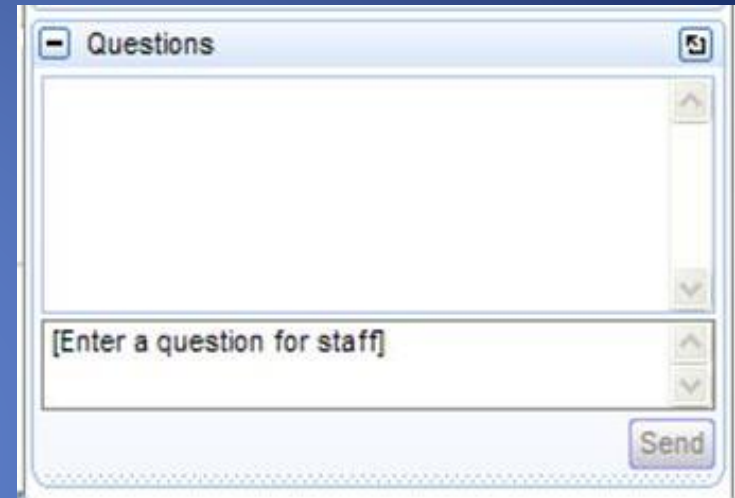# Welcome to the
SmartWay Webinar Series

Today's webinar is:

2017 SmartWay Logistics Company Tool Demonstration

Webinar Housekeeping

- Submit a question via the Questions pane 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 will be available at:

www.epa.gov/smartway/smartway-webinars-events

Note: Today's webinar is being recorded.

SmartWay home page
www.epa.gov/smartway

Select the "Past Webinars/Events" tab shown below.

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

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

Event Type Legend

⇕ Type	⇕ Date	⇕ Event Name
Education Webinar	5/17/2017	Livable Streets vs. Deliverable Streets
Tool Demo Webinar	5/24/2017	2017 SmartWay Multimodal Tool Demonstration
Freight Matters Webinar	6/14/2017	Boosting Freight Sustainability at Lower Costs
Tool Demo Webinar	6/15/2017	2017 SmartWay Air Tool Demonstration

Presenter: Matthew Payne

Matt has worked at the US EPA for the past 27 years, and has been with SmartWay since its inception in 2001. He is the team lead for the SmartWay Data Development and Management team, which covers tool and database development/enhancement, program design, contract management, data collection and partner support. Matt's academic background consists of engineering, and political science degrees from Michigan State University as well as an MBA and Systems Science degree from the University of Michigan.

SmartWay Transport Partnership

Logistics Tool
# Webinar Presentation

Matthew Payne

US Environmental Protection Agency

August 9, 2017

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
    - **Fuel Use = \$\$\$ = CO_2**
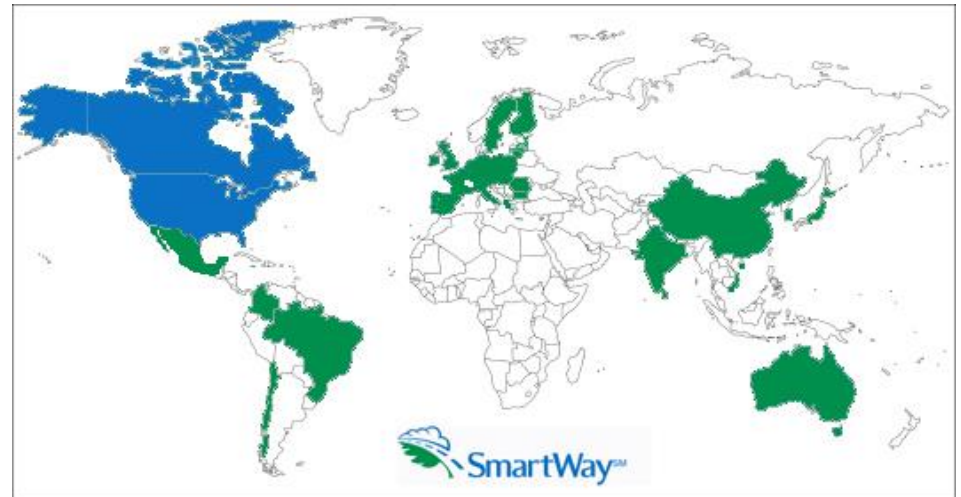
- In operation since 2004
    - Currently over 3000 Carriers and over 250 Shippers are members of SmartWay
    - SmartWay is the Global Standard in Freight Emissions Reporting
        - *Massachusetts Institute of Technology*

