






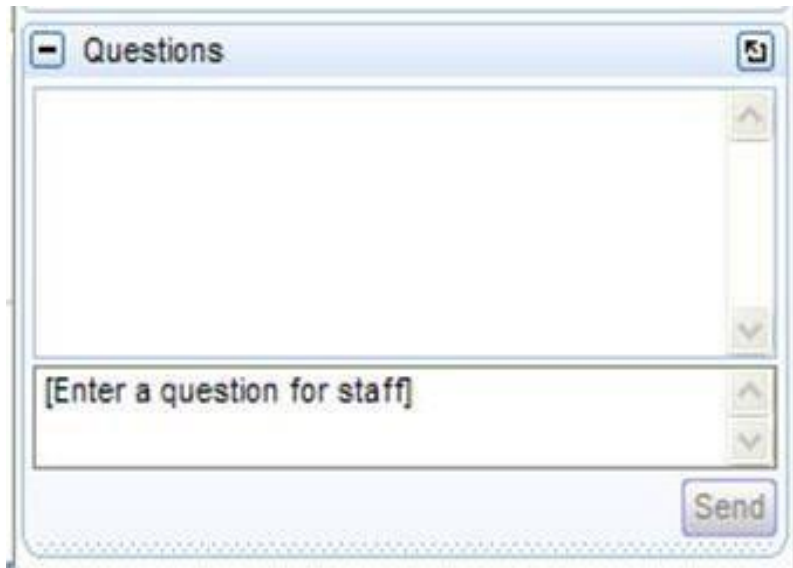
Running on Less Fuel, Less Money and Helping the Environment

Mike Roeth, NACFE Executive Director




Webinar Housekeeping




-  The webinar is being recorded
-  Participants are muted
-  Please type questions in the question box



A screenshot of a webinar interface showing a 'Questions' section. It features a large text area for entering questions, a smaller input field at the bottom with the placeholder text '[Enter a question for staff]', and a 'Send' button. There are also navigation arrows and a close button in the top right corner.

-  Please complete the survey at the end of today's webinar. Your feedback is important to us!

SmartWay

CONTACT US SHARE   

The Power of Partnership

Working with your C-suite and colleagues is the key to a strong freight sustainability strategy. This guide can help.

- [Learn about working with your team on SmartWay](#)



SmartWay Latest News

- [June Affiliate Calendar](#)
- [COVID-19 Resources for Trucking Companies](#)
- [Launch your Freight Sustainability Strategy](#)

More [SmartWay News](#)

Learn about SmartWay



- [Overview of SmartWay](#)
- [Why Freight Matters](#)
- [How SmartWay Advances Sustainable Transportation Supply Chains](#)
- [Sustainability Accounting & Reporting](#)
- [SmartWay Program Successes](#)
- [Trends, Indicators & Partner Statistics \(TIPS\)](#)

Meet our Partners & Affiliates

Participate in SmartWay



- [How to Participate in SmartWay](#)
- [How the SmartWay Partnership Works](#)
- Become a SmartWay:
 - [Shipper](#)
 - [Logistics Company](#)
 - [Carrier](#)
 - [Affiliate](#)
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Search SmartWay

What are you looking for?

Search this Site

Upcoming Webinars & Events

- [5/27/2020: Tool Demo Webinar - 2020 SmartWay Multimodal Tool Demo Webinar](#)
- [6/17/2020: Educational Webinar - Getting C-Suite Buy-in for Your Freight Sustainability Efforts](#)

[View Scheduled Webinars and Past Webinar Recordings](#)

Webinar Housekeeping



The presentation will be available at:

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

Note: Today's webinar is being recorded.

Covered Today



- Brief Overview of SmartWay
- NACFE and Run on Less
- Questions

 Market driven partnership that helps businesses:

- Save money
- Stay competitive
- Demonstrate economic and environmental leadership by moving goods in the cleanest most efficient way possible
- Exchange performance data in ways that contribute to cleaner air, and a stronger and more competitive economy.

How SmartWay Works



- ❧ Companies exchange freight transportation activity data using EPA assessment and tracking tools
- ❧ Tools calculate annual carbon footprint along with emissions of other air pollutants from transporting goods
- ❧ EPA rates and ranks companies by environmental performance
- ❧ Partners use data to optimize performance, inform decision-making
- ❧ Provide recognition for top 1 - 2% environmental performance





