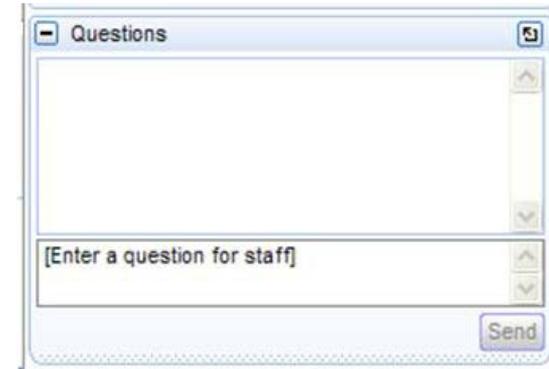
Top Shipper Characteristics Carriers Say
Are Important To The Service Decision



June 28, 2017

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.





SmartWay

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SHARE



Congratulations 2017 SmartWay Affiliate Honorees!

Read about the [outstanding work these Affiliates accomplished](#) in support of sustainable shipping.

2017 SMARTWAY AFFILIATE CHALLENGE



- 1
- 2
- 3
- 4



SmartWay Latest News

April 20, 2017--Read about how the [2017 SmartWay Affiliate Challenge Honorees](#) are encouraging efficient freight transportation.

[More SmartWay News](#)

Learn about SmartWay



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

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- [How to Participate in SmartWay](#)
- [How the SmartWay Partnership Works](#)
- Become a SmartWay:
 - [Shipper](#)
 - [Logistics Company](#)
 - [Carrier](#)
 - [Affiliate](#)

Upcoming Webinars & Events

- Tool Demo Webinar-6/15/2017: [2017 SmartWay Air Tool Demonstration](#)
- Education Webinar - 6/28/2017: [Best Practices of a Preferred Shipper](#)

[More SmartWay webinars & events](#)

Today's Speakers

Patrice Thornton

[EPA SmartWay](#)

Panelists:

Ben Cubitt

Sr VP, Strategy, Consulting and Engineering

[Transplace](#)

Randy R Cooper

Director, Transportation and Supply Chain Engineering

[Del Monte Foods](#)

Mike Kelley

VP, External Affairs

[YRC Worldwide Inc](#)

Webinar Outline

- EPA SmartWay
- Preferred Shipper Program Survey
- A Shippers View of Value
- A Carriers View
- Wrap up and Discussion

SmartWay: What is it?

- Public-private partnership
- SmartWay helps you
 - improve your transportation supply chains
 - Move more freight with fewer emissions and less energy
 - Gain a competitive edge, enhance your corporate image and create value for shareholders
- Enter data about your operations in a downloadable tracking and assessment tool