SmartWay is an Integrated System

- Carrier Data Collection Tools
  - Truck, Logistics, Barge, Rail, Air, Multimodal Suite
  - Ocean marine emission factors coming in 2018

- SmartWay QA/QC and Benchmarking Process
  - Provides benchmarking (6 emission metrics)

- Shipper Tool
  - Calculates carrier emission footprints for Shippers

- SmartWay Website
  - General: https://www.epa.gov/smartway

  - Existing Logistics Partners:
    https://www.epa.gov/smartway/smartway-logistics-company-partner-tools-and-resources

  - New Logistics Partners and Logistics Applicants:
    https://www.epa.gov/smartway/become-smartway-logistics-company-partner

9

SmartWay is continuous improvement for the Environment

- Measure Supply Chain Footprint
- Benchmark Performance
- Report Results
- Innovate Operations
- Improve Efficiency

SmartWay®

10
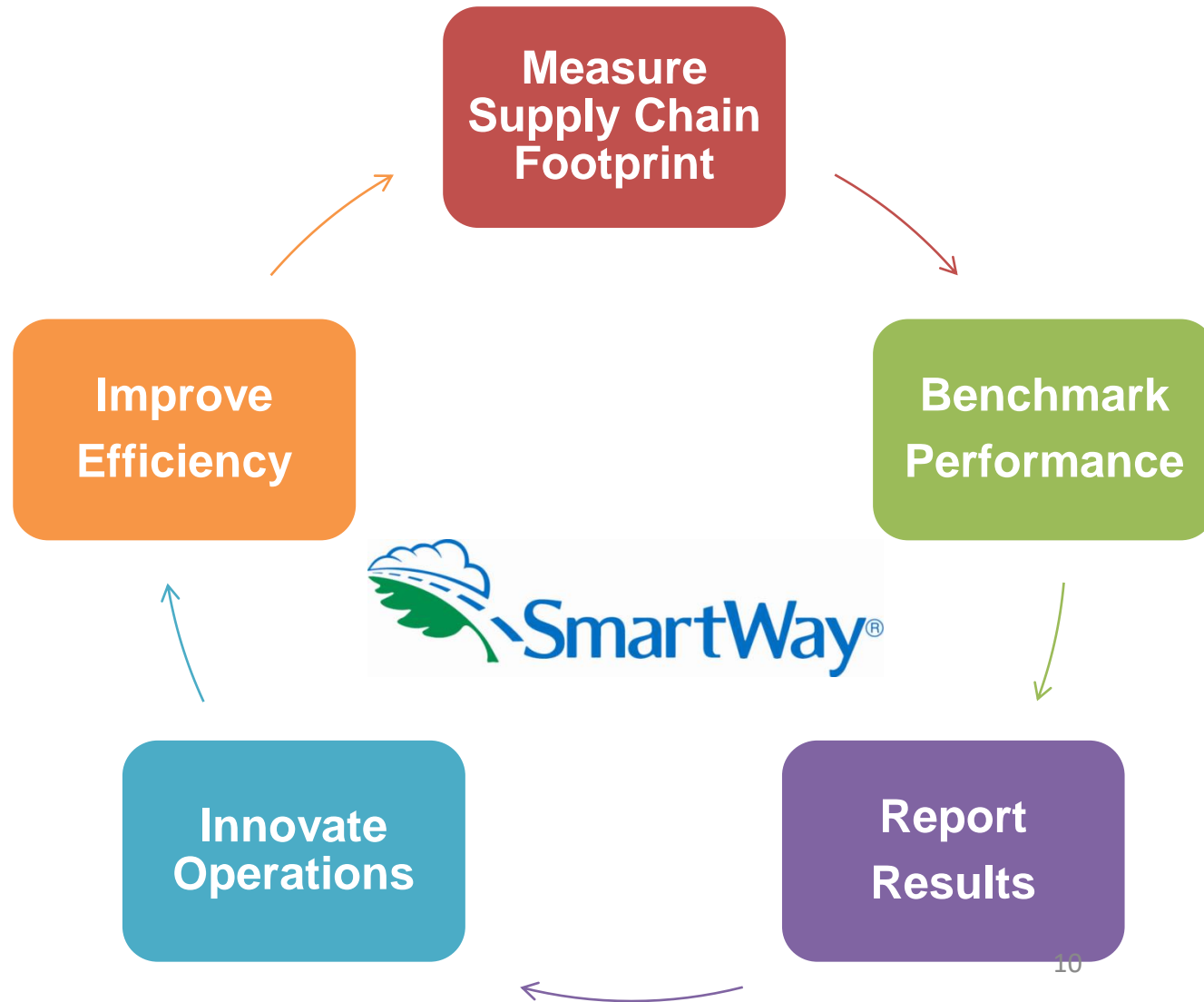
SmartWay's 6 Public Emission Metrics

What do SmartWay metrics actually measure?
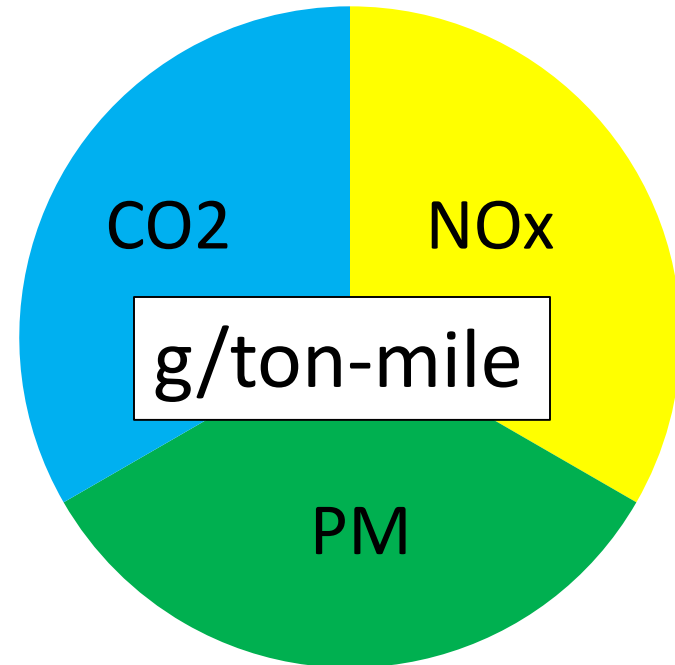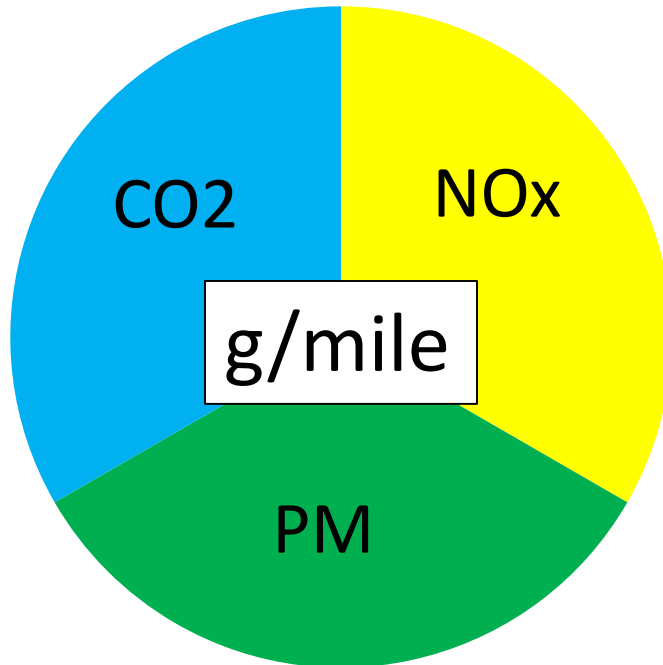
		g/mile Amount of pollution for every mile travelled	**g/ton-mile** Amount of pollution for every ton that travels one mile
CO2	A surrogate for fuel efficiency and global warming	Based on miles, fuel used	Based on miles, fuel used, average payload
NOx &PM	Essentially smog and soot, a health concern for 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, average payload

