



Understanding Shipper Performance

June 21, 2018, 2018



Today's Discussion

- Overview of Resources for Shipper Performance
 - How SmartWay works
 - Resources in the Shipper Tool
 - ✓ "What-if" Scenarios at Shipper Strategies Tab
 - ✓ Reports
 - Resources in the Portal
 - ✓ Carrier Performance Ranking File
 - ✓ Shipper Performance Report
- Panel Discussion
 - Adam Benkovich
Diageo
 - Ron Guzzi
The Home Depot



Improving Your Supply Chain Performance



Shipper Strategies Tab: System Activity

SmartWay Shipper Tool: Retail ×

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

System Activity **Modal Shift**

INPUTS ON THIS SCREEN ARE OPTIONAL - NOT REQUIRED FOR EPA SUBMITTAL.

Previously in this Tool, you calculated the emissions resulting from your movement of freight using various carriers. On this screen, you can input specific information pertaining to your company's strategies to reduce emissions BEFORE freight is placed on transport. All strategies on this screen are based on eliminating miles or weight from the system. In other words, this screen calculates the emissions that would have happened had you NOT implemented your efficiency improvements. Please list all strategies that your company implemented for the reporting year to take miles or weight out of the freight system. Emissions results are calculated assuming a one-to-one reduction in miles and ton-miles. The results only provide a rough estimate of emissions impacts.

Use the button below to access information on quantification and documentation of your activities:

[Basic Quantification and Documentation of System Activities](#)

Add Activity

Select a category: **Miles removed from system** Add Activity

Pick an activity: **Routing optimization** (% Improvement)

Selected Activities

			CO ₂	NO _x	PM ₁₀	PM _{2.5}	Data Source / Methodology
1.	Remove		0	0.0	0.00	0.00	Internal tracking systems that calculate how many miles are removed.
Name	Right turn only	Rail	0	0.0	0.00	0.00	
Category	Miles removed from system	Truck	6.7	24,970	66.2	1.46	
		Multimodal	3.2	282	3.4	0.09	
Activity	Routing optimization	Logistics	1.1	388	2.5	0.09	
		Barge		0	0.0	0.00	
2.	Remove		0	0.0	0.00	0.00	Internal weight system metrics.
Name	Container redesign	Air					
		Rail	1.5	492	10.1	0.28	
Category	Weight removed from system	Truck	3	10,754	28.5	0.63	
		Multimodal	4.4	393	4.7	0.13	
Activity	Package weight reduction	Logistics	5.6	2,068	13.5	0.47	
		Barge		0	0.0	0.00	
Total Emission Reductions (Tons/Year)			39,347	129.0	3.16	3.16	

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

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Shipper Strategies Tab: Modal Shift

Awards/Data Entry Selection	Input Carriers	Activity Data	% SmartWay	Data Display	Shipper Strategies		
System Activity	Modal Shift						
<p>INPUTS ON THIS SCREEN ARE OPTIONAL - NOT REQUIRED FOR EPA SUBMITTAL.</p> <p>This screen allows you to estimate emission results from modal shifts. Different sources of emission factors will be available based on the carrier modes selected. In some cases, the emission factor can be based on your own carrier fleet mix, for others, only a modal default will be available, for others, the user will have to supply their own emission factors. Refer to the User Guide for more detailed information.</p>							
<p>Add Modal Shift</p>							
1. Carrier Mode	2. Emission Factor Source	3. Amounts	4. Data Source and Optional Filters	Efficiency (units specified in Step 3)	Total Emissions Reductions (tons/yr)		
		Units: Miles		Before	After		
1. From: Logistics	Shipper's Carrier Average	45,811	User Input Data Source	CO2	2,260	1,546	94
To: Truck	Modal Average	11,557	Optional	NOx	18.50	8.45	0.83
Delete			Inbound/Outbound: All	PM10	0.650	0.345	0.028
			Domestic/International: All	PM2.5	0.650	0.335	0.029
2. From: Multimodal	Shipper's Carrier Average	256,667	User Input Data Source	CO2	1,232	1,072	216
To: Rail	Modal Average	112,455	Optional	NOx	17.23	18.60	2.57
Delete			Inbound/Outbound: All	PM10	0.492	0.519	0.075
			Domestic/International: All	PM2.5	0.492	0.503	0.077
<p>Total Emissions Reductions (tons/yr) CO2: 310 NOx: 3.40 PM10: 0.103 PM2.5: 0.106</p>							