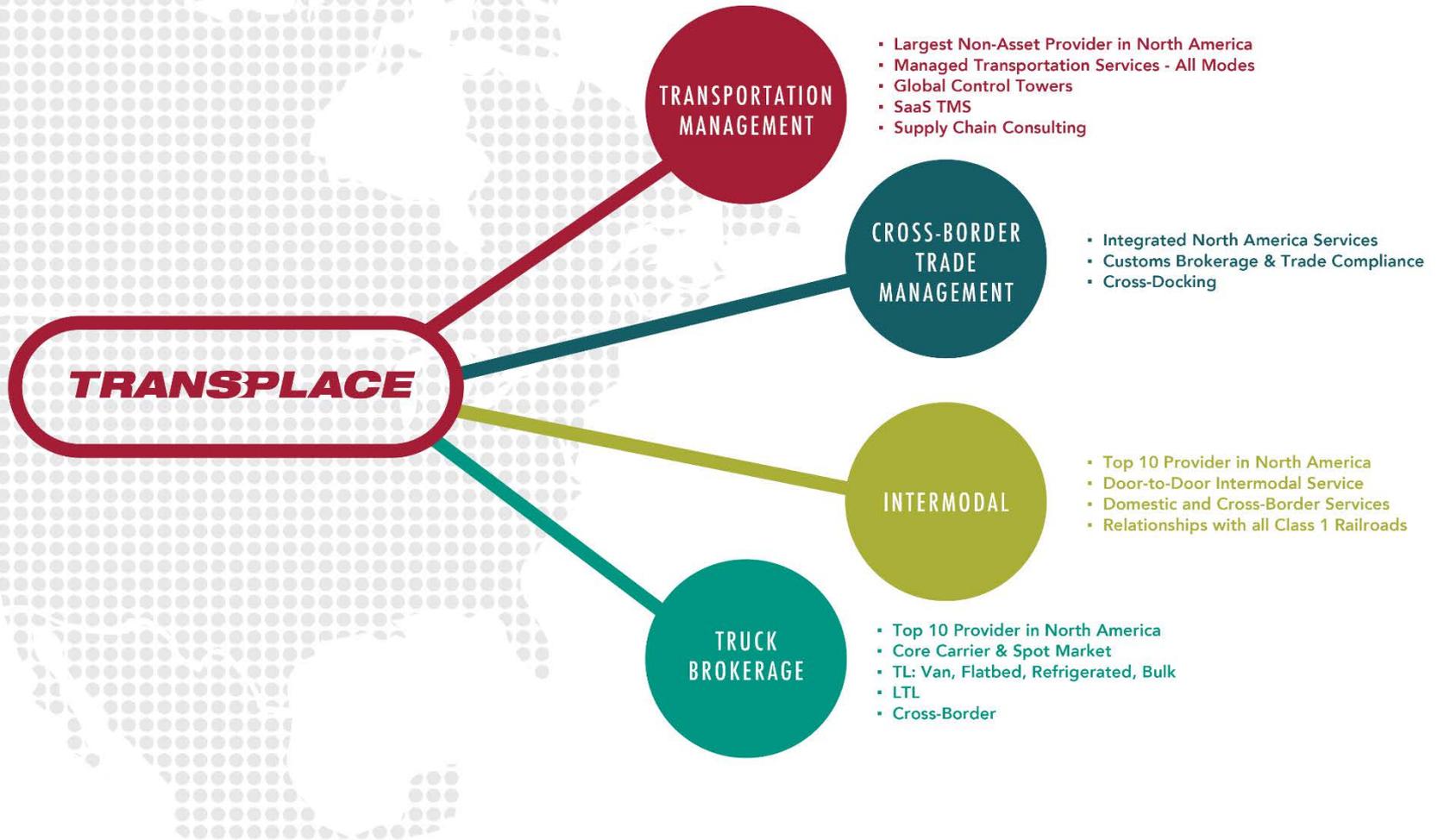
Ben Cubitt

Sr VP, Strategy, Consulting and Engineering

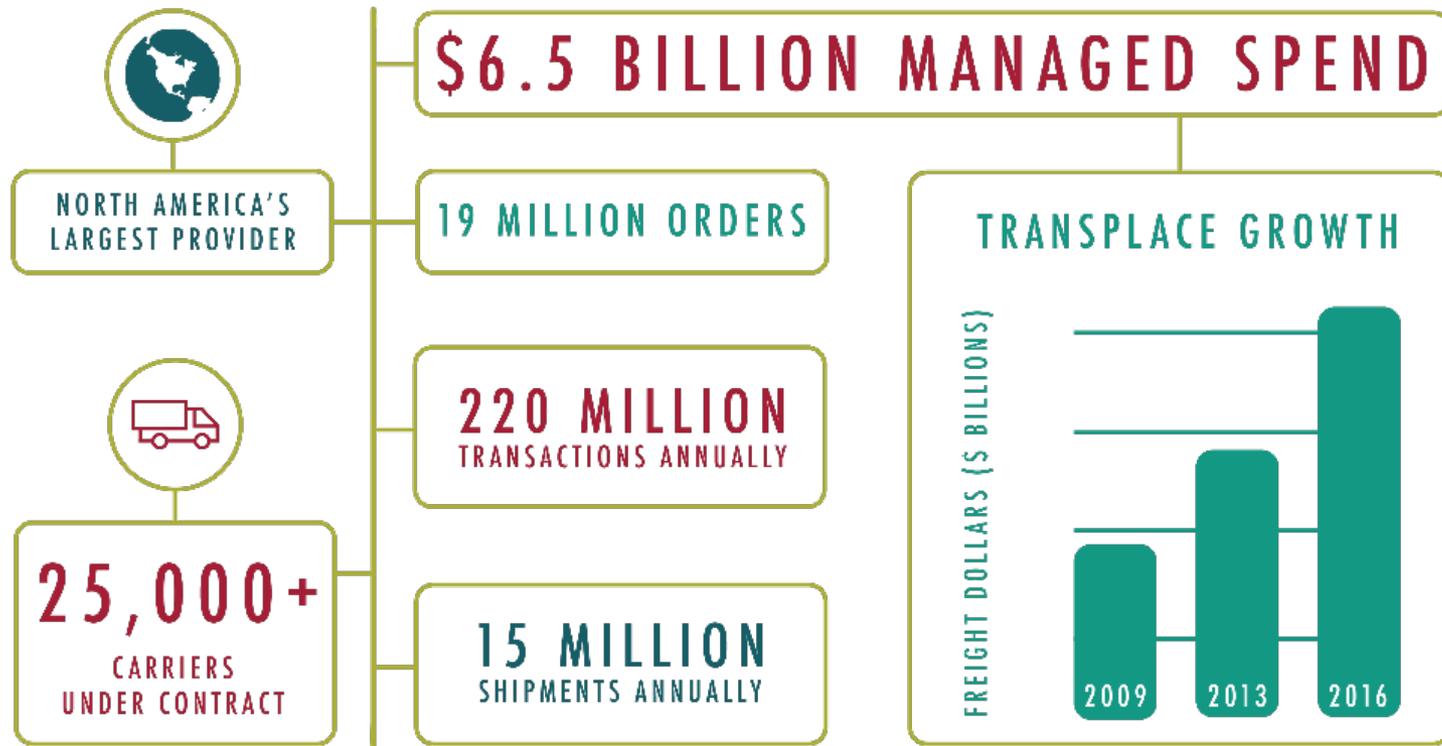


Transplace
Preferred Shipper
Survey

CORE SERVICE OFFERINGS



TRANSPORTATION MANAGEMENT SIZE & SCALE



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WHY HAS “PREFERRED SHIPPER” STATUS BEEN TOP OF MIND FOR MANY SHIPPERS IN THE INDUSTRY?

- DRIVER SHORTAGE
- CAPACITY RESTRICTIONS
- REGULATORY CHANGES



THE SCORECARD & RATING SYSTEM PROVIDES CRITICAL INFORMATION
**TO HELP CARRIERS & SHIPPERS BE
BETTER PARTNERS AT EVERY LEVEL**

HOW?

- FACILITATES WORKING TOGETHER TO OPTIMIZE TRUCK DRIVER UTILIZATION
- STIMULATES FURTHER PRODUCTIVITY
- ENHANCES OVERALL EFFICIENCY

PREFERRED SHIPPER CHECKLIST KEY SCORECARD CATEGORIES INCLUDE:



SHIPPER PROFILE

- RATES AND ACCESSORIALS
- PAY TERMS
- FREIGHT BIDS



SHIPMENT PLANNING & EXECUTION

- TENDERING
- NETWORK EFFICIENCY
- LOADING/UNLOADING



FACILITIES

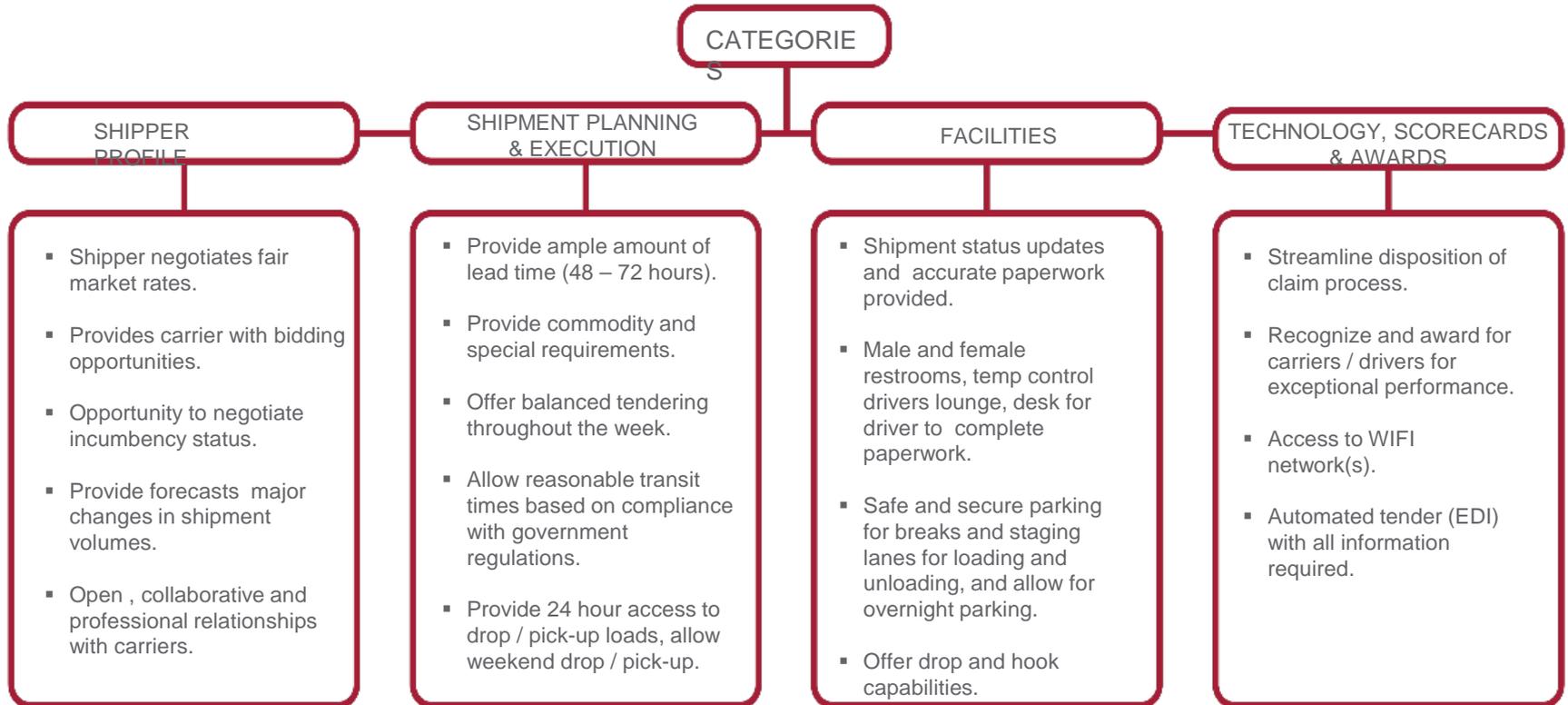