SmartWay Ranking System
Graphic Representation
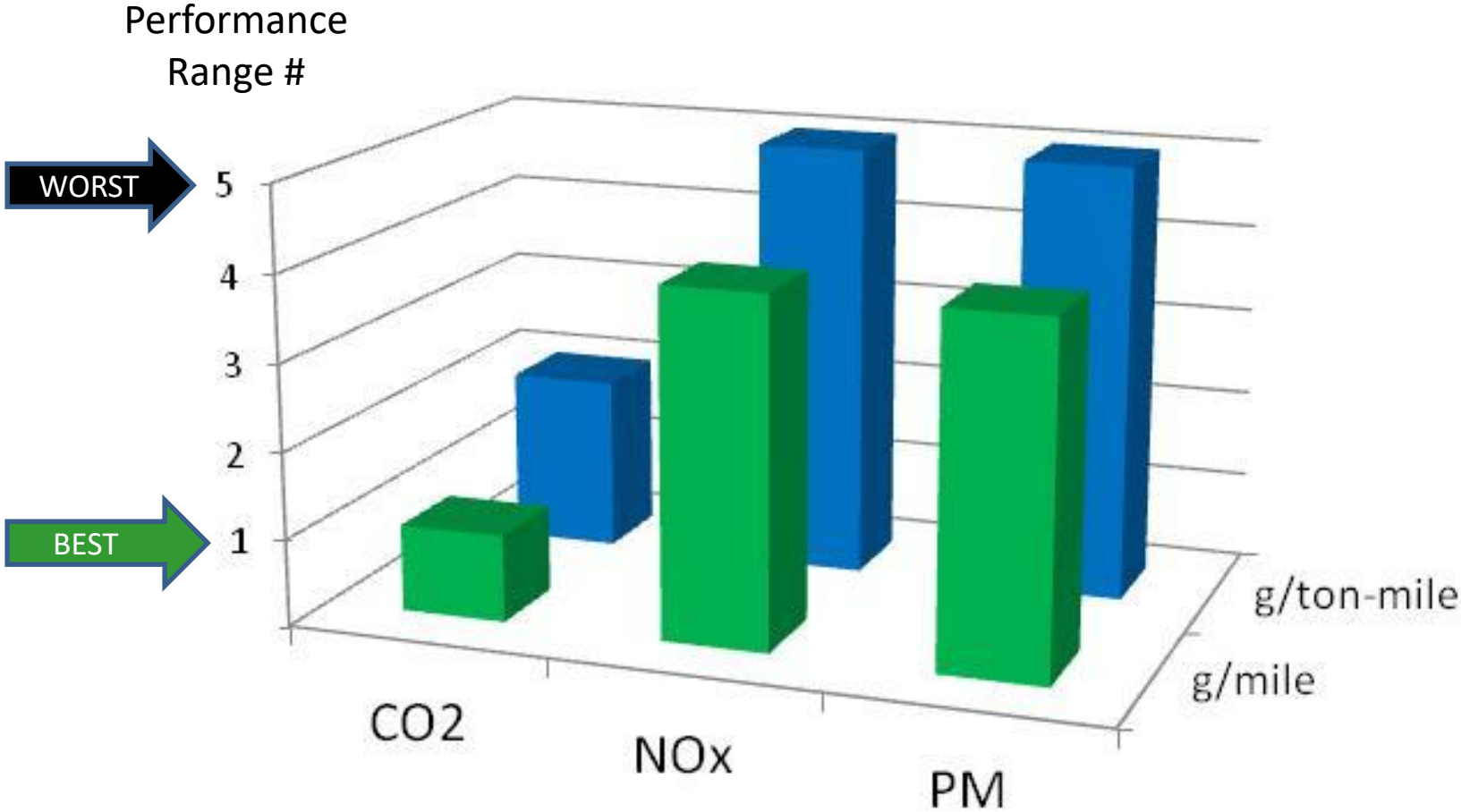
SmartWay Performance Report for Carriers
(Public Data: What Your Customers Can See)

