


Welcome to the SmartWay Webinar Series

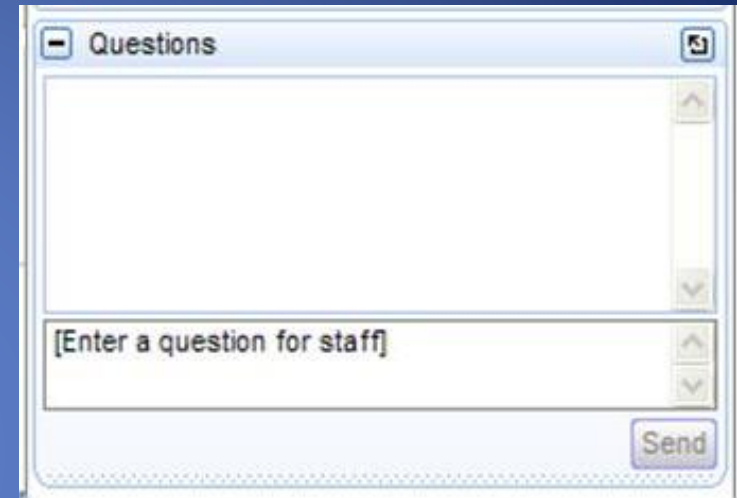
Today's webinar is:

***SmartWay Truck Tool Advanced Class:
Getting the Most out of
Your SmartWay Participation***



Questions: Yours and Ours

- 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!



SmartWay

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SmartWay Turns 15 Years Old!

For 15 years, our Partners & Affiliates have worked for cleaner, more fuel-efficient freight transportation!

[Learn how!](#)



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- January/February [Affiliate Calendar](#)
- **VIDEO:** [EPA Congratulates 2018 SmartWay Excellence Award Recipients](#)

More [SmartWay News](#)

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- [Overview of SmartWay](#)
- [Why Freight Matters](#)
- [How SmartWay Advances Sustainable Transportation Supply Chains](#)
- [Sustainability Accounting & Reporting](#)
- [SmartWay Program Successes](#)
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- [How to Participate in SmartWay](#)
- [How the SmartWay Partnership Works](#)
- Become a SmartWay:
 - [Shipper](#)
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Upcoming Webinars & Events

- **February 27, 2019- Education Webinar:** [2019 SmartWay Excellence Award Criteria](#)
- **March 14, 2019-Tool Demo Webinar:** [Advanced Truck Tool Webinar](#)

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SmartWay home page
www.epa.gov/smartway

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SmartWay Webinars & Events

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



View SmartWay Webinars

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

Past Webinars: Descriptions, links to webinar recordings, and presentation slides for past webinars are listed below.

[Event Type Legend](#)

Type	Event Name
Freight Matters Webinars	The "Green Supply Chain": A critical assessment of a multimodal, multinational freight supply chain of a Fortune 50 retailer
Tool Demo Webinar	2018 SmartWay Shipper Tool Webinar

Select the "Past Webinars/Events" tab to view resources from previous webinars

Presenter: Erik Herzog



Erik Herzog has been with the EPA Office of Transportation and Air Quality for 30 years, and has been working with SmartWay for the last twelve. He has worked on development of the SmartWay partner tools, and on many aspects of program evaluation, including data quality, emissions reduction benefits, and harmonizing SmartWay methodologies with other green freight protocols. He has a Bachelor's in Psychology from Bethany College, a Master's in Natural Resource Policy from the University of Michigan, and an Advanced Certificate in Sustainable Innovation from the University of Vermont.



SmartWay Truck Tool Advanced Class Webinar Presentation

Erik Herzog

US Environmental Protection Agency

April 2, 2019



Covered Today

- **Background**
- **SmartWay Ranking: how we do it and why it's important**
- **How your data entry choices yield more useful results**
- **How to read and understand SmartWay data reports**
- **How Shippers use SmartWay data and what it means for you**

Background

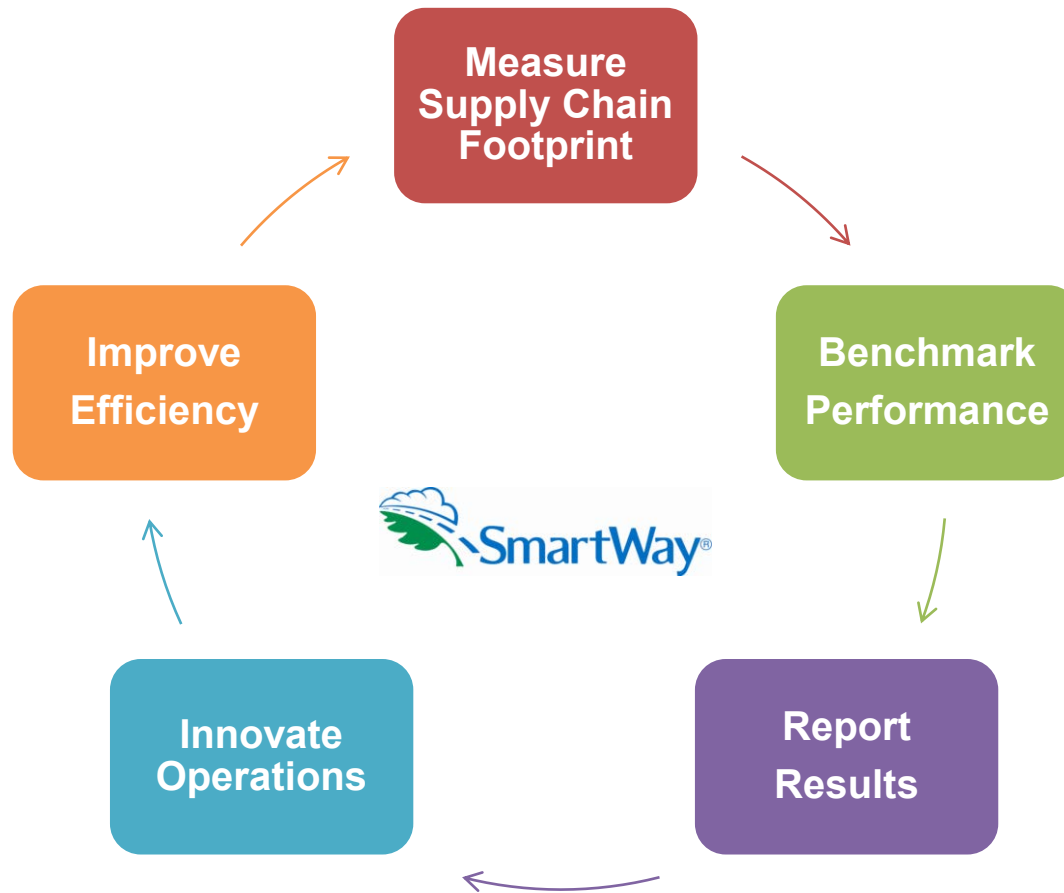


- SmartWay was initiated as a voluntary market based program with members of the U.S. Freight industry in 2001.
- It was launched in 2004 after three years of cooperative development.
- Goals
 - Improve the efficiency and competitiveness of the freight industry
 - Reduce the release of harmful emissions
 - Improve the reputation of the freight industry
- **The SmartWay Equation:**
Fuel Use = \$\$\$ = CO₂
- Currently over 3000 Carriers and over 250 Shippers are members of SmartWay.
- SmartWay is the Global Standard in Freight Emissions Reporting



Background

SmartWay is continuous improvement for the Environment and Efficiency



SmartWay Rankings: **Why** we do it.

- **First and foremost SmartWay is a benchmarking system**
 - Publishing information about company environmental efficiencies allows them to see how they compare with their peers
 - Companies can discover deficiencies and correct them
 - Helps to improve company performance
 - Ultimately this creates improvement in the U.S. freight system allowing American companies to be more competitive
- **Shippers need carrier environmental data**
 - SmartWay provides a standard data system for Shippers
 - Without SmartWay, Shippers would be asking each carrier individually causing additional work for carriers
 - Shippers need environmental data for corporate sustainability reporting and annual reports
 - Shippers see advertising value in using the Smartway logo and promoting green business practices in their advertising
 - Shippers use SmartWay participation in their carrier hiring decisions and bonus determinations

SmartWay Rankings: **How** we do it.