- DRIVER INSTRUCTIONS/ COMMUNICATION
- PARKING
- TREATING DRIVERS WITH RESPECT



TECHNOLOGY, SCORECARDS & AWARDS

- CLAIMS
- EXCESS VOLUME
- COMMUNICATION/ TENDERING

Sample output / Scorecard details

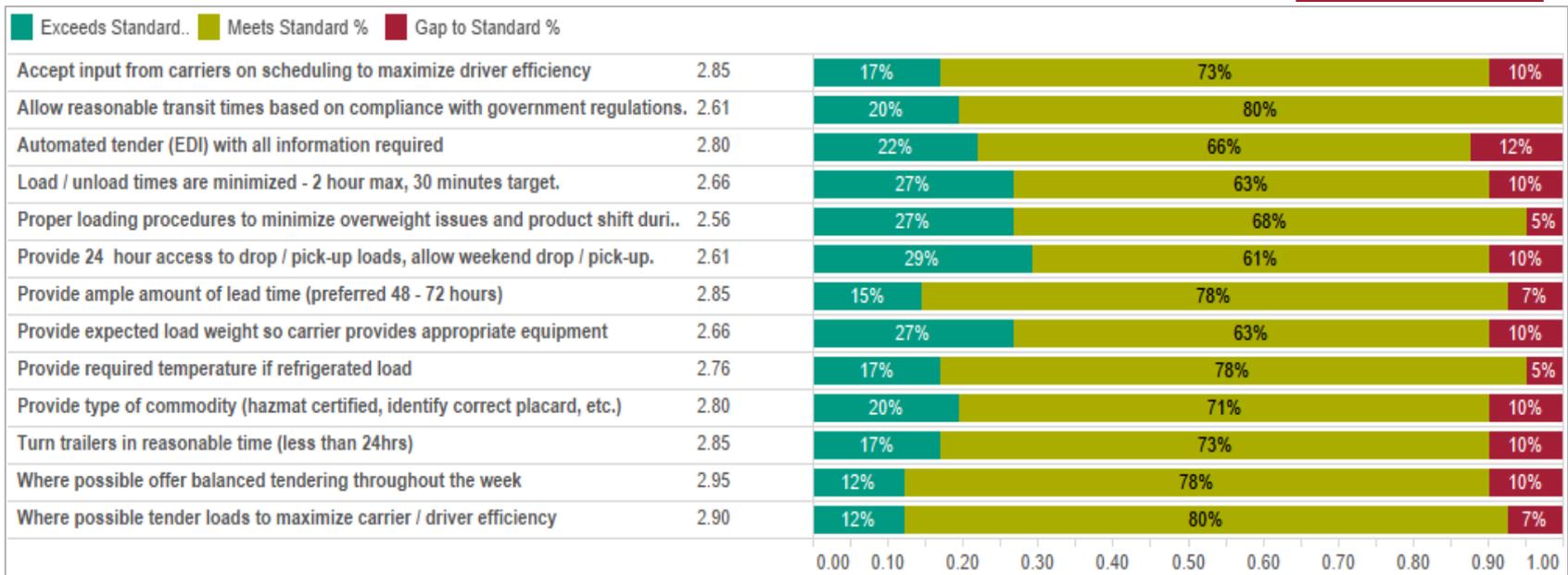


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PREFERRED SHIPPER CARRIER SURVEY

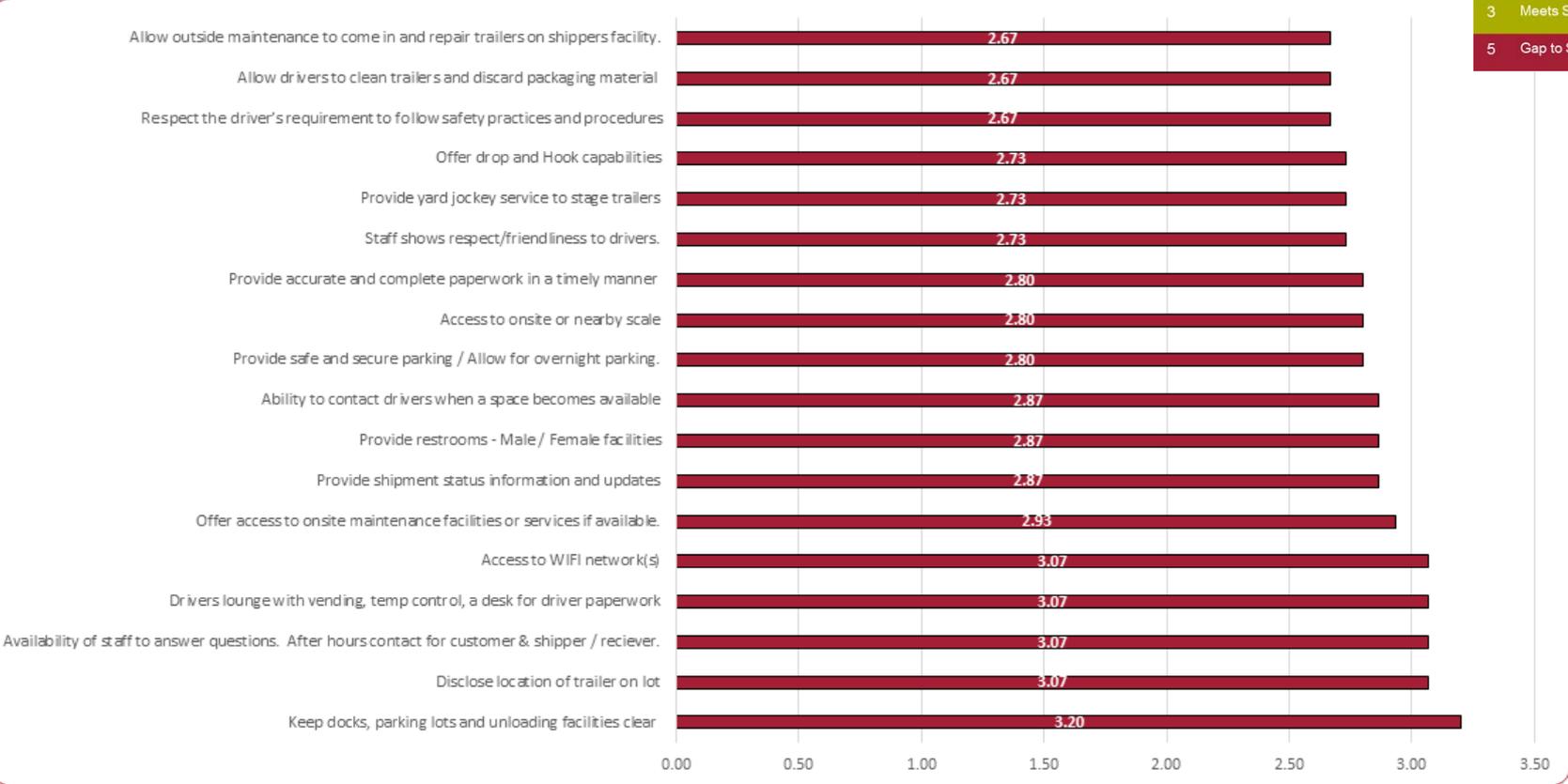
PREFERRED SHIPPER – Planning and Execution – 2.76