Find Results in Your Data Reports Screen

Please select the summary report you would like to view:

Company Description	Displays all of the data you entered in the Company Description(s) section.
Input Summary	Displays all of the data you entered in the Activity Data section.
Emissions Summary	Estimates the CO ₂ , NO _x , and PM emissions by carrier mode for your companies.
Carrier Performance	Estimates the CO ₂ , NO _x , and PM emissions by individual carrier for each of your companies.
Emissions Footprints by Company	Estimates the CO ₂ , NO _x , and PM emissions footprints by individual carrier for each of your companies.
SmartWay Category Detail	Estimates the CO ₂ , NO _x , and PM emissions by Truck SmartWay category for each of your companies.
% SmartWay	Displays the fraction of carrier activity performed by SmartWay carrier partners by carrier mode for each of your companies.
Comments	Displays all of the comments that have been entered throughout the Tool.
Out of Range	Displays all of the values throughout the Tool that were not within the expected range.
Data Sources	Displays all of the data source information you provided throughout the Tool.
Feedback/Recruiting Assistance	Displays the feedback and recruiting targets information you provided in the Feedback and Recruiting Assistance sections.
System Activity Reductions	Displays the emission reductions totals for all the data you entered in the optional System Activity section of the Tool.
Modal Shift Reductions	Displays the emission reductions totals for all the data you entered in the optional Modal Shift section of the Tool.

Look in Your SmartWay Portal

The SmartWay Portal

The SmartWay Portal is a resource for SmartWay Partners and eligible companies that are interested in partnering up with SmartWay. The portal options that are listed below reflect what type of partner/prospect you are (e.g., a Truck Carrier), as well as whether you are working with the US Environment Protection Agency or Natural Resources Canada. For example, partners can use this portal to obtain their SmartWay Registration document and SmartWay Logo files. Partners and prospects who are either Logistics Carriers or Shippers can use the Carrier Matching function to assist them in filling out their tools. If you have any questions, please contact your SmartWay Partner Account Manager or SmartWay recruiter.

- [SmartWay Registration Document](#)
- [SmartWay Partner Logo Resources](#)
- [Sample SmartWay Partner Press Release \(docx\)](#)
- [SmartWay Shipper Performance Report](#)
- [Candidate Mentoring](#)
- [Enter Feedback](#)
- [2017 Data Year SmartWay Carrier Performance Rankings Spreadsheet](#)
- [SmartWay Carrier Matching](#)

