

WELCOME TO THE SMARTWAY WEBINAR SERIES



2019 SmartWay Shipper Tool Overview & Demonstration

Buddy Polovick
US Environmental Protection Agency
Oct 17, 2019



Welcome!



Presenter: Buddy Polovick

- 24 years at EPA, including five years Vehicle Inspection and Maintenance and then SmartWay since inception in 2001
- Before joining EPA, Buddy served in the U.S. Peace Corps as a Community Development Specialist in Mali, West Africa.
- B.A. in International Studies from THE Ohio State University (Go Bucks!) and graduate studies in Environmental & Natural Resource Policy at Michigan State University

Covered Today



- 🌿 Why SmartWay? (Plus cool video!)
- 🌿 What you will get from participating (The 4 Ways)
- 🌿 How to navigate, complete and utilize tool
- 🌿 Performance Reports
- 🌿 Best practices
- 🌿 Q&A



Why is this work important?



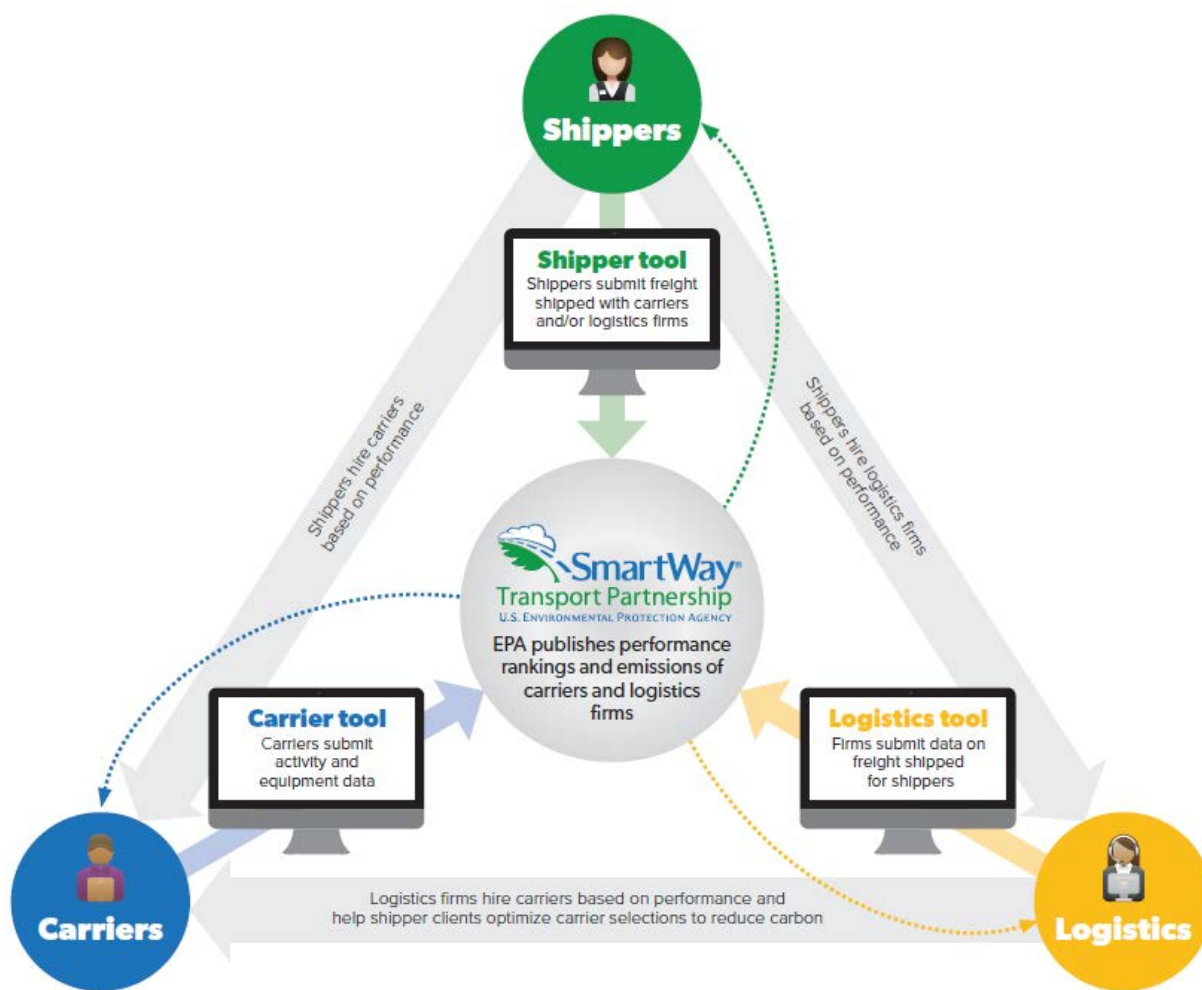
- ☁️ Use SmartWay performance benchmarking assessment to better understand and manage your freight supply chain emissions
 - Identify hotspots in supply chain
- ☁️ Assess your performance as compared to your peers
- ☁️ Apply SmartWay data to your CSR strategy, goal setting, and public disclosure reporting like CDP and GRI
- ☁️ You will be better able to showcase commitments and achievements
- ☁️ You may qualify to compete for recognition with the SmartWay Excellence Award