- You will describe your fleets in the Operations tab and the Body Type tab
- This information is used to place your fleet(s) in the proper *SmartWay Categories* for comparison.
- SmartWay categories are determined by a logical combination of operational and body types

SmartWay Truck: Fleet Description(s) ×

Identify Fleets | **Fleet Details** | **Operation** | **Body Types** | **SmartWay Category**

For each fleet, enter the percentage of total miles driven that fall into each operation category. Percentages must sum to 100 percent for each fleet.

Operation Category (%)

Partner/Fleet Name	Truckload	Less Than Truckload	Drayage	Package Delivery	Expedited	Total
1: ABC Trucking, Inc.: East Operations	100					100
2: ABC Trucking, Inc.: West Operations	25	25		25	25	100

SmartWay Truck: Fleet Description(s) ×

Identify Fleets | **Fleet Details** | **Operation** | **Body Types** | **SmartWay Category**

For each fleet, enter the percentage of total vehicles by body type. Percentages must sum to 100 percent.

Body Type (%)

Partner/Fleet Name	Dry Van	Reefer	Flatbed	Tanker	Chassis	Heavy/ Bulk	Auto Carrier	Moving	Utility	Special Hauler	Total
1: ABC Trucking, Inc.: East Operations	100										100
2: ABC Trucking, Inc.: West Operations	50	10	10	5	25						100

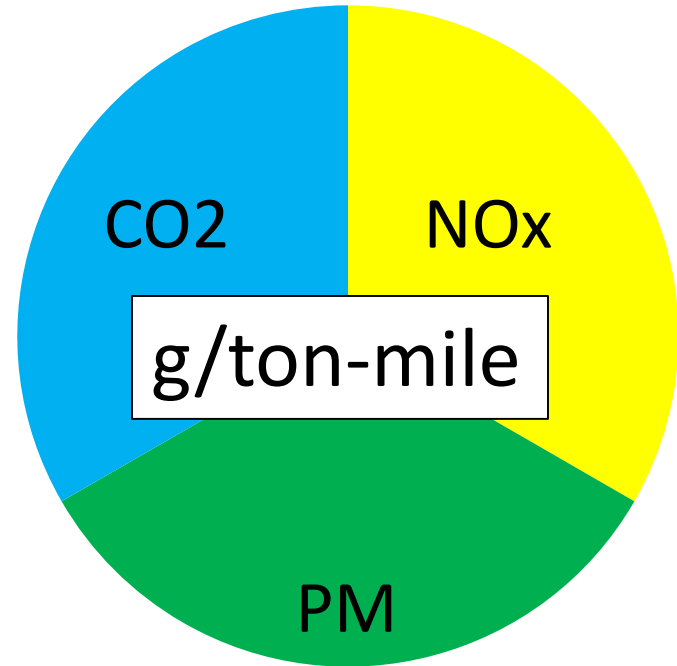
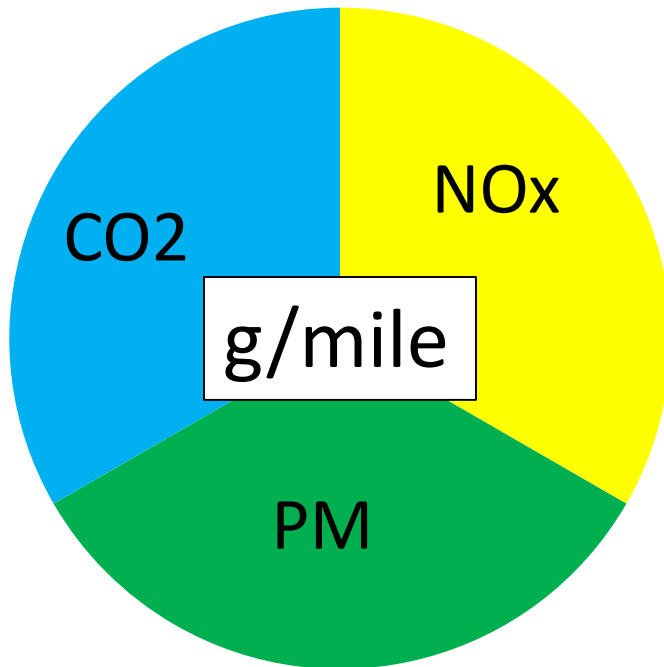
SmartWay Rankings: **How** we do it.

- By indexing the Operation type and Body type, SmartWay creates peer groups for comparison.
- Note: If you are not at least a 75% match for a SmartWay category, then your fleet is placed in a mixed category. Comparisons in the Mixed category are not as useful as the other categories.
- Each SmartWay truck category has five performance levels for each performance metric.

2018 SmartWay Carrier Categories and Data Specificity

TRUCK	Dry Van & Chassis	Reefer and Reefer Chassis	Flatbed	Tanker	Heavy & Bulk	Auto Carrier	Moving	Specialized & Utility	Mixed
Dray	Dray 5 Performance Levels								
Truckload	Truckload DryVan 5 Performance Levels	Reefer 5 Performance Levels	Flatbed 5 Performance Levels	Tanker 5 Performance Levels	Heavy & Bulk 5 Performance Levels	Auto Carrier 5 Performance Levels	Moving 5 Performance Levels	Specialized & Utility 5 Performance Levels	Mixed 5 Performance Levels
Expedited	Expedited 5 Performance Levels								
LTL	LTL 5 Performance Levels								
Package	Package Delivery 5 Performance Levels								
Mixed	Mixed								

SmartWay Rankings: **How** we do it.



SmartWay's Current 6 Emission Metrics

Pollutants		Metrics	
CO2	Carbon Dioxide: a surrogate for fuel efficiency and global warming	Grams per Mile	Amount of pollution produced for every mile travelled
NOx	Oxides of Nitrogen: known for creating smog, a concern for local areas	Grams per Ton-mile	Amount of pollution produced for every ton that travels one mile, usually the best metric to use
PM	Particulate Matter: known for creating black soot, a concern for local areas		

SmartWay Rankings: How we do it.

Your NOX and PM g/mile scores are determined **mostly** by:

- The AGE and CLASS (2b-8b) of your trucks
- Fuel TYPE (diesel, gasoline, LPG, LNG, CNG, electric, hybrid)
- Miles travelled

And also by:

- Biodiesel or ethanol usage
- Road Type/Speed categories & Idling
- For PM only: PM Reduction equipment
- Highway vs. Rural Driving, and Speed categories for urban driving
- PM can be further reduced (pre-2007 trucks) by use of oxidation catalysts, particulate traps and closed crankcase ventilation

The screenshot shows the SmartWay tool interface. At the top, there are navigation buttons: BACK, SAVE, HELP, ZOOM IN, PRINT SCREEN, HOME, VALIDATE SCREEN, ADD COMMENTS, and a Screen Demo button. Below these is a checkbox for 'Hide Unchecked Classes'. The main area is a grid with columns for 'Year' (2010-2019) and 'Total Trucks' (85). Rows represent different truck classes (Class 2b to Class 8b) with their respective Gross Vehicle Weight (GVW) ranges. Each cell in the grid contains a small icon of a truck and a text input field for the number of trucks. Below the grid, there are instructions: 'Input the number of trucks you have as of Dec 31 of the reporting year by class and engine model year.' and 'Truck class totals are automatically calculated for you.' At the bottom, there are tabs for 'General Information', 'Activity Information', and 'PM Reduction'. The 'General Information' tab is selected, showing 'Diesel' as the engine type and 'Data Sources' as the data source.

Emission factors are mostly determined by the EPA MOVES model
 For details see the Truck Tool Technical Document on the SmartWay website

SmartWay Rankings: **How** we do it.

Your NOx and PM **g/ton-mile** scores are based on the mass of emissions determined by the previous inputs and adjusted by **Average Payload**

Truck: ABC Trucking, Inc.: East Operations X

General Information **Diesel** Gasoline LPG LNG CNG Electric Hybrid Data Sources

Engine Model Year & Class Activity Information PM Reduction

Input your activity information in the white boxes by truck class. Green boxes will appear underneath some data entry cells that will activate a pop-up screen to help you with your inputs. The totals for all your trucks will be summed/averaged on the left.