| Rating | |
|--------|------------------|
| 1 | Exceeds Standard |
| 3 | Meets Standard |
| 5 | Gap to Standard |



PREFERRED SHIPPER Facilities – Atlanta, GA (40 Responses)

| Rating | |
|--------|------------------|
| 1 | Exceeds Standard |
| 3 | Meets Standard |
| 5 | Gap to Standard |



Randy Cooper

Director, Transportation and Supply Chain Engineering

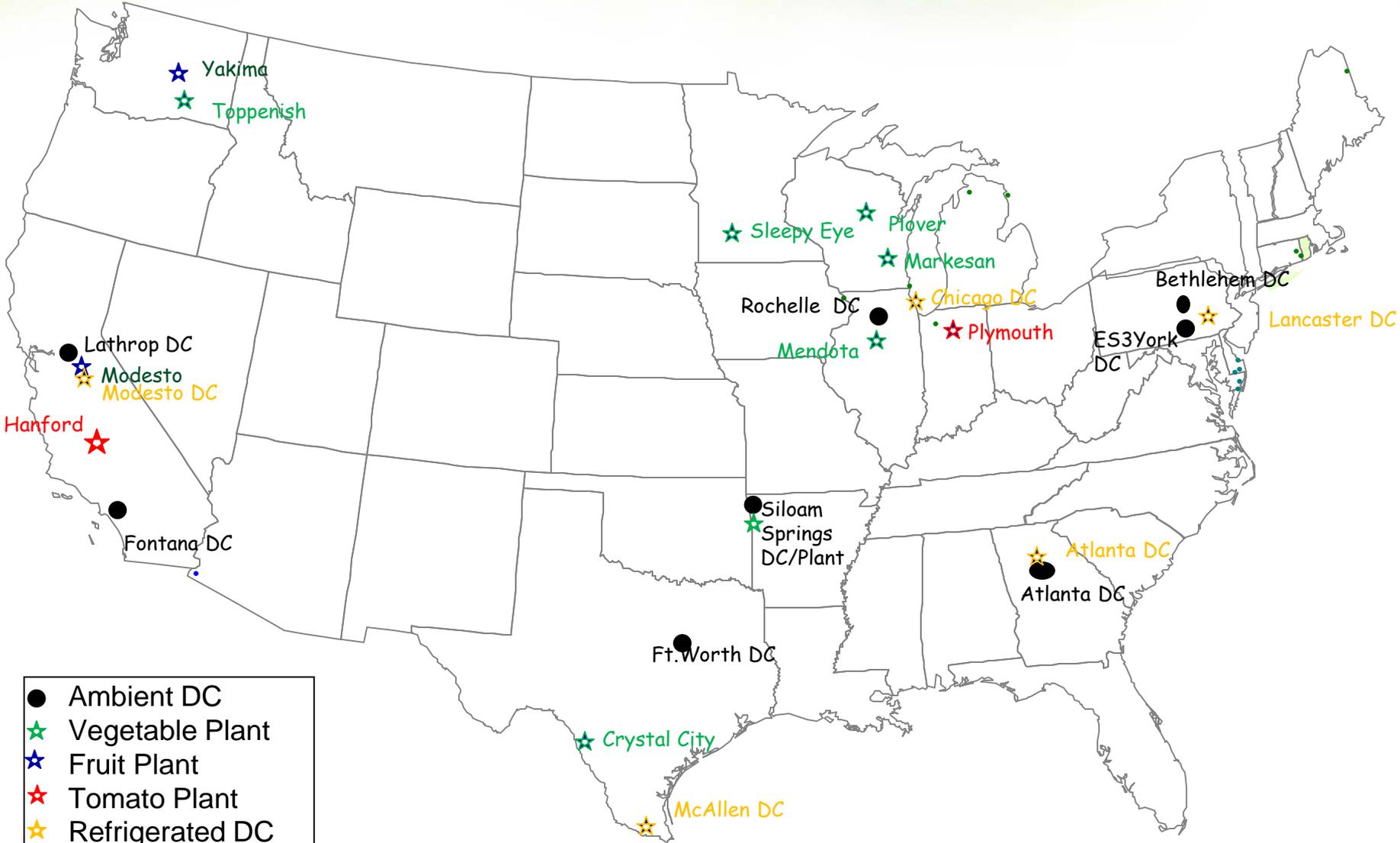


Del Monte Foods, Inc

- Owned by Del Monte Pacific
- Brand leader for canned fruits and vegetables
- Products are canned where they are grown
- Regional Distribution Centers to service customers



Del Monte Foods, Inc. – Plant and DC Network



- Ambient DC
- ★ Vegetable Plant
- ★ Fruit Plant
- ★ Tomato Plant
- ★ Refrigerated DC