SmartWay Shipper Video

<https://www.youtube.com/watch?v=CbIMHymKH5s>

SmartWay Data Process



FOUR WAYS TO JOIN SmartWay

TAKE THE ON-RAMP TO SMARTER FREIGHT

Learn SmartWay basics
and partner with carriers
to build your plan



START MOVING TOWARDS BETTER PERFORMANCE

Estimate freight
transportation efficiency
and set improvement
targets



MAP YOUR ROUTE WITH REAL ACTIVITY DATA

Calculate activity-based
metrics and uncover
opportunities to cut
waste



DRIVE INNOVATION WITH ADVANCED STRATEGIES

Analyze activity data
with strategic benefit
calculators



4 Ways

For

Shippers

To

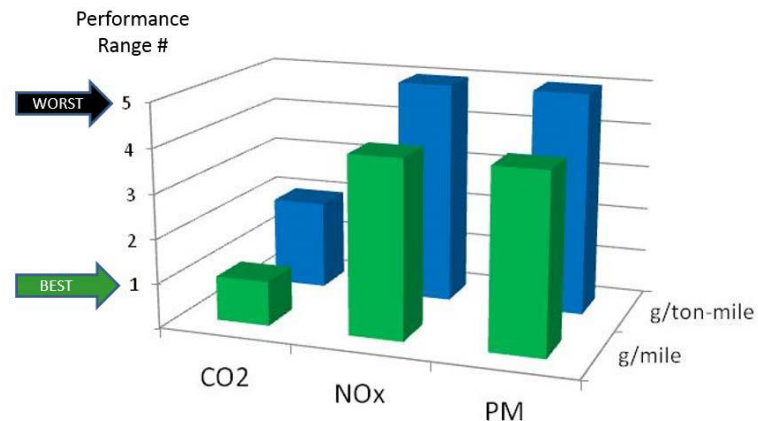
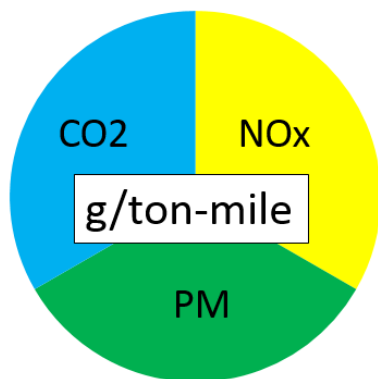
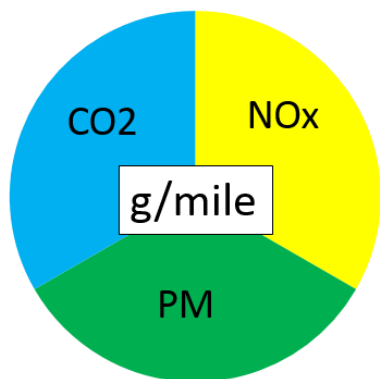
Participate