Evaluate Your Carrier Choices by Rank

Public Carrier Performance Data

Performance Rankings

TL/Dry Van

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

Note: g/m=grams/mile and g/tm=g/ton-mile

										Performance Rankings and Emission Factors												
										Grams per Mile					Grams per Ton-mile							
Carrier Fleet Name	Mode	SmartWay Ranking	Fleet Category	Type	SCAC	MCN	US DO	NSC		g/m	g/m	g/m	g/m	g/m	g/m	g/m	g/m	g/m	g/m			
										CO2 Rank	CO2	NOx Rank	NOx	PM Rank	PM	CO2 Rank	CO2	NOx Rank	NOx	PM Rank	PM	
101 Transport, Inc.	Truck	TL/Dry Van	For-Hire	OZOT	625894	1705392	N/A			3	1600	4		7	5	0.086	2	81.5	5	0.445	3	0.007
1527530 Ontario Inc./M&M Carriers	Truck	TL/Dry Van	For-Hire	MNMR		1159500	142970520			3	1600	4		7	2	0.026	3	90.5	4	0.355	2	0.003
1541335 Ontario Inc./Road Link Xpress	Truck	TL/Dry Van	For-Hire	ROAD	N/A	1063823	143440740			5	1800	3		5	2	0.026	4	99.5	3	0.265	1	0.0005
1628939 Ontario Ltd. o/a P&D Freightlines	Truck	TL/Dry Van	For-Hire	PDGH	521737	1360591	N/A			3	1600	2		3	2	0.026	2	81.5	2	0.175	1	0.0005
1st Express Inc.	Truck	TL/Dry Van	For-Hire	FSEP	181440	284589	N/A			1	1400	2		3	4	0.066	3	90.5	3	0.265	2	0.003
2210310 Ontario Inc./Dynamic Freight Haulers	Truck	TL/Dry Van	For-Hire	DFHR	691346	1937937	N/A			4	1700	4		7	5	0.086	5	108.5	5	0.445	5	0.015
2241552 Ontario Inc./Skyway Carrier	Truck	TL/Dry Van	For-Hire	SWYC	N/A	230633	N/A			5	1800	1		1	1	0.006	5	108.5	1	0.085	1	0.0005
2322819 Ontario Inc./Right Service Right Choice	Truck	TL/Dry Van	For-Hire	TTWT	N/A	N/A	173-333-054			3	1600	2		3	5	0.086	4	99.5	3	0.265	3	0.007
3NT, LLC.	Truck	TL/Dry Van	For-Hire	THLL	716290	2042543	N/A			3	1600	1		1	1	0.006	2	81.5	1	0.085	1	0.0005
5/D Express, Inc.	Truck	TL/Dry Van	For-Hire	FDRP	488737	1243083	N/A			3	1600	2		3	2	0.026	3	90.5	2	0.175	2	0.003
6233317 Canada Inc. DBA Rockwell Truck Line	Truck	TL/Dry Van	For-Hire	RKWT	797845	2333669	148783160			2	1500	3		5	5	0.086	1	72.5	3	0.265	4	0.011
6350658 Canada Inc.	Truck	TL/Dry Van	Private	STFW	852013	2465329	179734309			3	1600	1		1	1	0.006	3	90.5	1	0.085	1	0.0005
9108-1950 Quebec inc dba Via Trans International	Truck	TL/Dry Van	Private	VTIL	471471	1175764	60331659			3	1600	1		1	1	0.006	1	72.5	1	0.085	1	0.0005
A&M Transport, Inc.: Dry Van Fleet	Truck	TL/Dry Van	For-Hire	ALKM	217072	344894	N/A			3	1600	3		5	4	0.066	3	90.5	3	0.265	2	0.003
A&S Services Group, LLC	Truck	TL/Dry Van	For-Hire	ANSW,AS	164166	1880751	N/A			5	1800	3		5	2	0.026	5	108.5	3	0.265	2	0.003
A.C. Trucking, Inc.: 12073707	Truck	TL/Dry Van	For-Hire	AKGM	196190	281881	N/A			3	1600	3		5	2	0.026	1	72.5	3	0.265	2	0.003
A.D. Transport Express, Inc.	Truck	TL/Dry Van	For-Hire	ADXR	195625	0269605	N/A			3	1600	2		3	2	0.026	5	108.5	3	0.265	2	0.003
A.N. Webber, Inc.	Truck	TL/Dry Van	For-Hire	WANQ	147008	76507	N/A			3	1600	2		3	2	0.026	2	81.5	2	0.175	2	0.003
A/T Transportation, LLC.	Truck	TL/Dry Van	For-Hire	AUCR	N/A	1486485	N/A			3	1600	2		3	5	0.086	4	99.5	2	0.175	3	0.007
A1 Trucking LLC	Truck	TL/Dry Van	For-Hire	AONA	874455	2519373	2519373			4	1700	2		3	2	0.026	2	81.5	2	0.175	2	0.003
AC Leasing Company Inc.	Truck	TL/Dry Van	For-Hire	ACWH	156691	264128	N/A			2	1500	5		9	5	0.086	1	72.5	5	0.445	5	0.015
ACS Logistics Transportation Inc.	Truck	TL/Dry Van	For-Hire	OFNS	548067	1450334	129295853			3	1600	5		9	5	0.086	2	81.5	5	0.445	5	0.015
AGI Transport Inc.	Truck	TL/Dry Van	For-Hire	AGTE	569163	1525204	153 767 479			2	1500	2		3	3	0.046	2	81.5	2	0.175	2	0.003
ALB Express Inc.	Truck	TL/Dry Van	For-Hire	ALBK	803750	2348464	N/A			5	1800	4		7	2	0.026	3	90.5	4	0.355	2	0.003
ALT.L Inc	Truck	TL/Dry Van	For-Hire	ALLM	154127	169025	N/A			3	1600	2		3	3	0.046	3	90.5	2	0.175	2	0.003
AM International (TFI 11, S.E.C.): AM International	Truck	TL/Dry Van	Dedicated	AMJO	S/O	1257162	61668976			4	1700	2		3	2	0.026	2	81.5	2	0.175	2	0.003
AMC Express, Inc.	Truck	TL/Dry Van	For-Hire	AMCM	789656	2313051	N/A			1	1400	5		9	5	0.086	1	72.5	5	0.445	5	0.015
ARD Express Inc.	Truck	TL/Dry Van	For-Hire	ARXK	588686	1590621	N/A			1	1400	5		9	5	0.086	1	72.5	5	0.445	3	0.007



Review and Share Your Shipper Performance Report



SmartWay Shipper Performance Report

Based on 2017 Tool Submission Using NAICS 44

PREPARED FOR: ABC Shipping, Inc.