Performance Rankings — TRUCKLOAD/DRY VAN — **OLD DATA**

Click down arrows to filter data by column categories. Select one or more items in the dropdown checklists.

To seach 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

CompanyDivisionName	Mode	SubMode	FleetType	SCAC	MCN	CO2 gm metric	NOx gm metric	PM10 gm metric	PM2.5 gm metric	CO2 gtm metric	NOx gtm metric	PM10 gtm metric
101 Transport, Inc.	Truck	TL/Dry Van	For-Hire	OZOT	MC62589	1650	10.5	0.525	0.525	85	0.525	0.02
1st Express Inc.	Truck	TL/Dry Van	For-Hire	FSEP	MC18144	1650	10.5	0.375	0.375	85	0.525	0.02
24:7 Expedite, Inc.	Truck	TL/Dry Van	For-Hire	TWFJ	MC69067	1650	16.5	0.675	0.675	115	0.825	0.04
3NT, LLC.	Truck	TL/Dry Van	For-Hire	THLL	MC71629	1650	4.5	0.075	0.075	75	0.225	0.00
9108-1950 quebec inc dba Via Trans International	Truck	TL/Dry Van	Private	VTIL	MC47147	1750	4.5	0.075	0.075	115	0.375	0.00
A & S Services Group, LLC	Truck	TL/Dry Van	For-Hire	ANSW	MC16416	1550	4.5	0.225	0.225	115	0.525	0.01
A&M Transport, Inc.: Dry Van Division	Truck	TL/Dry Van	For-Hire	ALKM	MC21707	1750	10.5	0.375	0.375	85	0.525	0.02
A.C.S. Logistics Transportation Inc.	Truck	TL/Dry Van	For-Hire	OFNS	MC54806	1550	7.5	0.375	0.375	115	0.825	0.03
A.D. Transport Express, Inc.	Truck	TL/Dry Van	For-Hire	ADXR	MC19262	1550	7.5	0.225	0.225	85	0.375	0.01
A.N. Webber, Inc.	Truck	TL/Dry Van	For-Hire	WANQ	MCN/A	1850	4.5	0.075	0.075	95	0.225	0.00
A.R.D. Express, Inc.	Truck	TL/Dry Van	For-Hire	ARXK	MC58868	1650	10.5	0.525	0.525	85	0.525	0.02
Abilene Motor Express, Inc.	Truck	TL/Dry Van	For-Hire	AEQC	MC33555	1850	4.5	0.075	0.075	115	0.225	0.00
ABJ Express Inc	Truck	TL/Dry Van	For-Hire	ABJE	MC40915	1850	16.5	0.675	0.675	95	0.825	0.04
AC Leasing Company Inc.: AC Trucking	Truck	TL/Dry Van	For-Hire	ACWH	MC15669	1650	7.5	0.375	0.375	85	0.375	0.02
Accord Transportation Ltd.	Truck	TL/Dry Van	For-Hire	ACTL	MC22317	1550	10.5	0.375	0.375	75	0.225	0.01
Adams Motor Express, Inc.	Truck	TL/Dry Van	For-Hire	ADXI	MC21001	1750	10.5	0.525	0.525	115	0.675	0.04
Air Capitol Delivery & Warehouse LLC	Truck	TL/Dry Van	For-Hire	AQIR	MC38987	1850	10.5	0.525	0.525	115	0.675	0.04
Air-Land Transport Services, Inc.	Truck	TL/Dry Van	For-Hire	APVC	MC24240	1650	7.5	0.225	0.225	85	0.375	0.01
AIS	Truck	TL/Dry Van	For-Hire	AISB	MC54320	1750	16.5	0.675	0.675	75	0.825	0.03