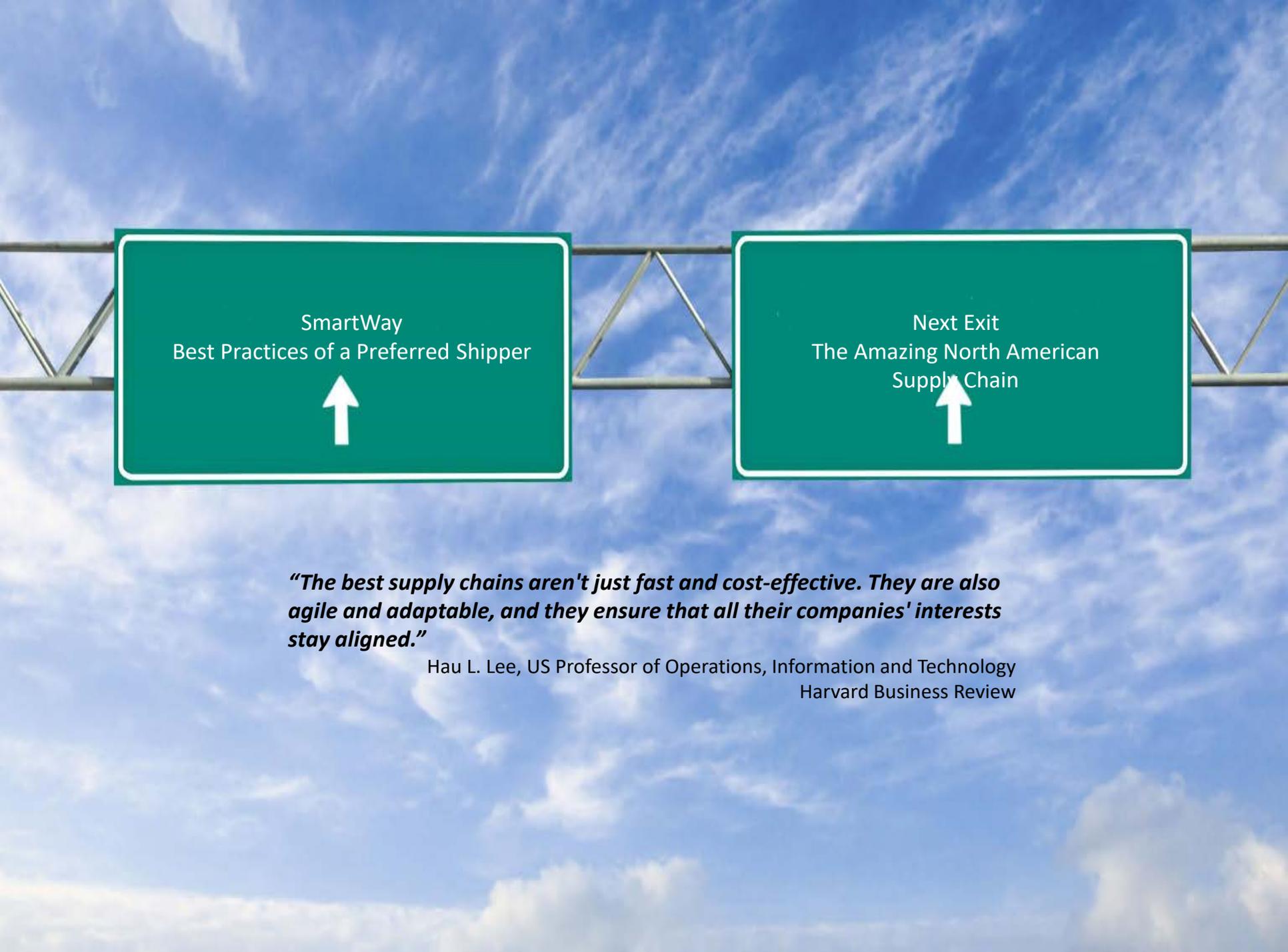
Shipper of Choice Initiatives

- Driver Focused
 - Provide driver lounges with clean restrooms, vending, seating
 - Overnight privileges where space allows
- 30 Day Payment Terms
- Schedule flexibility
- Load consistency
- Predictable Bid Frequency
- View Carriers as strategic partners
- Benefits
 - Price
 - Service
 - Carriers willing to “think outside the box”



Mike Kelley
VP, External Affairs





SmartWay
Best Practices of a Preferred Shipper



Next Exit
The Amazing North American
Supply Chain



“The best supply chains aren't just fast and cost-effective. They are also agile and adaptable, and they ensure that all their companies' interests stay aligned.”

Hau L. Lee, US Professor of Operations, Information and Technology
Harvard Business Review

The Incredible, Amazing,
Stupendous, Remarkable,
Outstanding and Exceptional
North American Supply Chain



*It's Something Akin To A
Daily Industrial Ballet...*

Digital Diesel

Facebook

- 60 million lines of code

Large Hadron Collider

- 50 million lines of code

Today's Class 8 truck

- 100 million lines of code



“Today’s (Vehicles) are reaching biological levels of complexity,”

Chris Gerdes, professor of mechanical engineering at Stanford University New York Times

Shippers SmartWay Reward Card

(Preferred Shippers Only)

The Promise of Partnership

- Deep understanding
- Flexibility
- Know thy driver
- Through good times and bad...
- Well engineered solution



The Promise of Technology

- ELDs and the coming data “explosion”
- Load planning
- Route optimization
- On the dock too...
- The great data exchange

**Shifts in Commerce B2C/B2B:
The Dynamic Supply Chain Transformation**

Keeping the Trust: A Supply Chain that Delivers Safely, Sustainably and Efficiently

**Six Million Consecutive
Accident-Free Miles**



**Hall of Fame Driver
YRC Freight**

Arthur Cage - Memphis, Tennessee

Questions?

- For more information:
 - www.epa.gov/smartway
 - smartway_transport@epa.gov
 - **SmartWay Helpline (734) -214-4767**