This executive report provides important information on ABC Shipping, Inc.'s participation in the U.S. EPA's SmartWay Transport Partnership. This confidential report is based on data reported in 2017, for the prior year's activity.

ABC Shipping, Inc.'s SmartWay performance is a reflection of the products and supplies, and the internal steps taken to improve its freight operations.

This report provides various measures to evaluate the efficiency of ABC Shipping, Inc.'s freight operations.

THE BASICS

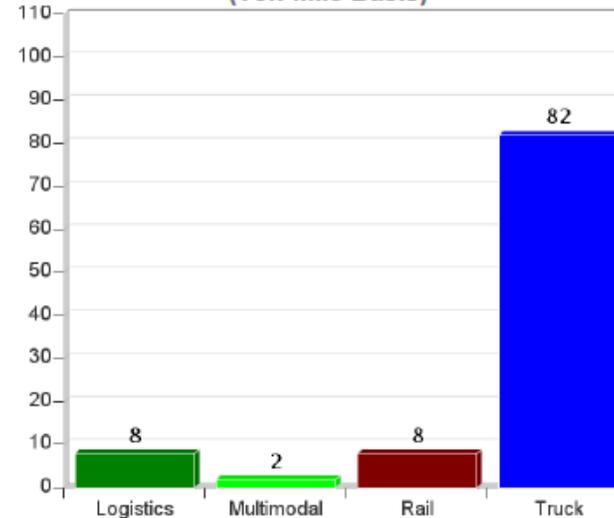
Member SIN
Company: R

Your Comp:
Lemming

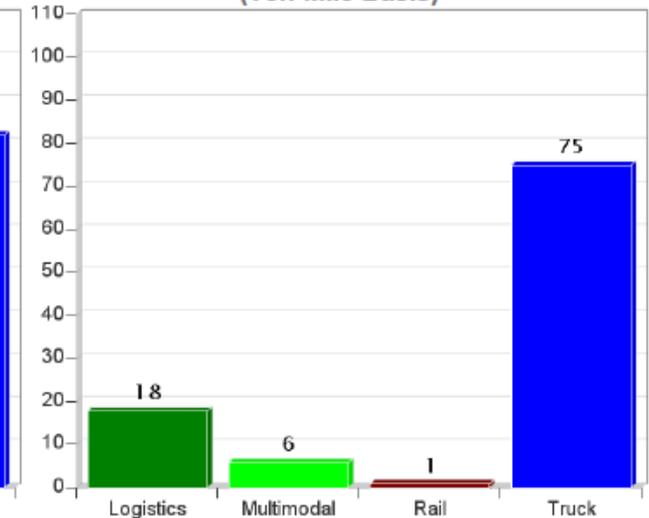
Your Comp:
SmartWay F

Phone: 703-4

Your Carrier CO₂ Emissions % by Mode (Ton-Mile Basis)