Diesel	Totals/Average		Input Data: by Truck Class	
	All Classes ?	7	8b	
? Total Miles Driven (exact values)	8,985,864	1,497,896	7,487,968	
? Revenue Miles Driven (exact values)	8,551,855	1,450,893	7,100,962	
? Empty Miles Driven (exact values)	434,009	47,003	387,006	
? Gallons of Diesel Used, incl. Biodiesel & Reefer (exact values)	1,755,865	207,969	1,547,896	
	MPG check! -->	7.2	4.8	
	Miles per truck check! -->	59,916	124,799	
? Gallons of Biodiesel (B100 Equivalents)	10,979	Input Biodiesel	Allocate Diesel Using class MPG	
? Average Payload (tons) - Cargo Weight Only One ton = 2000 lbs	16.93	9.3	18.46	
		Payload Calculator	Payload Calculator	
? Truck Cargo Volume (cubic feet)	3,322	2,510	3,485	
		Volume Calculator	Volume Calculator	
? Average Used Cargo Volume % (excluding empty miles)	90.67	89	91	
? Road Type / Speed Categories		13 / 11 / 4 / 72*	6 / 5 / 1 / 88*	
		Enter Speeds	Enter Speeds	
* Indicates that default speed distributions were selected for urban road types.				
? Average Annual Idle Hours per Truck	756	821	729	
		Idling Hours Calculator (All Classes)		

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SmartWay Rankings: **How** we do it.

The Payload calculator can help you determine your Average Payload

- If you know your average payload it will be more accurate than the calculator and best practice is to know your payloads

SmartWay Average Payload Calculator

This form is designed to help you determine your average payload by vehicle class.

Step 1. Select an allocation method and choose your preferred units.





Allocation Method: % of operation in this class

Units: tons

Class 8b Vehicles GVWR = 60,001 and above

Class Avg Payload: 18.46 tons

Step 2: Enter your data using your allocation method by directly entering your average payloads or by selecting one of the industry average ranges as appropriate.

	% of operation	Average Payload
<input checked="" type="checkbox"/>  Dry Van - Single	100	Industry Average: Average 17.1 to 19.8 tons
<input type="checkbox"/>  Dry Van - Double		
<input type="checkbox"/>  Dry Van - Triple		
<input type="checkbox"/>  Combination Reefer		Selection unavailable based on body type(s) selected in the Fleet Description(s) section of the Tool.

Total: 100

SCROLL FOR MORE OPTIONS

HELP ZOOM IN CANCEL OK VALIDATE SCREEN ADD COMMENTS Screen Demo

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SmartWay Rankings: **How** we do it.

Your CO2 g/mile score is **mostly** determined by:

- Fuel burned and total miles travelled
- Fuel type

Truck: ABC Trucking, Inc.: East Operations

General Information **Diesel** Gasoline LPG LNG CNG Electric Hybrid Data Sources

Engine Model Year & Class Activity Information PM Reduction

Input your activity information in the white boxes by truck class. Green boxes will appear underneath some data entry cells that will activate a pop-up screen to help you with your inputs. The totals for all your trucks will be summed/averaged on the left.

	Totals/Average		Input Data: by Truck Class	
	All Classes	7	8b	
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		Volume Calculator		Volume Calculator
? Average Used Cargo Volume % (excluding empty miles)	90.67	89	91	
? Road Type / Speed Categories		13 / 11 / 4 / 72*	6 / 5 / 1 / 88*	
		Enter Speeds		Enter Speeds
? Average Annual Idle Hours per Truck	756	821	729	
		Idling Hours Calculator (All Classes)		

BACK SAVE HELP ZOOM IN PRINT SCREEN HOME VALIDATE SCREEN ADD COMMENTS Screen Demo NEXT

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SmartWay Rankings: How we do it.

Your CO2 **g/ton-mile** score is based on the mass of emissions determined by the previous inputs and adjusted by **Average Payload**

Truck: ABC Trucking, Inc.: East Operations X

General Information **Diesel** Gasoline LPG LNG CNG Electric Hybrid Data Sources

Engine Model Year & Class Activity Information PM Reduction

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? Road Type / Speed Categories		13 / 11 / 4 / 72*	6 / 5 / 1 / 88*	
		Enter Speeds	Enter Speeds	
* Indicates that default speed distributions were selected for urban road types.				
? Average Annual Idle Hours per Truck	756	821	729	
		Idling Hours Calculator (All Classes)		

BACK **SAVE** **HELP** **ZOOM IN** **PRINT SCREEN** **HOME** **VALIDATE SCREEN** **ADD COMMENTS** **Screen Demo** **NEXT**

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SmartWay Rankings: **How** we do it.

Some Data Points are **not used** in calculating your scores but are included for your analysis efforts

- Revenue miles, and Volumetric information

Truck: ABC Trucking, Inc.: East Operations X

General Information **Diesel** Gasoline LPG LNG CNG Electric Hybrid Data Sources

Engine Model Year & Class Activity Information PM Reduction

Input your activity information in the white boxes by truck class. Green boxes will appear underneath some data entry cells that will activate a pop-up screen to help you with your inputs. The totals for all your trucks will be summed/averaged on the left.

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SmartWay Rankings: **How** we do it.

Some Data Points are **not used** in calculating your scores but are included for SmartWay data evaluation

- % Operation US/Canada, Short-Long haul split, Brokerage, OTC information

Truck: ABC Trucking, Inc.: East Operations

General Information Diesel Gasoline LPG LNG CNG Electric Hybrid Data Sources

? 1. The SmartWay Transport Partnership is now being administered in the United States and Canada. The Partnership operates the same in both countries, allowing partners to submit one tool for all of their US-Canada operations. Partners will be recognized by both national programs and will be listed on both the US and Canadian SmartWay websites. The US and Canadian SmartWay tools produce the same output results, however the Canadian tools use metric rather than English measurements and are available in French as well as English.

Partners should submit to the country where their headquarters is geographically located. If unsure about which country to which you should submit, please contact either national SmartWay Program for assistance.

Please indicate the approximate percentage of operations in the U.S. and Canada.

90 % Operation in the United States
10 % Operation in Canada

United States: <http://www.epa.gov/smartway/>
Canada: <http://www.smartway.nrcan.gc.ca>

? 2. Fuel types found in this fleet (indicate all that apply):
 Diesel / Biodiesel LPG CNG Hybrid
 Gasoline / E85 LNG Electric

? 3. Short-haul vs. long-haul split:
6 % Short Haul
94 % Long Haul

? 4. Do you broker-out some portion of your company's total freight volume?
 Yes No
What percent of your total loads shipped last year were brokered?
%

? 5. Ozone Transport Commission (OTC) Information
 Check the box if your fleet operates in the Northeast United States
Have you been asked to join SmartWay by the OTC?
 Yes No
What percentage of your operation is based in the OTC?
15 %
What is the percentage based on?
 Miles Gallons Other

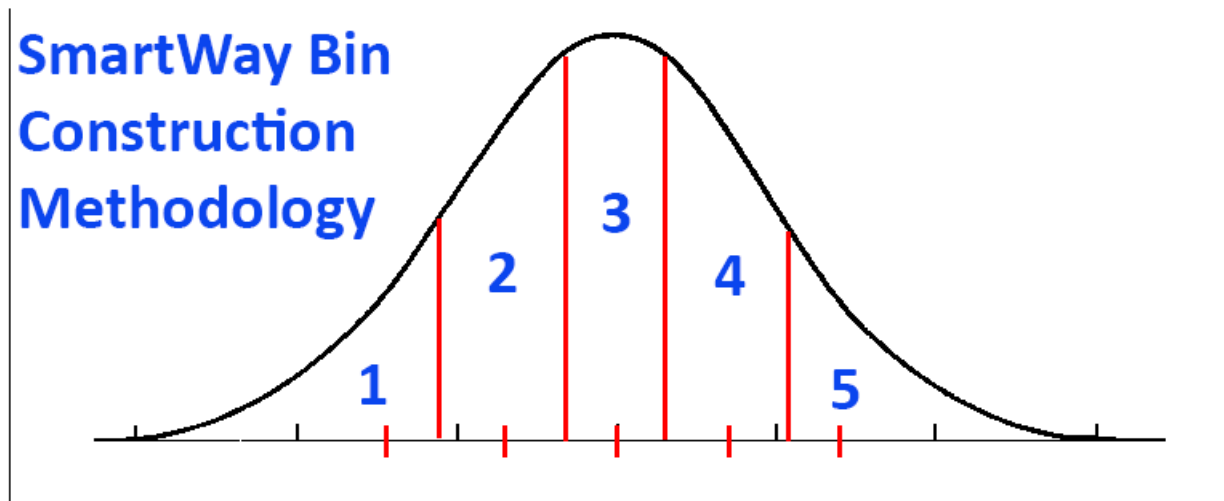
32,547 Miles

BACK SAVE HELP ZOOM IN PRINT SCREEN HOME VALIDATE SCREEN ADD COMMENTS Screen Demo NEXT

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SmartWay Rankings: **How** we do it.