Sheet tabs: START HERE | All | Dray | Flatbed | LTL-DV | Mixed | Pkg | Reefer | Spec. | HeavyBulk | Auto | Moving | Expd | Tanker | **TL-DV** | Log. | MM

https://www.epa.gov/smartway/smartway-carrier-performance-ranking

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.

Understanding Logistics Emission Factors

You are the weighted sum of all the fleets you use

The fleets you use

- Internal to your company
- Invisible to outsiders

The fleet your customers see

- Your Emission Factor=
$\sum_{k=1}^{n}\binom{n}{k} Your\ carrier's\ emission\ factors\ \mathbf{x}\ \%\ of\ the\ freight\ they\ haul\ for\ you$

- The best way to improve your emission factor is to use:
  - More efficient modes (rail or barge)
  - Then use SmartWay carriers: If some of your carriers are not SmartWay, encourage the ones you use the most to join first!
  - Then use better performing SmartWay carriers (bin 1 is better than bin 2…)

What Data Will I Need to Complete the Tool?

- Tons-miles, miles and possibly average payloads per carrier
- We provide four ways to input your data

What's New This Year?

What's New in This Version?

Version 2.0.16a of the Logistics Tool contains a number of updates and revisions to the prior version, 2.0.15. These updates have been implemented to enhance the usefulness and clarity of the Tool, and are summarized below:

- A note on new security warnings has been incorporated. Microsoft has instituted new security warnings that appear in some versions of Excel. The SmartWay files are still safe, and in the same format as previous years. Instructions are provided to navigate through the new Microsoft security warnings.
- New SmartWay Categories have been added for Multimodal carriers: Surface, Surface-Air, Surface-Marine, and Surface-Air-Marine.
- Additional validation checks have been added for Barge carrier product density and Surface-Air Multimodal carrier payloads.
- Average carrier volumes have been added to the Input Summary reports.
- A "save" option has been added to all reports to allow for exporting to Excel format.
- Miscellaneous text and format updates for clarification.

- Short Story: Good News- Not much new from last year!

Review: Input Carriers

Input Carriers	Activity Data	% SmartWay	Data Display

Instructions	Manual Input SmartWay Carriers	Manual Input Non-SmartWay Carriers	Other Input Options

Outside Data Import	Export Carriers	Match My Carriers

- Manual Input (best for companies w/ <100 carriers)
- Data Import
- 1: Export a Master CSV file and delete carriers you don't use
- 2. Manually build a CSV file from Export Selected Carriers and modify it.
- 3: Create a .csv from scratch (use the example Carrier CSV file as a starting point)
- 4. Start with your CSV from last year and add or subtract carriers

- Instruction manual: https://www.epa.gov/sites/production/files/2017-05/documents/420b17021.pdf

- Carrier matching function
  - Best for companies with tens of thousands of carriers
  - Accessed in the SmartWay Partner Portal

SmartWay
Transport Partnership
U.S. ENVIRONMENTAL PROTECTION AGENCY

2017 SmartWay Logistics, Multimodal, and Shipper Partner Tools:
Guide to Importing Carrier Data Using the Outside Data Import Function
U.S. Version 2.0.16 (Data Year 2016)