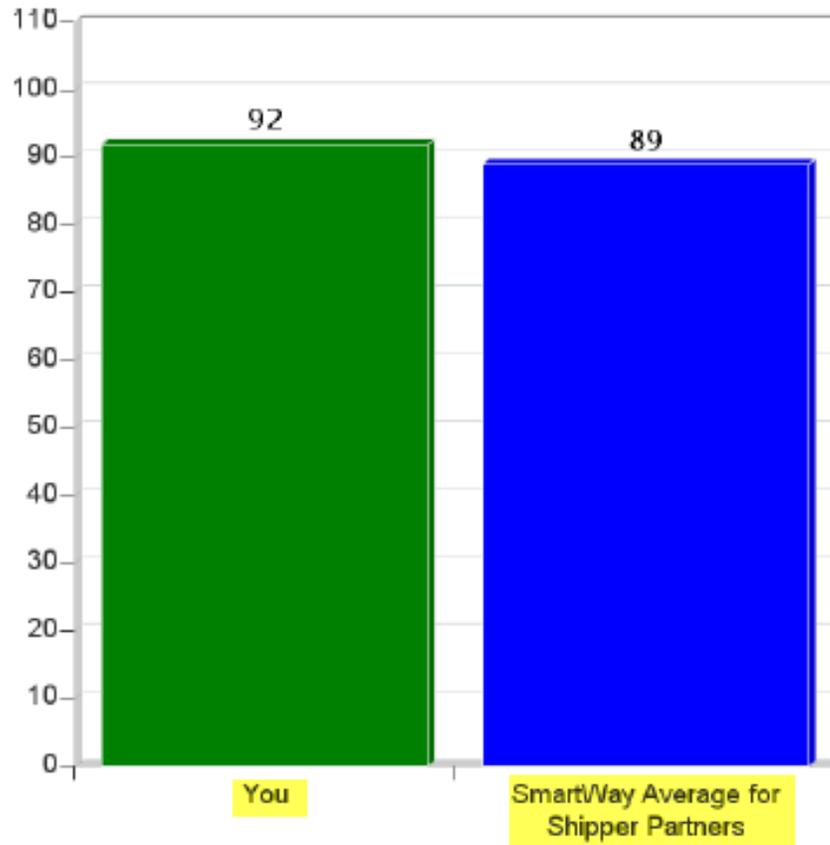
Your NAICS Peers' CO₂ Emissions % by Mode (Ton-Mile Basis)



TIP: The more freight you ship with rail and barge, the lower your overall carbon emissions will be. Shippers can reduce their carbon footprints by shipping with less carbon-intensive modes.

Your Shipper Performance Report (cont.)

Percent of SmartWay Carriers (all modes) and Logistics Providers by Ton-Mile

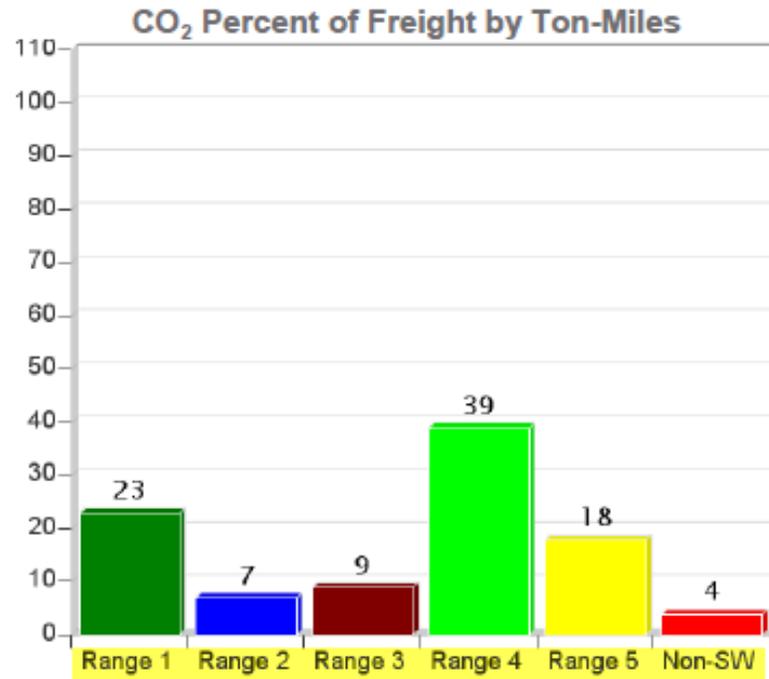


This graph indicates how your proportion of ton-miles of freight shipped with SmartWay carriers compares to your peers. Encouraging and incentivizing non-SmartWay carriers and logistics providers to participate in SmartWay enables you to get a more complete carbon footprint analyses. A shipper's footprint equals the sum of its carriers.

TIP: Work with your SmartWay Partner Account Manager (PAM) to reach out to any of your non-SmartWay carriers and logistics providers to help get them registered.

Your Shipper Performance Report (cont.)

Proportion of Your Carriers by CO₂ Grams per Ton-Mile Performance Range (Truck Freight)



Your Percentage of SmartWay Usage

Use this information to identify what proportion of your freight is carried by the most efficient carriers (Performance Range 1) to the least efficient carriers (Performance Range 5), or non-SmartWay carriers.



Compared to the average of your peers, here is how you did in 2016 (reported in your 2017 Shipper Tool).