- For trucking companies, SmartWay displays your results in one of five performance ranges.
- A distribution curve is developed for each SmartWay category for each emission metric.
- SmartWay divides each curve such that each performance range is composed of *approximately 20%* of fleets.
- SmartWay lists the high and low ranges of each performance metric, and displays the **midpoint** emission number publicly for each bin.
- All companies have the midpoint of the bin displayed as their number for that performance metric, as well as their performance number (1-5)

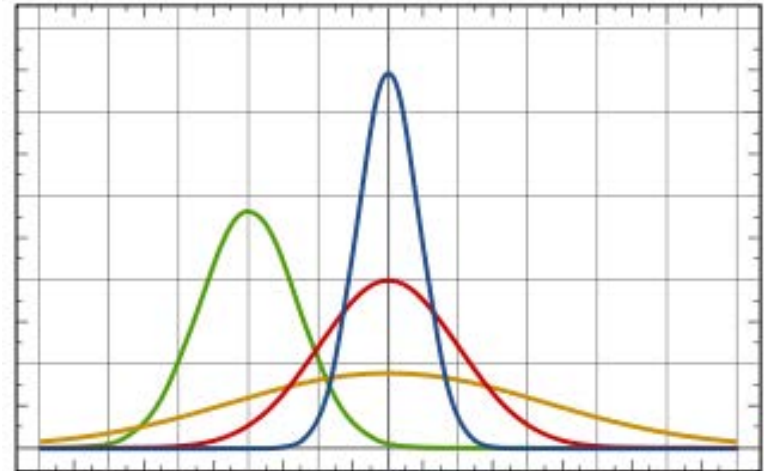


SmartWay Rankings: **How** we do it.

- There is a specific distribution for each SmartWay category and each performance metric so each SmartWay Category performance metric is unique
- The midpoint of a Range 1 Score for Truckload Dry Van is **NOT** the same as the Range 1 score for Flatbed, Reefer, or any other SmartWay category.
- While both represent approximately the top 20% of their categories, the categories are not alike –
 - Operational differences such as duty-cycle, special needs such as reefer fuel, tanker one-way operation, and other factors

For Example

- Range 1 Truckload Dry van CO2 is 1400 g/mile.
- Range 1 Refrigerated CO2 is 1475 g/mile.
- Range 1 Flatbed CO2 is 1550 g/mile.



- Therefore, the Range (1-5) Rankings are only **relative** rankings and are relevant within category, not across categories.
- However, the g/mile numbers represent actual performance and are comparable

SmartWay Rankings: **How** we do it.

- **Non-SmartWay carriers** receive a default value that is equivalent to a calculated “Performance Range 6” number.
- There is no actual Range 6, but since we do not know what non-SmartWay carrier emissions – since they don’t submit data – we need a default number.
- We have to conservatively assume they are bad (worse than those submitting data) so we don’t underestimate emissions.
- This system makes sure that any company that submits data to SmartWay (whatever the performance) will have an emission factor better than a non-submitter.
- Otherwise there would be a perverse incentive NOT to submit.
- This methodology allows SmartWay to display default numbers for non-SmartWay that do not disbenefit members, while still providing a reasonable number for Shippers with a lot of non-SmartWay carriers that are attempting to determine their carbon footprint.

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	SmartWay Ranking	Fleet	Canadian	Mode	Category	Type	SCAC	MCN	US DO	NSC	g/m CO2		g/m NOx		g/m PM		g/tm CO2		g/tm NOx		g/tm PM	
											Rank	CO2	Rank	NOx	Rank	PM	Rank	CO2	Rank	NOx	Rank	PM
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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

Start Here

All

Auto

Dray

Expd

Flat

HB

LTL

Mix

Mov

Pkg

Reef

Spec.

Tank

TL

Logistics

MM-S

MM-SA

MM-SM

MM-SAM

Rail






Barge

Understanding Your SmartWay Rankings

Wile E. Coyote Transportation

SmartWay category: Truckload Dry Van

CO2		Oxides of Nitrogen (NOx)		Particulate Matter (PM)	
g/mile	g/ton-mile	g/mile	g/ton-mile	g/mile	g/ton-mile
CO2 is caused by burning fuel. So the less fuel you burn, the more money you save and the less CO2 you emit.		NOx causes Smog, contributes to Ozone Action Days, and Acid Rain. NOx emissions are harmful to both humans and the environment. To improve your score, buy newer trucks		PM causes breathing problems, can lead to lung cancer, and contributes to prolonged sickness. PM tends to concentrate in the areas in which it is emitted. To improve your score, buy newer trucks.	

SmartWay Rank		CO2		Oxides of Nitrogen (NOx)		Particulate Matter (PM)	
		g/mile	g/ton-mile	g/mile	g/ton-mile	g/mile	g/ton-mile
This score indicates your performance on a mpg basis.		This score indicates your fuel efficiency performance on a per weight basis. Higher payloads will improve your g/ton-mile performance.		This score indicates your efficiency by how much NOx you emit on a per mile basis.		This score indicates your NOx performance on a per weight basis. Higher payloads will improve your g/ton-mile performance.	
This score indicates your efficiency by how much PM you emit on a per mile basis.		This score indicates your PM performance on a per weight basis. Higher payloads will improve your g/ton-mile performance.					
Congratulations! Top Performance	1						
Better than Average (But not the best)	2						
Average Performance (Middle of the Pack)	3						
Less efficient than Average Improvement is Needed	4						
Least Efficient Non-competitive Business Model	5						

Your SmartWay scores (1-5) can be viewed at: <https://www.epa.gov/smartway/smartway-carrier-performance-ranking>

Understanding Your SmartWay Rankings

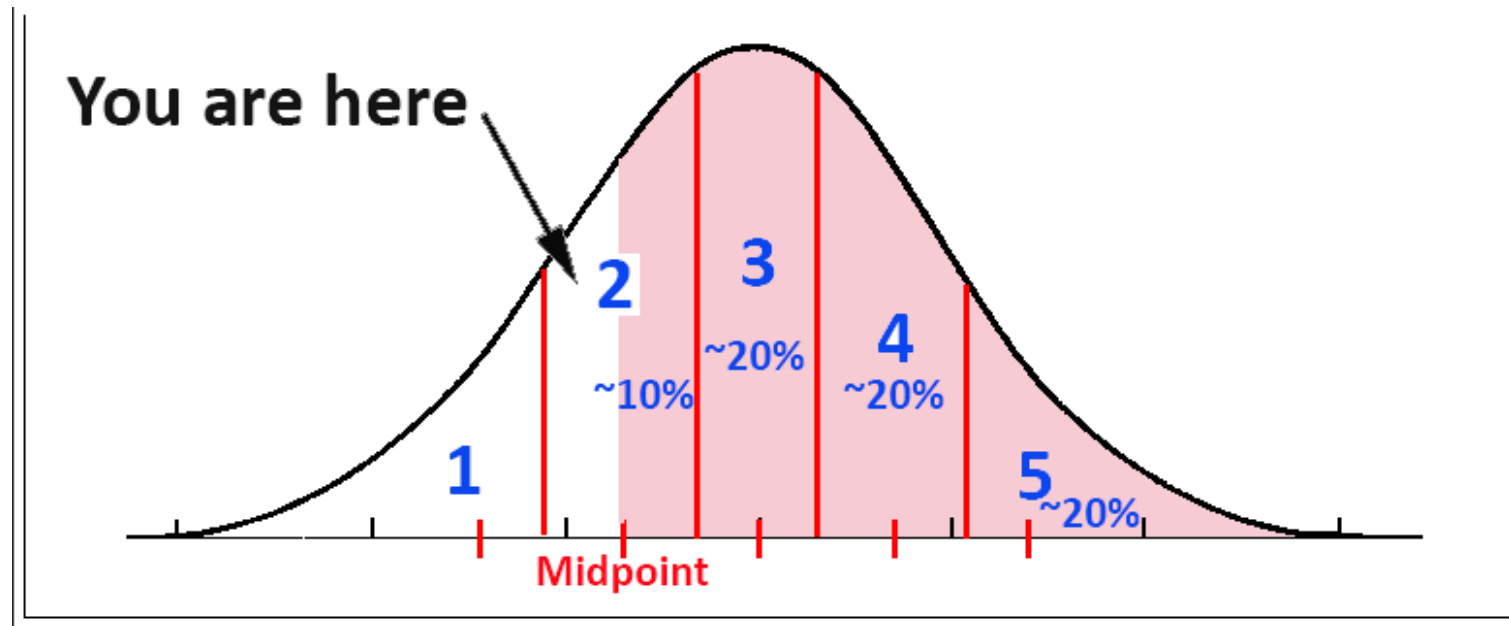
Remember: Scores tell a story and each fleet is unique!