EPA United States Environmental Protection Agency

Review: Input Carriers

- 1. Export a Master CSV file and delete carriers you don't use
  - Good for a large number of carriers
  - Generate a CSV using the Export Master File
  - Open in Excel and delete carriers (rows) you don't use
  - Enter data for your carriers

Review: Input Carriers

- 2. Manually build a CSV file from Export Selected Carriers and modify it.
    - Good for smaller number of carriers
    - Manually select carriers from the tool and use the Export Selected Carriers Button
    - Open in Excel
    - Enter data for your carriers

Review: Input Carriers

- 3: Create a .csv from scratch (use the example Carrier CSV file as a starting point)
  - Create with your in-house IT system
  - Use an example CSV file as a template
  - Use the Carrier Matching Function to identify which of your carriers are SmartWay

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1	CARRIER MASTER FILE																		
2																			
3	Carrier Data File Input Instructions																		
4	Do not modify columns A - H																		
5	Delete all carriers not used by your company																		
6	You may leave existing (carrier-based) data in place or overwrite with your own data as needed																		
7																			
8	Ignore (but do NOT delete) columns M through X. Deleting these columns will cause the import process not to work properly.																		
9	Any information entered into columns M through X will be ignored during the import process.																		
10																			
11	Following is a description of the data required for columns I through L:																		
12	> Enter Data Availability Option (allowable values a, b, c, or d) in column I																		
13	> For Data Availability Options 'a' or 'b', enter ton-miles in column J. Maximum allowable value is 9.99 x 10^18																		
14	> For Data Availability Options 'a', 'c', or 'd', enter total miles in column K. Maximum allowable value is 9.99 x 10^18																		
15	> For Data Availability Options 'b' or 'c', enter the average payload per truck or railcar IN SHORT TONS (2,000 lbs), in column L.																		
16																			
17	You may add carrier identification data in columns Y through AN. The headers you specify (in row 22) must match exactly to the allowable values as described in the import/export document.																		
18	The maximum length for all values in these columns is 100 characters. Any information entered into columns U through X will be ignored during the import process.																		
19																			
20																			
21																			
22	Carrier ID	Carrier Na	Mode	SmartWay	SCAC	MCN	DOT	NSC	Data Avail	Ton Miles	Total Mile	Average P	Column M	Column N	Column O	Column P	Column Q	Column R	Column S
44	36791	1-Bridge L	Logistics		OBBL	MC890026	DOT25575	N/A											
45	37589	15 Logistic	Logistics		OFLG	MC995741	DOT29431	N/A											
46	36483	1st Choice	Logistics		FCOS	MC833561	DOT2423750												
47	36654	3 Rivers Lc	Logistics		TVQI	MC376181	DOT2225931												
48	38336	A & C Tran	Logistics		ACBB	MC415978	DOT22282	N/A											
49	36726	A.M. Trans	Logistics		AMNO	MC224875	DOT22147	N/A											
50	36975	Ace Logist	Logistics		ACEI	MC411479		N/A											
51	36991	Adams Th	Logistics		AHWE	MC723939	DOT000000												
52	36267	Addison T	Logistics		AFDN	MC326834	DOT22235	N/A											
53	36281	ADM Logis	Logistics		ADOS	MC274764		N/A											
54	36960	Advanced	Logistics		AVDR	MC191784	DOT29186	na											
55	36536	Aeronet V	Logistics		AERG,AER	MC003399	DOT377681												
56	36512	AFN, LLC	Logistics		AFNW	MC446639	DOT22300	N/A											
57	36843	Agmark Lc	Logistics		AKFO	MC684924	DOT2244817												
58	36357	AGT Globa	Logistics		AGSK	MC557088	DOT22361	N/A											
59	36534	Airways Fi	Logistics		AFRG	MC288078	DOT2217112												

Review: Input Carriers

- 4. Start with your CSV from last year and add or subtract carriers
  - Best for carriers that don't change their carrier base often
  - Beware name changes or company reorganizations that may change your carrier's identification year-to-year
  - The csv format (columns) have changed from last year
  - Still workable- just follow the directions closely
  - You can always tweak your inputs manually

Review: Carrier Matching

- In Carrier Matching, you can add your own unique identification data to your carriers that will carry over to next year (for carriers that use a unique carrier code instead of standard SCAC or MCN or DOT numbers)
- Note: Carrier matching is not a "Hail Mary" pass to the endzone, but rather a series of first downs to narrow down and help match your carriers.