Benefit	Way 1 Shipper Candidate	Way 2 Shipper Partner Activity Surrogate or Custom Metric	Way 3 Shipper Partner Activity Based	Way 4 Shipper Partner Activity & Operational Strategy Based
Access Custom Engagement Plan				
Logo/Brand Use				
Relative Environmental Assessment				
Environmental Footprint, Use to report and benchmark				
Compete for SmartWay Excellence Award				
Quantify Carbon Savings from Operations				
Opportunity for Additional Recognition				

Public Carrier Performance Data



Carrier Data Process



Public Carrier Performance Data



	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
1		Truck Carrier Data Year: 2018;			Barge Carrier Data Year: 2018;			Rail Carrier Data Year: 2018;			Multimodal Carrier Data Year: 2017;			Logistics Carrier Data Year: 2017;						
2	Performance Rankings		TL/Dry Van																	
3																				
4	Click down arrows to filter data by column categories. Select one or more items in the dropdown checklists.																			
5	Note: g/m=grams/mile and g/tm=g/ton-mile																			
6																				
7	Carrier Fleet Name	Mode	SmartWay Ranking Category	Fleet Type	SCAC	MCN	US DO	Canadian NSC	g/m CO2 Rank	g/m CO2 Rank	g/m NOx Rank	g/m NOx Rank	g/m PM Rank	g/m F Rank	g/tm CO2 Rank	g/tm CO2 Rank	g/tm NOx Rank	g/tm NOx Rank	g/tm PM Rank	g/tm Rank
8	101 Transport, Inc.	Truck	TL/Dry Van	For-Hire	OZOT	625894	1705392	N/A	4	1675	5	5.3	5	0.042	3	86.5	5	0.31	5	0.0026
9	1527530 Ontario Inc./M&M Carriers	Truck	TL/Dry Van	For-Hire	MNMR	N/A	1159500	142970520	2	1495	5	5.3	5	0.042	2	79.5	4	0.25	5	0.0026
10	1541335 Ontario Inc./Road Link Xpress	Truck	TL/Dry Van	For-Hire	ROAD	442882	1063823	143440740	5	1765	4	4.3	5	0.042	5	100.5	4	0.25	5	0.0026
11	1542300 Ontario Inc. dba ASR Transportation Inc.	Truck	TL/Dry Van	For-Hire	OFTT	442369	1057019	N/A	1	1405	2	2.3	2	0.018	1	72.5	2	0.13	2	0.0011
12	1628939 Ontario Ltd. o/a P&D Freightlines	Truck	TL/Dry Van	For-Hire	PDGH	521737	1360591	N/A	4	1675	2	2.3	2	0.018	5	100.5	2	0.13	2	0.0011
13	1st Express Inc.	Truck	TL/Dry Van	For-Hire	FSEP	181440	284589	N/A	2	1495	8	3.3	5	0.042	2	79.5	3	0.19	5	0.0026
14	2119118 Ontario Inc. DBA Triple G Trucking	Truck	TL/Dry Van	For-Hire	TPKB	957820	2859549	N/A	3	1585	5	5.3	5	0.042	2	79.5	4	0.25	5	0.0026
15	2210310 Ontario Inc./Dynamic Freight Haulers	Truck	TL/Dry Van	For-Hire	DFHR	691346	1937937	N/A	4	1675	4	4.3	5	0.042	3	86.5	4	0.25	5	0.0026
16	2241552 Ontario Inc / Skyway Carrier	Truck	TL/Dry Van	For-Hire	SWYC	N/A	230633	N/A	3	1585	8	3.3	2	0.018	4	93.5	3	0.19	2	0.0011
17	2322819 Ontario Inc./Right Service Right Choice	Truck	TL/Dry Van	For-Hire	TTWT	783320	2294033	173-333-0	4	1675	8	3.3	5	0.042	2	79.5	3	0.19	4	0.0021
18	3NT, LLC.	Truck	TL/Dry Van	For-Hire	THLL	716290	2042543	N/A	4	1675	5	5.3	5	0.026	5	100.5	5	0.31	3	0.001
19	5/D Express, Inc.: fdrp	Truck	TL/Dry Van	For-Hire	FDRP	488737	1243083	N/A	5	1765	3	3.3	4	0.034	5	100.5	4	0.25	4	0.0021
20	6233317 Canada Inc. DBA Rockwell Truck Line	Truck	TL/Dry Van	For-Hire	RKWT	797845	2333669	148783160	1	1405	4	4.3	5	0.042	1	72.5	3	0.19	5	0.0026
21	9108-1950 Quebec inc dba Via Trans International	Truck	TL/Dry Van	Private	VTIL	471471	1175764	60331659	1	1405	1	1.3	1	0.01	1	72.5	1	0.07	1	0.0006
22	A & A Delivery LLC	Truck	TL/Dry Van	For-Hire	N/A	N/A	3013453	N/A	1	1405	1	1.3	1	0.01	5	100.5	3	0.19	5	0.0026
23	A&M Transport, LLC: Dry Van Fleet	Truck	TL/Dry Van	For-Hire	ALKM	217072	344894	N/A	3	1585	8	3.3	4	0.034	3	86.5	3	0.19	4	0.0021
24	A&R Express Lines, Inc.	Truck	TL/Dry Van	For-Hire	AREL	035208	3022746	N/A	5	1765	2	2.3	2	0.018	5	100.5	2	0.13	2	0.0011
25	A&S Services Group, LLC	Truck	TL/Dry Van	For-Hire	ANSW,AS	164166	1880751	N/A	2	1495	4	4.3	4	0.034	5	100.5	5	0.31	5	0.0026
