WELCOME TO THE
SMARTWAY WEBINAR SERIES
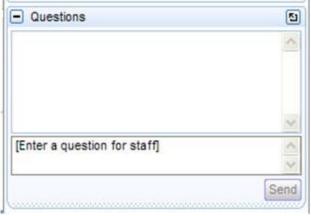
2018 SMARTWAY LOGISTICS TOOL DEMONSTRATION

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.

Welcome!

Denise Kearns

Josh Silverblatt

Webinar Overview

SmartWay Background

Value of efficiency and environmental performance in freight transportation

SmartWay logistics tool demonstration
- Data Inputs
- Performance Outputs
- Carrier 'pull-thru'

Question & Answer

SmartWay Background

- Market-based partnership
- Raise awareness around benefits of freight efficiency
- Strengthen the industry efficiency, competitiveness
- Collaboration
- Save fuel, money and the environment

SmartWay Basics

- Suite of tools to assess fuel and emissions

- Common set of metrics to communicate efficiency and environmental performance

- Platform to collaborate, share best practices

- Recognition

Who Participates in SmartWay?

~3000 Carriers

Truck, rail, barge, intermodal, air

Contract & Private

1.7 billion ton miles

250+ Shippers

F-500, medium and small businesses

Retailers, food & beverage, electronics, home goods & more

600 Logistics Service Providers

Full service logistics providers

Brokers

Forwarders

Poll

🍃 **What services do you provide?**
  (check all that apply)

Transportation

Freight forwarder

Warehousing

Shipper management

Financial management

Why SmartWay?

SmartWay for Logistics Service Providers
Delivering Greater Value in the Supply Chain

https://www.youtube.com/watch?v=mgQqR6KJ9XU&feature=youtu.be

SmartWay®
U.S. ENVIRONMENTAL PROTECTION AGENCY

▶ ▶| 🔊 0:05 / 1:11

What's New This Year?

What's New in this Version?

Version 2.0.17 of the Logistics Tool contains a number of updates and revisions to the prior version, 2.0.16. These updates have been implemented to enhance the usefulness and clarity of the Tool, and are summarized below:

- The Introduction screen has been updated to allow current SmartWay Partners to input their SmartWay ID up front, and to request information on how new partners heard about SmartWay (question formerly on the XML file creation screen).
- Partners using the "Autopopulate" function no longer need to confirm proper uploading of their data twice – the checkboxes re-confirming review have been removed from the HOME screen.
- An optional entry for Sustainability Officers has been added to the Contact Information section.
- The following SmartWay Truck Carrier Categories can now select Data Availability Option d on the Activity screen, allowing partners to just report miles travelled for these fleets:
  - Expedited
  - Heavy/Bulk
  - Mixed
  - Specialized
- The "Feedback" section of the tool has been updated making it easier to follow and more complete.
- Miscellaneous text and format updates for clarification.

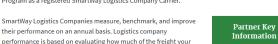Short Story: Good News - Not much new from last year!

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Logistics Tool Demonstration

The **2018 Logistics Tool** is available for download at the SmartWay website: https://www.epa.gov/smartway/smartway-logistics-company-partner-tools-and-resources

SmartWay Logistics Company Partner Tools and Resources

This page contains the tools, guidance, and best practice information you need to get the most out of the SmartWay Program as a registered SmartWay Logistics Company Carrier.

SmartWay Logistics Companies measure, benchmark, and improve their performance on an annual basis. Logistics company performance is based on evaluating how much of the freight your company ships is carried by benchmarked SmartWay Carriers versus non-SmartWay Carriers.

If you are responsible for annual updates and fleet improvement strategies, bookmark this page for your convenience. All SmartWay Logistics Company information will be updated on this page.

What would you like to do?

| Measure Performance | View Ranking Data | Get Training | Improve Performance | Highlight Achievements |

You must submit a completed and accurate SmartWay Logistics Company Tool to EPA by the due date listed on this page to be a SmartWay Logistics Company in good standing and to be eligible for partner recognition.

Partner Key Information

- Annual Eligibility Guidelines
- Data Quality Best Practices
- Tool Due Date Schedule
- Webinars/Events
- SmartWay Portal

Logistics Company Tool Due Date

- September 14, 2018

Logistics Company Tool and Example Tool

SmartWay Welcome

Data Year 2017 OMB 2060-0663 Expiration Date 04/30/2021 (Revised 2018) **Logistics** United States Version: 2.0.17a Released on: 07/10/2018

Welcome to the 2018 SmartWay LOGISTICS Tool

Since 2004, companies have been participating in the SmartWay Program to reduce their fuel usage, reduce emissions, and save money.

Developed in cooperation with the freight transportation industry, the SmartWay Transport Partnership helps you to improve your efficiency by tracking and benchmarking performance.