Review: Carrier Matching

Ryder Supply Chain Solutions

Upload Your Carrier Data

Use the 'Choose File' button to locate and select the carrier file containing your carrier activity and identification information. This carrier file needs to be in a specific format. This format is described in the How to use the Carrier Matching Function. Once this file has been selected an 'Upload File' button will appear which you will use to upload your data so it can be matched with the SmartWay submissions sent in by your carriers.

NOTE: the data in this file is NOT reported to SmartWay. It is saved within the Partner Portal while your carrier data is matched with the SmartWay carrier submissions. This matching makes it easier for you to identify SmartWay carriers and report their information in your SmartWay Tool.
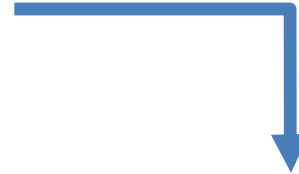
Data Year:
2016 ▼

Locate Carrier Data file to upload:
[Browse...]

[CLOSE]

Ryder Supply Chain Solutions

Find Your Carriers in the SmartWay Database

The table below shows the Match Results and Carrier Status for your carriers. Select the value in the Match Results column to see more details of the automated search results, or to change the Match Results when the results are incorrect. You can filter the list by using the options below. If any of your carriers are 'Not Found' you can click on the phrase 'Not Found' to perform additional searches for that carrier's submission in the SmartWay database.

You can use the 'Rerun' button to rerun the automated matching function. Carrier matches confirmed by you will remain 'confirmed' unless that carrier entry is removed from the SmartWay database.

Filter Options:
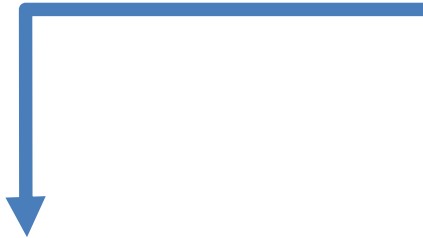
Match Results [All Results ▼]   Reporting Status [All Status ▼]   [Filter]

You have 1390 carriers that meet your current filtering options. Displaying 1 – 25.   [BACK] [NEXT]

Match Results	Reporting Status	Your Mode	Your Carrier Name	Your ID#1	Your ID#2	Your ID#3	Your SCAC	Your MCN	Your DOT	Your Street Address	Your City	Your State/Province	Your Zip Code	Your Phone Number

Ryder Supply Chain Solutions

Create a Carrier CSV file for Importing into your SmartWay Tool

Use this page to export your carriers to a Carrier CSV file which you can then import into your SmartWay Tool. This CSV file will be identical to the CSV file you uploaded into the Partner Portal with two exceptions:

- SmartWay carriers with an approved submission will have their SmartWay carrier ID added to their row. Having the correct SmartWay Carrier ID will alleviate the need for you to search for and select your SmartWay carriers in the Tool.
- SmartWay carriers without an approved submission, SmartWay carriers who have not reported, and non-SmartWay carriers will be grouped together into non-SmartWay carrier rows by mode.

Note: It is strongly suggested that you do not overwrite your original CSV file. SmartWay suggests that you save both the original input CSV file and the exported CSV separately.

Matching Results Summary

Review: 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.
- Consultants are available to assist you.
- Your Partner Account Manager can help you think of strategies to improve your data.

Thank you for you attention

SmartWay website: https://www.epa.gov/smartway
SmartWay Hotline: 734-214-4767
SmartWay email: smartway_transport@epa.gov