26	A.C. Trucking, Inc.: 12073707	Truck	TL/Dry Van	For-Hire	AKGM	196190	281881	N/A	4	1675	8	3.3	3	0.026	1	72.5	3	0.19	2	0.0011
27	A.D. Transport Express, Inc.	Truck	TL/Dry Van	For-Hire	ADXR	195625	0269605	N/A	3	1585	8	3.3	2	0.018	5	100.5	3	0.19	2	0.0011
28	A.N. Webber, Inc.	Truck	TL/Dry Van	For-Hire	WANQ	147008	76507	N/A	3	1585	8	3.3	3	0.026	2	79.5	2	0.13	2	0.0011
29	A/T Transportation, LLC.	Truck	TL/Dry Van	For-Hire	AUCR	N/A	1486485	N/A	2	1495	2	2.3	3	0.026	4	93.5	2	0.13	3	0.0016
30	AC Leasing Company Inc.	Truck	TL/Dry Van	For-Hire	ACWH	156691	264128	N/A	3	1585	4	4.3	5	0.042	1	72.5	3	0.19	5	0.0026
31	ACS Logistics Transportation Inc.	Truck	TL/Dry Van	For-Hire	OFNS	548067	1450334	129295853	5	1765	4	4.3	5	0.042	4	93.5	4	0.25	5	0.0026
32	AGM Transport Inc	Truck	TL/Dry Van	For-Hire	AGMP	479749	1204798	N/A	1	1405	1	1.3	3	0.026	4	93.5	1	0.07	3	0.0016
33	AGX Freight Carriers, LLC	Truck	TL/Dry Van	For-Hire	APXY	642324	1755933	N/A	4	1675	5	5.3	5	0.042	4	93.5	5	0.31	5	0.0026
34	ALB Express Inc.	Truck	TL/Dry Van	For-Hire	ALBK	803750	2348464	N/A	2	1765	2	2.3	2	0.018	3	86.5	1	0.07	2	0.0011
35	ALTL Inc	Truck	TL/Dry Van	For-Hire	ALLM	154127	169025	N/A	2	1495	1	1.3	2	0.018	2	79.5	1	0.07	1	0.0006
36	AM International (TFI 11, S.E.C.): AM International	Truck	TL/Dry Van	Dedicate	AMJO	488546	1257162	61668976	5	1765	2	2.3	2	0.018	2	79.5	2	0.13	1	0.0006
37	AMC Express, Inc.	Truck	TL/Dry Van	For-Hire	AMCM	789656	2313051	N/A	5	1765	5	5.3	5	0.042	3	86.5	5	0.31	5	0.0026
38	ARD Express Inc.	Truck	TL/Dry Van	For-Hire	ARXK	588686	1590621	N/A	3	1585	5	5.3	5	0.042	3	86.5	5	0.31	5	0.0026
39	ASL Transportation Group, Inc.	Truck	TL/Dry Van	For-Hire	AXGN	644828	1764745	N/A	2	1495	2	2.3	2	0.018	2	79.5	2	0.13	2	0.0011
40	AT & R Transport	Truck	TL/Dry Van	Private	AYAE	830510	2412919	N/A	4	1405	4	4.3	3	0.026	1	72.5	3	0.19	3	0.0016
41	ATS 1, Inc.	Truck	TL/Dry Van	For-Hire	AQTS	767159	2210783	N/A	3	1585	1	1.3	2	0.018	5	100.5	3	0.19	4	0.0021
42	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
43	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
44	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
45	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
46	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
47	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
48	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
49	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
50	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
51	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
52	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
53	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
54	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
55	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
56	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
57	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
58	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
59	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
60	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
61	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
62	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
63	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
64	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
65	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
66	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
67	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
68	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
69	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
70	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
71	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	500000	2000000	N/A	4	1405	5	4.3	5	0.042	5	100.5	5	0.31	5	0.0026
72	ATC INC	Truck	TL/Dry Van	For-Hire	ATCM	50000														