- Example 1: BEST Possible SmartWay Score
 - CO2 g/ton-mile: 1
 - CO2 g/mile: 1
 - NOx g/ton-mile: 1
 - NOx g/mile: 1
 - PM g/ton-mile: 1
 - PM g/mile: 1
- Example 2: Highly fuel efficient fleet using older trucks SmartWay Score
 - CO2 g/ton-mile: 1
 - CO2 g/mile: 1
 - NOx g/ton-mile: 5
 - NOx g/mile: 5
 - PM g/ton-mile: 5
 - PM g/mile: 5
- Example 3: A fleet with all new trucks, with very light loads
 - CO2 g/ton-mile: 5
 - CO2 g/mile: 1
 - NOx g/ton-mile: 3
 - NOx g/mile: 1
 - PM g/ton-mile: 3
 - PM g/mile: 1
- Example 4: A fleet that uses a lot of double and triple trailers with a mix of old and new trucks
 - CO2 g/ton-mile: 1
 - CO2 g/mile: 5
 - NOx g/ton-mile: 2
 - NOx g/mile: 4
 - PM g/ton-mile: 2
 - PM g/mile: 4

Understanding Your SmartWay Rankings

So...how good am I?

- Example: You are a Refrigerated Carrier and are in Bin 2 for Grams per Ton-mile.
- This means that at a minimum you are better than 60% of refrigerated carriers in this metric, and could be better than 80% at most. If your actual g/ton-mile is better than the midpoint for bin 2 (what is displayed publicly), then you are likely better than 70% of refrigerated carriers.
- If you are in Bin 5, then at least 80% of your peers are doing better than you.



Truck Tool Data Reports

“What you put in is what you get out...”

“If you put in the effort, you might as well reap the rewards”

Accessing Your Reports

SmartWay Truck: Home



Data Year
2017

OMB 2060-0663
Expiration Date 07/31/2017
(Revised 2014)

Truck

United States Version: 2.0.17a
Released on: 01/12/2018

Please complete the following steps. Check boxes on the left indicate successful completion of each step. For more information, select the 'Help' button.

1. **Enter Partner Name** (Exactly as it should appear on the SmartWay website):

2. **Contact Information**

3. **Fleet Description(s)**

4. **Data Entry** (Double-click the fleet name or select and hit Enter):

5. **Give us Feedback** ? Optional survey to help us improve your SmartWay experience.

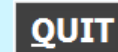
6. **Generate a (.xml) data file** ? To complete your submission, email the small (.xml) data file and your large (.xslm) tool file to EPA. If your email size limit cannot handle the tool file, send only the smaller data file.

YOUR RESULTS



View Your Data Reports

Review your Year-to-Year Performance ?



Data Reports

SmartWay Reports

Please select the report you would like to view:

- Internal Metrics** Estimates the CO₂, NO_x, and PM emissions for your fleets. You can view these estimates based on truck class, fuel type, or fleet.
- Fleet Description(s)** Displays all of the data you entered in the Fleet Description(s) section.
- General Information** Displays all of the data you entered in the General Information section.
- Truck Counts** Displays all of the data you entered in the Engine Model & Year section.
- Activity Information** Displays all of the data you entered in the Activity Information section.
- Reefer Fuel Consumption** Displays all of the data you entered in the Reefer Fuel screen in the Activity Info section.
- PM Reduction Strategies** Displays all of the data you entered in the PM Reduction section.
- 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.
- Give Us Feedback** Displays the feedback and suggestions you provided in Step 5.

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- SmartWay provides a lot of pre-generated reports for you!

SmartWay Reports

Select the level of detail you wish to display

- Display only totals
- Display details for each Fleet
- Display details for each Truck Class
- Display details for each Fleet and Truck Class combination
- Display details for each Fuel Type
- Display details for each Fleet and Fuel Type combination
- Display details for each Fleet, Fuel Type, and Truck Class combination

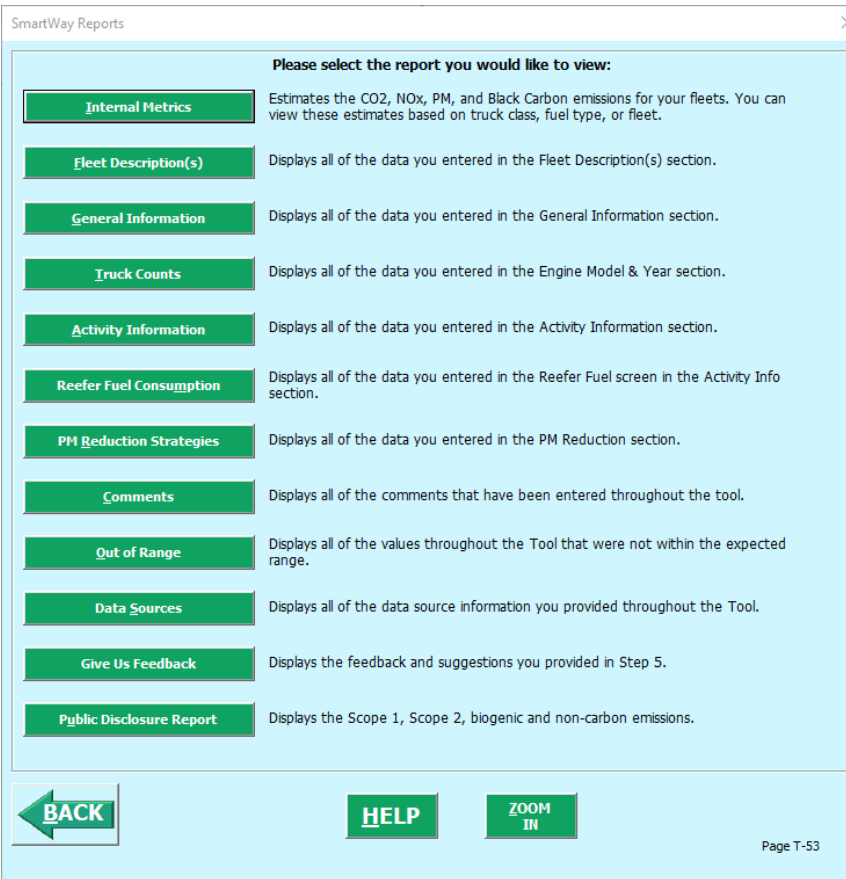
SmartWay

Internal Metrics
Partner: ABC Trucking, Inc.
Tool: Truck
Display Option #8: By Fleet and Fuel Type