Panel Discussion—Introducing:

Adam Benkovich



- Adam Benkovich is a Transportation Analyst for North America at Diageo, a global leader in beverage alcohol with an outstanding collection of over 200 brands.
- North America is the company's largest region and contributes approximately 50% of the company's operating profit.
- Based in Norwalk, Connecticut at Diageo's North America headquarters, Adam is a member of the Supply North America Logistics team and handles transportation to control states, as well as logistics environmental reporting, domestic freight claims, and dedicated fleet operations.

DIAGEO



Understanding SmartWay® Shipper Performance

ADAM BENKOVICH, DIAGEO NORTH AMERICA

Who is Diageo?

DIAGEO | NORTH AMERICA



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DISTILLING & MATURATION



BOTTLING



DISTRIBUTION



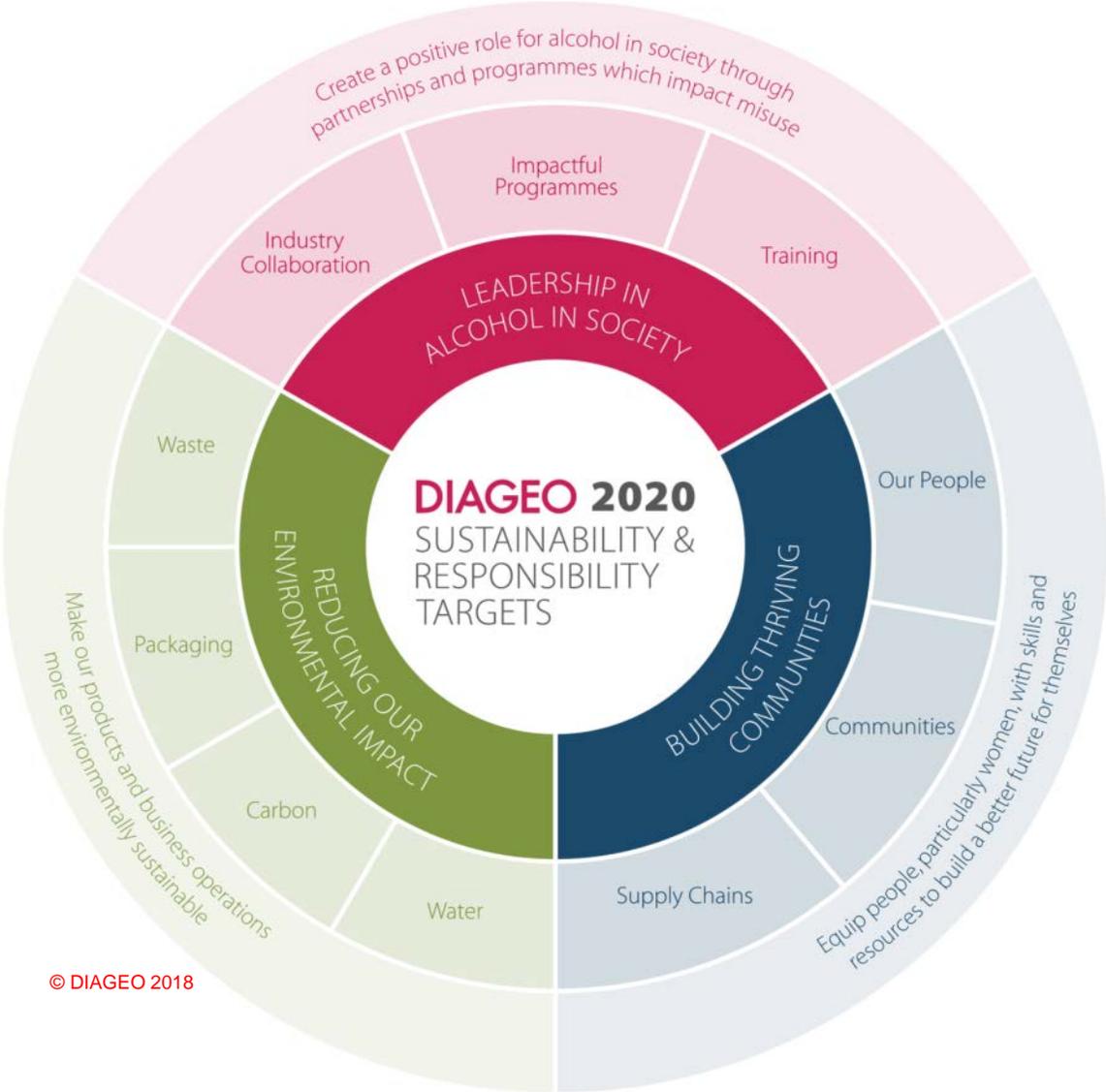
OFFICES



ST. CROIX

Our Purpose: Sustainability & Responsibility

DIAGEO



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Reducing Our Environmental Impact: 2020 Targets