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SmartWay Shipper 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 Shipper.



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

What would you like to do?

You may need a PDF reader to view some of the files on this page. See EPA's [About PDF page](#) to learn more.

[Measure Performance](#)[View Ranking Data](#)[Get Training](#)[Improve Performance](#)[Highlight Achievements](#)

SmartWay Shippers measure, benchmark, and improve their performance on an annual basis. Shipper performance is based on evaluating how much of the freight you ship is carried by benchmarked SmartWay Carriers versus non-SmartWay Carriers.

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

Shipper Tool and Example Tool

- [What's New - 2019 SmartWay Shipper Tool Version \(U.S. Version 2.0.18\) \(PDF\)](#)

[\(1 pp, 110K, EPA-420-F-19-005, October 2019\)](#) Version 2.0.18 of the Shipper Tool contains a number of updates and revisions to the prior version, 2.0.17. These updates have been implemented to enhance the usefulness, clarity and accuracy of the Tool. This document summarizes those changes and includes changes to the Tool structure that are new this year.

- **READ THIS FIRST:** [How to Download the SmartWay Tool](#)

• **NOTE:** Tools must be opened in Windows Excel (Version 2003 or later)

Shipper Tool Due Date

- December 8, 2019

Partner Key Information

- [Annual Eligibility Guidelines](#)
- [Data Quality Best Practices](#)
- [Tool Due Date Schedule](#)
- [Webinars/Events](#)
- [SmartWay Portal](#)








The 2019 Shipper Tool is available for download on SmartWay website:

<https://www.epa.gov/smartway/smartway-shipper-partner-tools-and-resources>



What's New This Year?



-  The validation check that determines if a payload entered by the user is out of range has been updated for Less-Than-Truckload truck fleets.
-  The import and export screens have been updated to allow users to import/export an XLSX file type (in addition to the CSV file type allowed previously).
-  Users can now enter payloads as low as 0.001 tons on the Activity screen.
-  If the user chooses the “Way 4” participation level, the Carrier Subdivision screen is only considered complete if a carrier row is subdivided (not just if carrier identification information is entered). For example, a given carrier can be split by inbound and outbound operations, each with their own activity levels.
-  Complete list of all changes:
 - <https://www.epa.gov/sites/production/files/2019-10/documents/420f19065.pdf>

Shipper Tool Demonstration...

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.