If you already have a **SmartWay ID**, enter it

If you do not have your SmartWay ID but were designated as the Working Contact or the Executive Contact in last year's tool submission or in your online SmartWay application, you can use the button below to have your SmartWay ID emailed to you

Email me my SmartWay ID

Did your company complete and submit a tool last ○ Yes ● No

How did your company initially hear about SmartWay?

SmartWay webinar ▼

FILING FORMS WITH THE FEDERAL GOVERNMENT AND ESTIMATED REPORTING BURDEN:
Respondents are not required to file or reply to any Federal collection of information unless it has a valid OMB control number. Public reporting burden for this collection of information is estimated to average 5.82 hours per response for initial registration, 2.66 hours for each annual update. These estimates include the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information including suggestions for reducing this burden to: SmartWay Transport Partnership, 2000 Traverwood, Ann Arbor, MI 48105, or the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington D.C.

ZOOM IN   PRINT SCREEN   QUIT   Page L-1   NEXT

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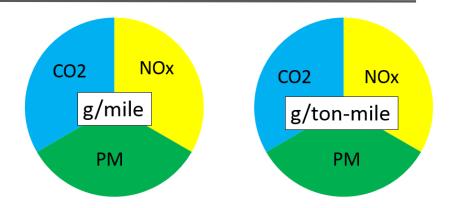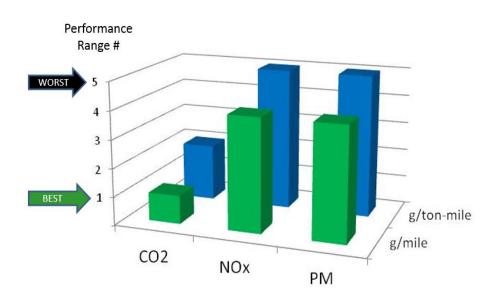
SmartWay Performance Rankings

- SmartWay provides standardized emission results and relative rankings for all SmartWay carriers at the fleet level

- Carriers are categorized by type (such as truckload dry van, flatbed, or tanker) to insure an apples to apples comparison.

- Emissions: CO_2, NOx, and PM

- Metrics: grams/mile and grams/ton-mile

- Within categories/emissions & metrics carriers are ranked on a 1-5 scale (1 being best)

- The SmartWay system allows carriers to benchmark themselves and for shippers to see the relative performance of their carriers, allowing all entities to improve their performance
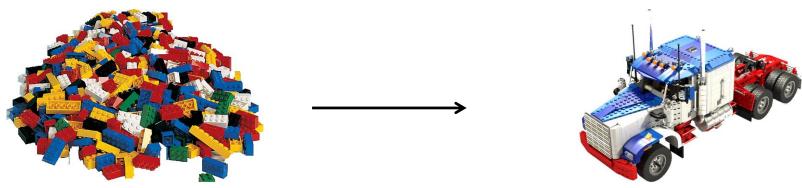
Understanding Logistics Emission Factors

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…)

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://nepis.epa.gov/Exe/ZyPDF.cgi/P100STX5.PDF?Dockey=P100STX5.PDF
- Carrier matching function
  - Best for companies with tens of thousands of carriers
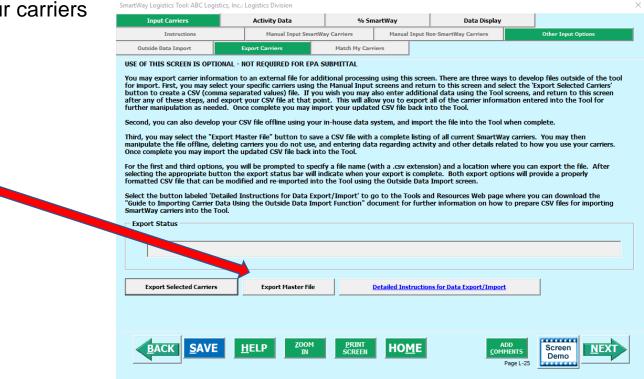 - Accessed in the SmartWay Partner Portal

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)

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
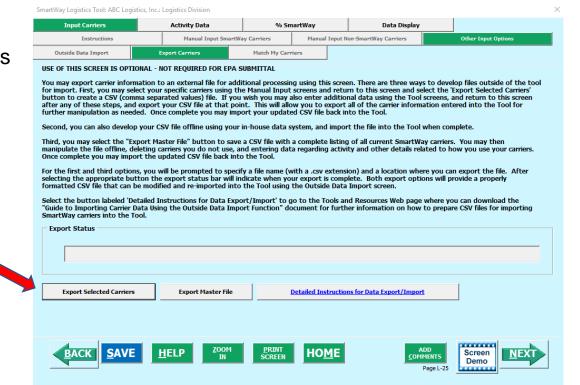   - Enter data for your carriers