Water:

- Improve water use efficiency by 50% improvement
- Return 100% of wastewater from our operations to the environment safely

Carbon:

- Reduce absolute greenhouse gas emissions from direct operations by 50% and achieve a 30% reduction along the total supply chain

Packaging:

- Reduce total packaging volume by 15%
- Make 100% of our packaging recyclable or reusable

Waste:

- Achieve zero waste to landfill

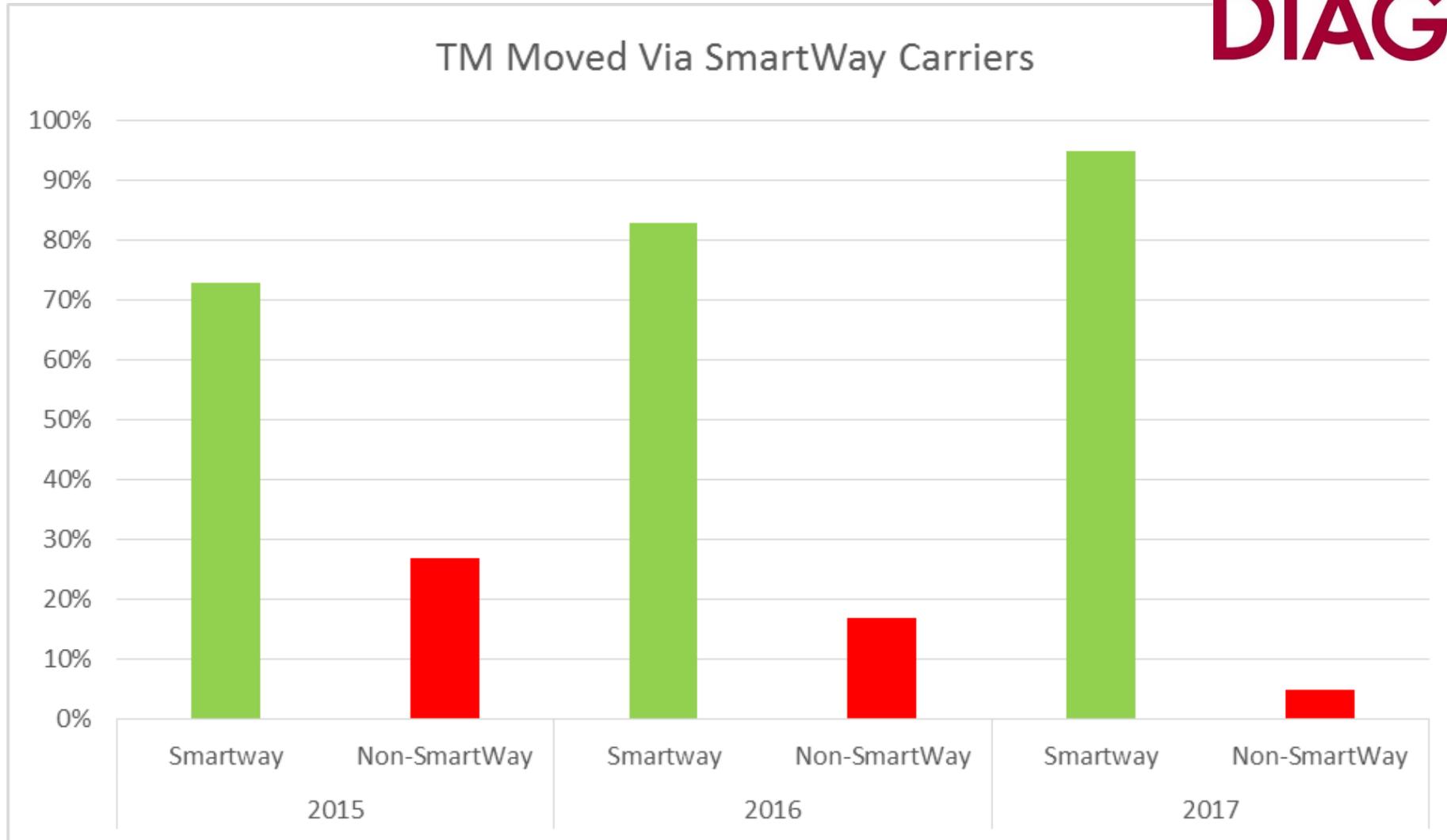
Monthly Performance Tracking

DIAGEO



Measurable Impact

DIAGEO



Reducing our environmental impact: Recognition & Partnerships



Dow Jones
Sustainability Indexes



FTSE4Good

Corporate Knights



A List
2017



BEVERAGE INDUSTRY
ENVIRONMENTAL ROUNDTABLE

Company-Wide Goals and Collaboration

DIAGEO



DIAGEO

**CELEBRATING LIFE,
EVERY DAY, EVERYWHERE**

Panel Discussion—Introducing:

Ron Guzzi



- Home Depot – last 21 years
- Last 7+ years – Sr. Manager Carrier Relations and Sourcing
- Oversee Transportation Carrier Strategy within our Supply Chain
 - Manage over 100 Domestic Carriers
 - ~\$2B in domestic Trans spend and 40 Million shipments/loads
 - All sourcing/bid activity associated with Domestic Trans (modes include – truckload, intermodal, rail, dedicated fleets, LTL, parcel, final miles)
 - Domestic carrier compliance around service levels
 - Domestic Carrier contracts

Company Overview

- Founded in 1978
 - Atlanta, GA
 - Largest Home Improvement Retailer
 - 400,000 employees
- FY2017 Sales: \$101.9 Billion USD
 - United States, Canada, Mexico
 - Stores: 2,275
- 75 DC's Across Our Supply Chain
 - 75% of Merchandise Through DC's
 - 100 Domestic Trans Carriers
 - 40M shipments/loads per year