CO ₂	Total Tons (Short)	Total Miles				Loaded Miles				Revenue	
		Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)	Grams per Mile (Revenue)		
ABC Trucking, Inc. East Fleet - Diesel	19,696	1,500	117	536	652	2,093	163	522	834	2,055	425
ABC Trucking, Inc. East Fleet - Gasoline	9,676	1,483	782	2,204	2,497	1,591	698	2,417	2,729	1,636	861
ABC Trucking, Inc. West Fleet - Diesel	15,121	1,193	94	815	676	2,197	116	695	753	2,137	116
ABC Trucking, Inc. West Fleet - Gasoline	34	1,110	598	1,602	1,220	1,173	530	1070	1,016	1,178	530
ABC Trucking, Inc. West Fleet - LPG	63	895	328	1,351	1,778	938	348	1,433	1,095	938	348
ABC Trucking, Inc. West Fleet - LNG	131	705	503	1,094	1,306	969	746	1,373	1,054	969	746
ABC Trucking, Inc. West Fleet - CNG	124	1,190	441	1,016	2,215	1,258	466	1,820	2,341	1,258	466
ABC Trucking, Inc. West Fleet - Electric	6	233	466	652	1,004	253	507	710	1,032	253	507
ABC Trucking, Inc. West Fleet - Hybrid	28	1,044	1,190	1,341	2,636	1,197	1,263	2,110	2,395	1,197	1,263

NO _x	Total Tons (Short)	Total Miles				Loaded Miles				Revenue	
		Grams per Mile (Total)	Grams per Average Payload Ton-Mile (Total)	Grams per Thousand Cubic Foot-Miles (Total)	Grams per Thousand Utilized Cubic Foot-Miles (Total)	Grams per Mile (Loaded)	Grams per Average Payload Ton-Mile (Loaded)	Grams per Thousand Cubic Foot-Miles (Loaded)	Grams per Thousand Utilized Cubic Foot-Miles (Loaded)		
ABC Trucking, Inc. East Fleet - Diesel	36.3	3.6	0.21	1.091	1.202	3.8	0.22	1.117	1.264	3.3	0.22
ABC Trucking, Inc. East Fleet - Gasoline	0.5	0.4	0.24	0.678	0.766	0.5	0.26	0.744	0.840	0.5	0.27
ABC Trucking, Inc. West Fleet - Diesel	14.3	1.9	0.13	0.605	0.665	2.1	0.11	0.676	0.742	2.1	0.11
ABC Trucking, Inc. West Fleet - Gasoline	0.0	0.5	0.27	0.775	0.843	0.6	0.29	0.698	0.890	0.6	0.29
ABC Trucking, Inc. West Fleet - LPG	0.1	0.1	0.37	1.544	2.013	1.1	0.40	1.636	2.163	1.1	0.40
ABC Trucking, Inc. West Fleet - LNG	0.2	0.3	0.70	1.234	1.598	1.2	0.89	1.639	1.974	1.2	0.89
ABC Trucking, Inc. West Fleet - CNG	0.1	0.1	0.25	1.029	1.254	0.7	0.26	0.997	1.325	0.7	0.26
ABC Trucking, Inc. West Fleet - Electric	0.0	0.2	0.31	0.430	0.661	0.2	0.33	0.466	0.719	0.2	0.33
ABC Trucking, Inc. West Fleet - Hybrid	0.0	0.5	0.54	0.907	1.260	0.5	0.59	0.988	1.372	0.5	0.59

Accessing Your Reports



SmartWay Reports

Please select the report you would like to view:

- Internal Metrics** Estimates the CO₂, NO_x, PM, and Black Carbon emissions for your fleets. You can view these estimates based on truck class, fuel type, or fleet.
- Fleet Description(s)** Displays all of the data you entered in the Fleet Description(s) section.
- General Information** Displays all of the data you entered in the General Information section.
- Truck Counts** Displays all of the data you entered in the Engine Model & Year section.
- Activity Information** Displays all of the data you entered in the Activity Information section.
- Reefer Fuel Consumption** Displays all of the data you entered in the Reefer Fuel screen in the Activity Info section.
- PM Reduction Strategies** Displays all of the data you entered in the PM Reduction section.
- 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.
- Give Us Feedback** Displays the feedback and suggestions you provided in Step 5.
- Public Disclosure Report** Displays the Scope 1, Scope 2, biogenic and non-carbon emissions.

BACK **HELP** **ZOOM IN**

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- Tool data reports are strictly internal to what you have entered into the tool.
- Good for double-checking your inputs.

Accessing Your Reports

SmartWay Reports



Select the level of detail you wish to display

- Display only totals
- Display details for each Fleet
- Display details for each Truck Class
- Display details for each Fleet and Truck Class combination
- Display details for each Fuel Type
- Display details for each Fleet and Fuel Type combination
- Display details for each Fleet, Fuel Type, and Truck Class combination



OK

← BACK

HELP

ZOOM
IN

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Accessing Your Reports



? This tool has been reviewed by [The World Resource Institute](#) for conformance with the [GHG Protocol Corporate Standard](#)



Report generated on: 02/06/2018

Activity Information
 Partner: ABC Trucking, Inc.
 Tool: Truck

Data Year: 2017


Fleet Name	Fuel Type	Class	Number of Trucks	Fuel (Gallons or kWhr)*	Barrels of Oil**	Barrels of Diesel/Gasoline	Biofuel (B100/E100 Equiv. Gals.)	Vehicle Efficiency***	Total Annual Miles Driven	Total Annual Revenue Miles	Total Annual Empty Miles	Average Payload (tons/truck)*	Truck Cargo Volume (cu ft/truck)*	Average Used Cargo Volume % *	% Highway or Rural Driving*	% Urban Driving (Under 25 mph)*	% Urban Driving (25 mph to 50 mph)*	% Urban Driving (Over 50 mph)*	Average Idle Hours (per truck per year)
ABC Trucking, Inc.: East Operations	Diesel	7	25	207,969	20,667	4,921	1,300	7.2	1,497,896	1,450,893	47,003	9.30	2,510	89.00%	72%	13%	11%	4%	821
ABC Trucking, Inc.: East Operations	Diesel	8b	60	1,547,896	153,822	36,624	9,679	4.8	7,487,968	7,100,962	387,006	18.46	3,485	91.00%	88%	6%	5%	1%	729
ABC Trucking, Inc.: East Operations	Gasoline	3	10	68,987	3,631	1,643	0	6.5	447,896	400,894	21,002	1.40	606	88.00%	62%	18%	15%	5%	560
ABC Trucking, Inc.: East Operations	Gasoline	4	15	107,896	5,679	2,569	0	5.5	598,589	528,586	70,003	2.33	700	89.00%	72%	13%	11%	4%	300
Total ABC Trucking, Inc.: East Operations	All	All	110	1,932,748	183,799	45,757	10,979	5.2	10,032,349	9,481,335	525,014	15.37	3,045	90.45%	83%	8%	7%	2%	676
ABC Trucking, Inc.: West Operations	Diesel	6	10	48,969	4,897	1,166	0	5.9	289,689	239,682	50,007	5.05	1,384	87.00%	62%	18%	15%	5%	402
ABC Trucking, Inc.: West Operations	Diesel	8b	60	1,298,584	129,858	30,919	0	5.3	6,879,689	6,179,682	700,007	18.86	3,186	91.00%	78%	11%	8%	3%	551
ABC Trucking, Inc.: West Operations	Gasoline	3	15	9,874	520	235	0	7.7	75,987	71,986	4,001	2.02	706	92.00%	74%	13%	10%	3%	245
ABC Trucking, Inc.: West Operations	LPG	5	10	10,582	N/A	N/A	N/A	6.7	70,658	66,652	4,006	2.71	655	76.00%	35%	31%	26%	8%	559
ABC Trucking, Inc.: West Operations	LNG	3	10	26,524	N/A	N/A	N/A	5.8	154,898	122,276	32,612	1.26	706	83.00%	49%	23%	21%	7%	590
ABC Trucking, Inc.: West Operations	CNG	5	15	16,020	N/A	N/A	N/A	5.9	94,666	89,552	5,114	2.71	655	82.00%	32%	32%	27%	9%	428
ABC Trucking, Inc.: West Operations	Electric	2b	2	9,547	N/A	N/A	N/A	2.6	24,879	22,877	2,002	0.50	357	65.00%	N/A	N/A	N/A	N/A	
ABC Trucking, Inc.: West Operations	Gasoline Hybrid	3	4	2,889	152	69	0	8.5	24,589	22,581	2,008	0.95	538	72.00%	35%	30%	26%	9%	233
Total ABC Trucking, Inc.: West Operations	All	All	126	1,422,989	135,427	32,389	0	5.4	7,615,055	6,815,288	799,757	17.34	2,970	90.30%	75%	12%	9%	3%	473
ENTIRE PARTNER TOTALS			236	3,355,737	319,226	78,146	10,979	5.3	17,647,404	16,296,623	1,324,771	16.22	3,012	90.38%	80%	10%	8%	2%	568

Accessing Your Reports

Year-to-Year Performance

- You will need a previous year's file for comparison, so keep all of your information in a directory that you can access
- Great for looking at performance trends

SmartWay Truck: Home

**Data Year 2017** OMB 2060-0663
Expiration Date 07/31/2017
(Revised 2014) **Truck**
United States Version: 2.0.17a
Released on: 01/12/2018

Please complete the following steps. Check boxes on the left indicate successful completion of each step. For more information, select the 'Help' button.