THE BASICS

Member Since: 2014
Company: Retail

Your Company's Executive Contact to SmartWay: Adrian Lemming

Your Company's Day-to-Day SmartWay Contact: Ronald Johnson

SmartWay Partner Account Manager (PAM): John Doe
Phone: 800-123-4567 Email: John.Doe@ABC.com

ABC Shipping, Inc.'s SmartWay performance is a reflection of the efficiency of the freight carriers hired to move its products and supplies, and the internal steps taken to improve the company's transportation and logistics system.

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

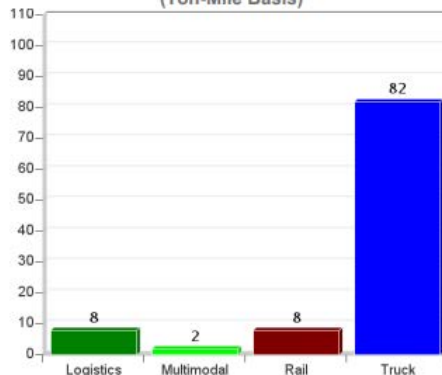
HOW DOES ABC SHIPPING, INC. MOVE FREIGHT?

Freight can be shipped via multiple modes, such as truck, rail, barge, air, and ocean-going carriers, with varying costs and speed. Your goal of reducing costs to move freight is aligned with the goal of reducing air emissions. Understanding the energy intensity and environmental impact of your modal options will help you to make more informed choices that still meet your needs. Note: Totals may not add to 100% due to rounding.

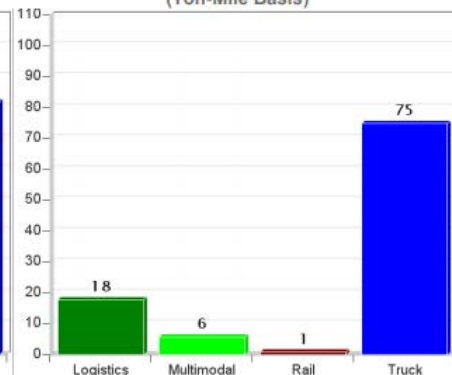
Shipper Performance Report

- Targeted to decision makers and executives
- Shows partners:
 - How their performance has changed over time
 - How they compare to their peers
 - How they can continue to improve

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

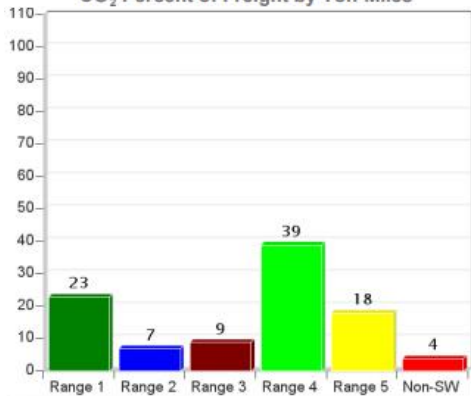


Your NAICS Peers' CO₂ Emissions % by Mode
(Ton-Mile Basis)





CO₂ Percent of Freight by Ton-Miles



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.

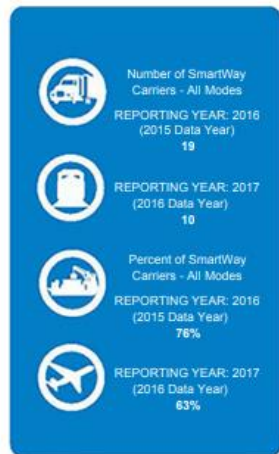
TIP: Using more of the higher-performing SmartWay carriers will directly reduce your total emissions.

TIP: Incentivizing existing carriers to improve performance and raise their bin rating will reduce your footprint.

TIP: The performance of non-SmartWay carriers is unknown and assumed to be lowest efficiency. Encourage them to register with SmartWay so they can demonstrate performance.