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
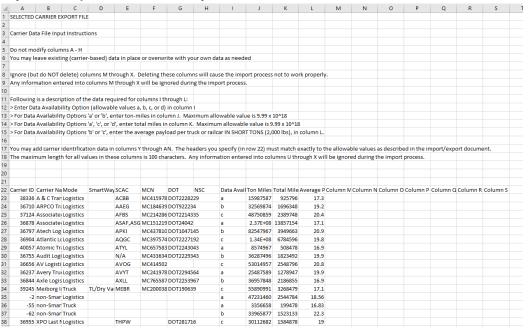- Use an example CSV file as a template
- Use the Carrier Matching Function to identify which of your carriers are SmartWay

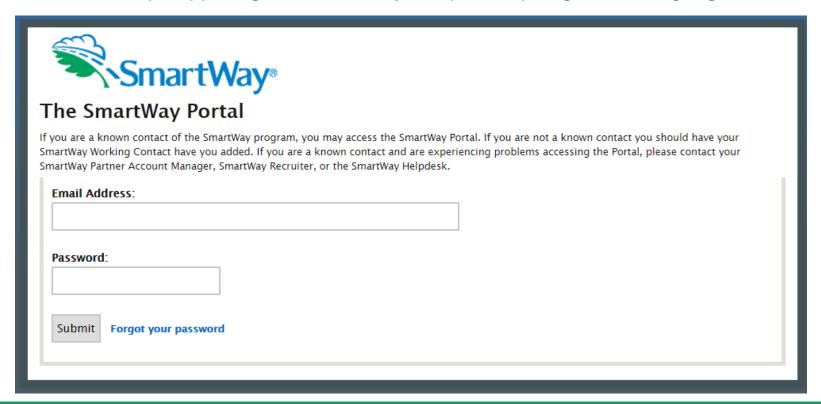|	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1	CARRIER MASTER FILE																		
2																			
3	Carrier Data File Input Instructions																		
4	Do not modify columns A - H																		
5	Delete all carriers not used by your company																		
6	You may leave existing (carrier-based) 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 L	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
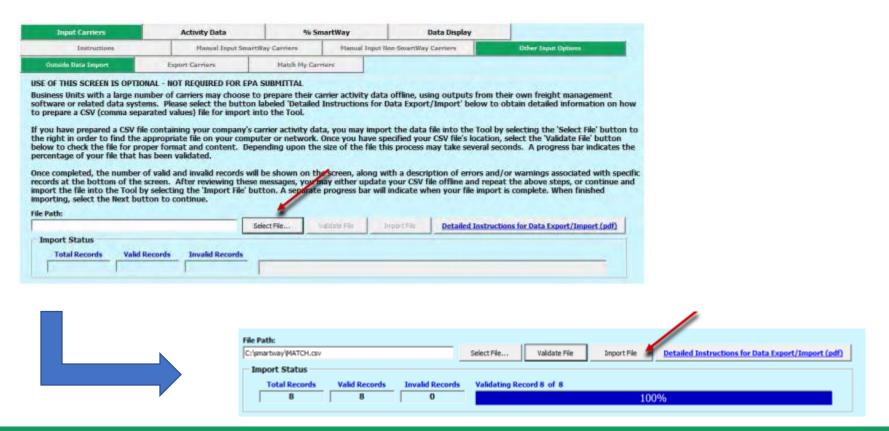
Review: Carrier Matching

- 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: after creating a CSV file, carriers will be matched using the SmartWay Portal, available at: http://app5.erg.com/smartwayweb/portal/epalogin.cfm?language=ENG

The SmartWay Portal

If you are a known contact of the SmartWay program, you may access the SmartWay Portal. If you are not a known contact you should have your SmartWay Working Contact have you added. If you are a known contact and are experiencing problems accessing the Portal, please contact your SmartWay Partner Account Manager, SmartWay Recruiter, or the SmartWay Helpdesk.

Email Address:

Password:

Submit   **Forgot your password**

Review: Carrier Matching

- Once you have created your matched carrier data from the SmartWay Portal, you will import it into your SmartWay Tool
- Once you have imported your CSV file into the Tool, you may augment, correct, or modify any of the carrier data using the Tool screens

Please Remember

- SmartWay communicates valuable information to partners through email.
  - Make sure it isn't going into your spam folder
- SmartWay is a partnership – we rely on our SmartWay contacts
  - Have a backup contact to insure continuity for temporary absences
  - Have a succession plan so someone is ready if your job changes
- Keeping all all SmartWay tools in the same folder makes year over year comparisons easy
- It's pretty much the same year-to-year; i.e., data requirements don't change.
- SmartWay offers business intelligence – it's there for you to use for company benchmarking and improvement.
- We're here for you – An experienced Partner Account Manager (PAM) is assigned to your company to offer assistance and answer your questions. **Do you know yours!?**

2018 SmartWay Tool Schedule

Thank you for your attention

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