1. **Enter Partner Name** (Exactly as it should appear on the SmartWay website):
ABC Trucking, Inc.
2. **Contact Information**
3. **Fleet Description(s)**
4. **Data Entry** (Double-click the fleet name or select and hit Enter):
ABC Trucking, Inc.: East Operations - Complete (with Warnings)
ABC Trucking, Inc.: West Operations - Complete (with Warnings)
5. **Give us Feedback** ? Optional survey to help us improve your SmartWay experience.
6. **Generate a (.xml) data file** ? To complete your submission, email the small (.xml) data file and your large (.xism) tool file to EPA. If your email size limit cannot handle the tool file, send only the smaller data file.

YOUR RESULTS

Review your Year-to-Year Performance ?

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Year-to-Year Reports

SmartWay Truck Year-to-Year Comparison

In order to run a comparison report, you must have a completed Truck Tool from the previous year.
You can compare the data in this tool to data in a tool from last year.

Select the "Load Data" button to import the data from the prior year's tool that you would like to compare into this Tool.

Next, choose the units in which you would like the fuel-related components of the report to be expressed.

Next, Choose whether you would like to see the comparison at the Partner (Company) level or the fleet level. If you choose the fleet level, select the fleet(s) from each list that you would like to compare. (Note that the report will combine all of the selected fleets from each list.)

Finally, select RUN REPORT to generate the report.

1. Load Data from Prior Year:
Tool year: 2015

2. Select Units for Displaying Fuel-Related Information:
 Display Fuel in: Diesel Gallon Equivalents

3. Choose Comparison Level:
 Partner-Level
 Fleet-Level

Select a fleet from each of the lists below that you would like to compare. You may choose multiple fleets from each list, and the comparison report will combine all of the selected fleets from each list.

Fleets for this tool:

Fleets for previous year's tool:

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- If you were in SmartWay in previous years, you can compare your data to see how you've changed over time.
- Also good for double-checking your inputs... a 200% change from one year to the next is a trouble sign.

Year-to-Year Reports

Fleet Name(s)			Webinar Example Truck Tool	Webinar Example Truck Tool
Working Contact:			Ex Ample	Ex Ample
Phone		X	888-881-2364 / 1336	888-555-7897
SCAC(s)			ABCD	ABCD
MCN			#1234567	#1234567
DOT			#123456	#123456
NSC		X	#123456	N/A
Fleet Type			For-Hire	For-Hire
Ranking Category			Flatbed	Flatbed
Body Types			Flatbed(100%)	Flatbed(100%)
MPG	-3.3%	-0.24	6.91	7.15
Miles Per Truck	3.9%	1,834	49,156	47,323
Average Payload (tons/truck)*	-10.8%	-1.8	14.7	16.5
Truck Cargo Volume (cu ft/truck)*	-0.2%	-4	2,232	2,236
Average Used Cargo Volume %*	1.8%	1%	82%	81%
% Highway or Rural Driving*	0.0%	0%	85%	85%
% Urban Driving (Under 25 mph)*	0.0%	0%	7%	7%
% Urban Driving (25 mph to 50 mph)*	0.0%	0%	6%	6%
% Urban Driving (Over 50 mph)*	0.0%	0%	2%	2%
Average Idle Hours (per truck per year)	0.1%	1	778	777
Number of Trucks	-38.0%	-882	1,439	2,321
Class 2b		-	-	-
Class 3	-39.8%	-123	186	309
Class 4		-	-	-
Class 5	-43.4%	-33	43	76
Class 6		-	-	-
Class 7	-36.0%	-215	383	598
Class 8a	-51.7%	-30	28	58
Class 8b	-37.6%	-481	799	1,280
Total Annual Miles Driven	-35.6%	-39,099,825	70,735,722	109,835,547
Total Annual Revenue Miles	-35.8%	-23,558,368	42,204,861	65,763,229
Total Annual Empty Miles	-35.4%	-15,606,400	28,466,127	44,072,527
Fuel (Gallons or kWhr)	-33.4%	-5,130,490	10,231,090	15,361,580
Gallons of Diesel Used, incl. Reefer	-33.4%	-5,130,490	10,231,090	15,361,580

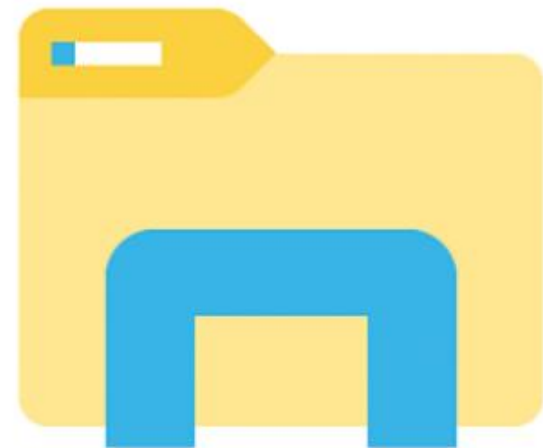
• Insert Year-to-year here

Data Quality

- The Tool is Only as Good as the Data You Enter
 - Having systems and procedures to ensure complete and accurate data are captured, stored, retrieved and protected are essential to all aspects of your business
 - SmartWay tools have validation limits for some data points, such as payload, empty miles relative to total miles, and others (Section 3.4, “Data Validation,” of the Truck Tool technical Documentation).
 - You know your data better than anyone
 - Check entries against company records and previous years’ tools and see if they make sense.

Hints for Best Data Analysis

- Keep all of your files in a secure directory, with a subdirectory for each submission year.
- Save each year's SmartWay tools, user guides, and technical documents for quick reference.
- Save the public SmartWay carrier performance ranking spreadsheet each year.
- Make sure your company has a succession plan so you don't lose older data
- In the SmartWay tool-
 - Use the comment section of the tool to record notes
 - Accurately and completely fill out the data sources tab so you can quickly access the same (or better) data sources next year
 - Keep contact information up-to-date
- Track your progress in data collection year-to-year and seek to collect better data each year.
- 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.



Remember, Data is powerful

- Make sure people in your organization know you have the data and publicize your reports to gain visibility.
- Use data reporting to improve your bottom line and take credit for it.
- Implement a Kaizen process for data quality; use SmartWay as a driver for improvement and to achieve your personal organizational goals.



- 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.

How Shippers use SmartWay data and what it means for you

How Do Shippers Use SmartWay Scores?



- Many Shippers publish Corporate Social Responsibility Reports...
 - 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.

What does a Shipper Tool Look Like?



SmartWay Shipper Tool: BStar Shipping - Retail

Awards/Data Entry Selection		Input Carriers	Activity Data	% SmartWay	Data Display	Shipper Strategies
Instructions	Match My Carriers	Outside Data Import	Export Carriers	Manual Input SmartWay Carriers	Manual Input Non-SmartWay Carriers	Optional Carrier Differentiation

Filter

Carrier Name

Address1

City

State

ZIP

Carrier Mode Ranking Category SCAC MCN DOT

All All

Apply Filter Remove Filter

Available SmartWay Carriers: 3,337

Carrier Mode	Ranking Category	SCAC	MCN	DOT	Address >>>
Barge					16150 Main Circle Driv
Barge					16150 Main Circle Driv
Barge					1151 Fairview Ave. N
Barge					4400 Harding Pike
Barge					P.O. Box 571
Logistics		TVQI	MC376181	DOT2225931	60 Doughboy Road
Logistics		AZTD	MC510449		115 Corporate Drive

Add Selected Carriers to List Below

Press the CTRL button to select multiple items

Selected SmartWay Carriers: 4

Carrier Mode	Ranking Category	SCAC	MCN	DOT
Logistics		AKFO	MC684924	DOT2244817
Truck	Package	CCRN	MC359012	DOT806892
Truck	Refrigerated	NTTK	MC361864	DOT813137
Truck	LTL/Dry Van	OAKH		DOT0008314

Delete Selected Carriers

BACK NEXT ZOOM IN PRINT SCREEN SAVE HOME ADD COMMENTS HELP Screen Demo

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- Shippers are able to manually add SmartWay carriers to their list, or upload a data file containing their SmartWay carriers to their tool.
- Either way, it requires the ability to match their information about the carrier with what the carrier has given to SmartWay.