Shipper Performance Report

- Targeted to decision makers and executives
- Shows partners:
 - How their performance has changed over time
 - How they compare to their peers
 - How they can continue to improve








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

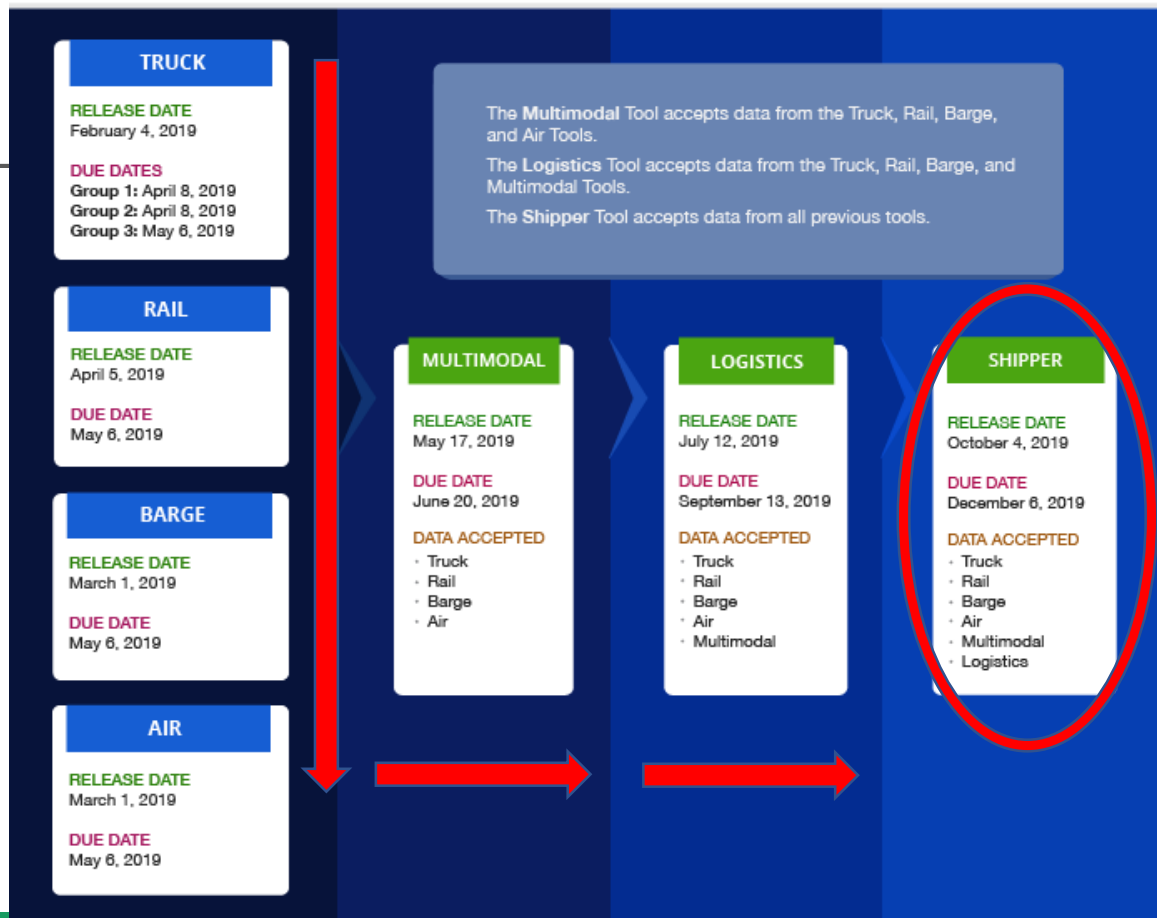


Best Practices



-  SmartWay communicates valuable information to partners through email
 - Make sure it isn't going into your spam folder
-  Keeping all SmartWay tools in the same folder makes year over year comparisons easy
-  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
-  SmartWay offers business intelligence for you to use for company benchmarking, decision making and planning
-  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?

SmartWay Reporting Schedule



Questions?



SmartWay website: <https://www.epa.gov/smartway>

SmartWay Hotline: [734-214-4767](tel:734-214-4767)

Contact your PAM!

Available Resource: [Quick Start Guide](#)

SmartWay email: smartway_transport@epa.gov

Buddy Polovick
polovick.buddy@epa.gov