Home Depot – Sustainability



Sustainability Efforts



Goals and Results

THE HOME DEPOT SUSTAINABILITY



- 30% reduction in GHG emissions in supply chain since 2012
- Eliminated over 200M travel miles over this period
 - 400 TL lanes converted to Intermodal over the past 7 years
 - Shifting LTL to Truckload (Our internal cross-dock operation)
 - Increase trailer cube (Floor-loading)
 - 35% of our Vendor to DC freight moves by dedicated back-haul
- Partnership with EPA/SmartWay
 - Charter partner (2004)
 - 2013/14/15/16/17 Excellence Awardee



THD and SmartWay



SmartWay

- **Business Policy: 100% of contracted carriers must be current SmartWay partners**
 - **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**

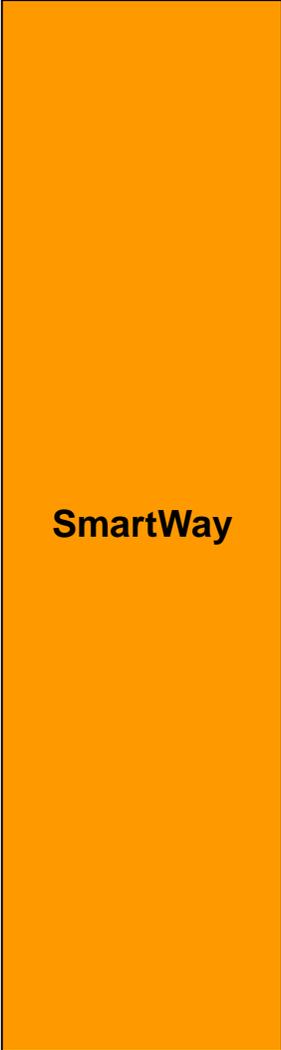


- **Serving as a Mentor for the EPA to 'coach' new supplier on the SmartWay® Program**
- **Pay for Performance: (Implemented in 2013)**
 - **Bid process allows for artificial rate adjustments prior to scenario analysis**
 - **CO₂ (50%) + NO_x (25%) + PM₁₀ (25%) = THD SmartWay Score**
 - **Carrier scores grouped into 5 "SmartWay Buckets" for rate adjustments**

Home Depot – SmartWay



THD, SmartWay, and our Carriers



➤ Carrier Reviews:

- Conduct on-site carrier reviews annually with top 20-30 carriers for THD.
- Require carriers to present current SmartWay efforts and initiatives to improve
- 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




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For more information:

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734-214-4767

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ron_guzzi@homedepot.com