What does a Shipper Tool Look Like?



SmartWay Shipper Tool: BStar Shipping - Retail

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

The carrier fleets identified in the previous steps are shown below. Select the "Tag Info" button to show any optional carrier differentiators at the top of this screen, and select the "Close" button to re-display these instructions.

Next, for each carrier, choose a Data Availability option that reflects the information you have for that carrier. Based on the data you provide, the per-carrier emission inventory and emission efficiencies will be displayed in the subsequent tabs. Next, enter the data fields that are appropriate for the Data Availability option you selected. The required fields will be activated (white); other fields will be grayed out.

Once you have completed entering your data, select the "Describe Data Source" button just below these instructions to describe the source of all the information you entered.

Finally, select the % SmartWay tab or the NEXT button to proceed. If the system detects problems with the information you've entered, it will automatically highlight the row number and provide detailed information about the error/warning. Select a highlighted row number for information about errors/warnings for that particular row. You can also run this validation process by selecting the Validate Screen button at the bottom of the screen. A red highlight indicates that data is missing or is significantly higher/lower than the industry average, while a yellow highlight indicates the value is somewhat higher/lower than the industry average. Red highlighted cells must be addressed before proceeding to the next screen, by entering missing values (if applicable) or by double-clicking on the cell to enter a detailed explanation regarding the high/low value. You may also enter text explanations for yellow-highlighted cells, although such entries are optional.

Describe Data Source ? ? ? ? ? ?

Row	Selected Carriers	Carrier Mode	Ranking Category	Data Availability *	Ton-Miles	Total Miles**	Average Payload
1	Tag Info	Logistics		a - Ton-miles and Total miles	15,555,555	758,957	20.5
2	Tag Info	Truck	Package	a - Ton-miles and Total miles	36,365,899	3,985,896	9.1
3	Tag Info	Truck	Refrigerated	d - Total miles only	72,126,012	3,658,958	19.7
4	Tag Info	Truck	Refrigerated	c - Total miles & Avg. Payload	40,294,480	2,154,785	18.7
5	Tag Info	Logistics		b - Ton-miles & Avg. Payload	23,589,696	1,363,566	17.3
6	Tag Info	Multi-modal		a - Ton-miles and Total miles	36,857,489	2,063,652	17.9
7	Tag Info	Truck		c - Total miles & Avg. Payload	79,768,744	3,625,852	22
8	Tag Info	Truck	LTL/Dry Van	b - Ton-miles & Avg. Payload	325,896,398	38,797,190	8.4

*** NOTE about new Data Availability Options**

* Data Availability:
a = (Preferred) I know both Ton-miles and Total Miles.
b = I know Ton-miles and Average Payload.
c = I know Total Miles and Average Payload.
d = I know Total Miles only.

Totals

Ton-Miles Total: 630,454,273

Total Miles Total: 56,408,856

Weighted Average Payload: 13.3

** Total Miles = truck, railcar, air, and/or barge-miles (NOT train or tug-miles).
^ Select the 'Validate Screen' button to display/update the Average Payload values.

SELECT "VALIDATE SCREEN" TO CALCULATE WEIGHTED AVG PAYLOAD

BACK **NEXT** **ZOOM IN** **PRINT SCREEN** **SAVE** **HOME** **VALIDATE SCREEN** **ADD COMMENTS** **HELP** **Screen Demo**

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- Shippers input the amount of freight in miles and ton-miles they haul with each carrier.
- This is indexed by each carrier's emission metrics to produce mass emissions.
- Ton-miles x grams/ton-mile = grams
- These numbers are then summed to produce a total mass emissions from freight for the Shipper.

What does a Shipper Tool Look Like?



SmartWay Shipper Tool: BStar Shipping - Retail

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

Emissions Summary **Carrier Performance** Carrier Performance (Ranking Category Detail)

This display allows you to look at your company's emissions-related performance by mode and optional tags. Use the drop-down boxes provided to filter your results. You can display carrier-specific emission factors by choosing the appropriate option from the Display Type drop-down. In addition, if you selected Emissions Footprint and completed the Activity Data screen, you can also display mass emissions in tons per year, as well as the associated category ranking (for non-rail/barge/air carriers). (If you selected % SmartWay Only, this mass emissions and category ranking options are not available.) In viewing your results, use the icon to the left of each mode name to hide/reveal details for that particular mode.

Display Results For: Display Type: Emission Factors Inbound / Outbound: All Domestic / International: All Business Unit: All ID Code: All Internal Shipper Segment 1: All Internal Shipper Segment 2: All

Selected Carriers	Ranking Category	CO2		NOx		PM10		PM2.5	
		g/mile	g/ton-mile	g/mile	g/ton-mile	g/mile	g/ton-mile	g/mile	g/ton-mile
Logistics Carriers (2)		2,569	558	27.85	4.316	1.435	0.3886	1.416	0.3886
Multi-modal Carriers (1)		2,154	195	21.50	1.700	0.825	0.5170	0.875	0.5170
Truck Carriers (5)		1,743	210	6.91	0.934	0.281	0.0456	0.278	0.0449
Corporate Courier Inc	Package	900	383	3.05	1.500	0.137	0.0810	0.137	0.0810
Night Train Trucking, Inc	Refrigerated	1,840	88	8.40	0.425	0.185	0.0093	0.185	0.0093
Night Train Trucking, Inc	Refrigerated	1,840	88	8.40	0.425	0.185	0.0093	0.185	0.0093
non-SmartWay Truck Car		2,437	484	29.24	3.330	1.242	0.1680	1.205	0.1630
Oak Harbor Freight Lines	LTL/Dry Van	1,750	166	5.00	0.460	0.220	0.0242	0.220	0.0242
Composite Weighted Average		1,789	231	8.23	1.189	0.344	0.0944	0.343	0.0938

BACK NEXT ZOOM IN PRINT SCREEN HOME HELP Screen Demo

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- Shippers can see and track carrier performance.
- Note: A non-SmartWay carrier will always have a worse emission factor than a SmartWay partner.
- The more freight a shipper moves with a cleaner carrier, the lower its overall emissions will be...making the shipper happier.

But What Do I Tell My Shipper?

***“Your SmartWay score...
Give it to me now.”***



- Example answer: SmartWay doesn't have a single score for carriers. SmartWay has 6 scores. Two metrics: g/mile and g/ton-mile, for three pollutants: carbon dioxide (CO₂), oxides of nitrogen (NO_x), and particulate matter (PM). I can email you my 6 scores, or you can find them on the SmartWay website. Are you a member of SmartWay? If so, you can call or email them and they will explain the SmartWay “Scoring” system in detail.

Shipper Answers Cheat Sheet

- SmartWay website: <https://www.epa.gov/smartway>
- Location of SmartWay performance ranking spreadsheet: (Your scores are here) <https://www.epa.gov/smartway/smartway-carrier-performance-ranking>
- Location of SmartWay Partner List: If the Shipper is on the list they can call their SmartWay Partner Account Manager (PAM):
 - <https://www.epa.gov/smartway/smartway-partner-list>
- SmartWay hotline (If they don't know their PAM) 734-214-4767
- SmartWay Email (If they don't know their PAM and don't like to call) smartway_transport@epa.gov
- This presentation will be uploaded to: <https://www.epa.gov/smartway/smartway-webinars-events>

Please Remember

- Pay attention to SmartWay emails.
- Make sure SmartWay emails aren't going into your spam folder.
- Have a current SmartWay contact and insure continuity of operations if you leave your position.
- Have a backup person in your organization.
- Save your SmartWay work in a single folder.
- Use SmartWay for benchmarking and Improvement.
- If you have a question- don't hesitate: ask your Partner Manager.
- Know who your Partner Account Manager is!



Questions?