Mike Roeth
NACFE Executive Director



North American Council for Freight Efficiency

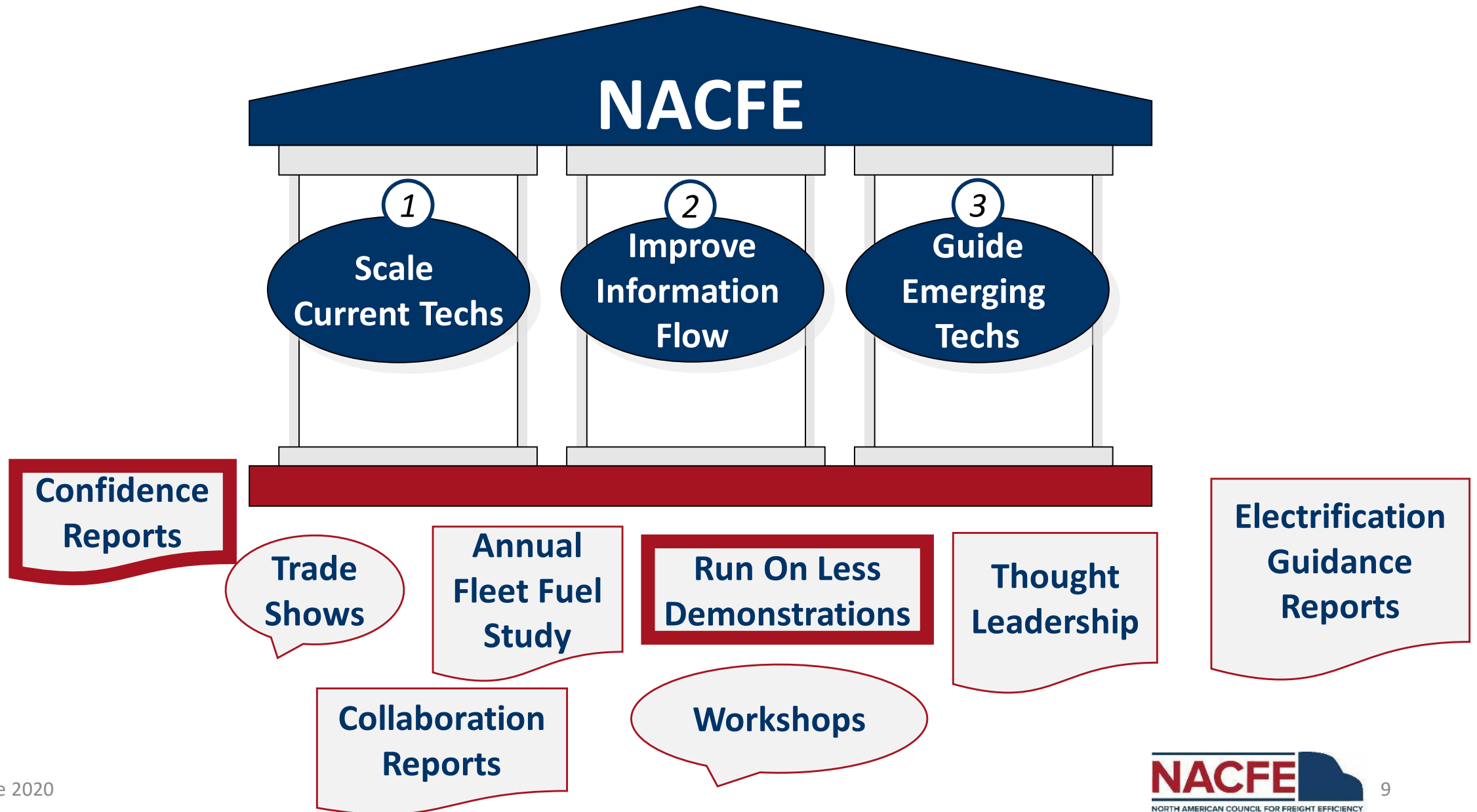


www.NACFE.org

- Unbiased, non-profit
- Mission to double freight efficiency
- All stakeholders
- Scale available technologies, guide future change and Run on Less demonstrations.
- Primary focus: Tractor-trailers



Three Pillars of NACFE Work



Run On Less - September 2017

RUN ON LESS

A first-of-its-kind cross-country roadshow to showcase advancements in freight efficiency.

RESULTS
Gallons Saved **2,877**
Dollars Saved **\$7,193**

FLEETS

TODAY'S TECHNOLOGIES



ABOUT



#RunOnLess



WS: Run on Less proves 10 mpg is possible, with final results shared at NACV Atlanta. N.A. trucking industry could save \$24 billion annually.

BREAKING NEWS: Run on Less announces final results. Download the results here.

BREAKING NEWS: SI

FOLLOW THE FLEETS

- Remove Overlay
- Wind
- Temperature
- Precipitation

STORIES FROM THE ROAD



RUN ON LESS REVEALS FINAL RESULTS IN ATLANTA



SIR RICHARD BRANSON ANNOUNCES MID RUN RESULTS

View More



Equipment (all FLEET specified)



- Many Commonalities
- Many *Significant* Differences

Drivers



Routes

- Each fleet controlled their loads and routing
- Several had to contend with hurricane traffic and one made a hurricane relief delivery



Results

7 Trucks
17 Days
50,107 Miles
99 Driving Days

10.1 MPG

VS. 6.4 MPG

National Average

Conditions

-6.8 to +7.6 MPH 55,500 lbs.
543,903 ft. 54 MPH Avg.

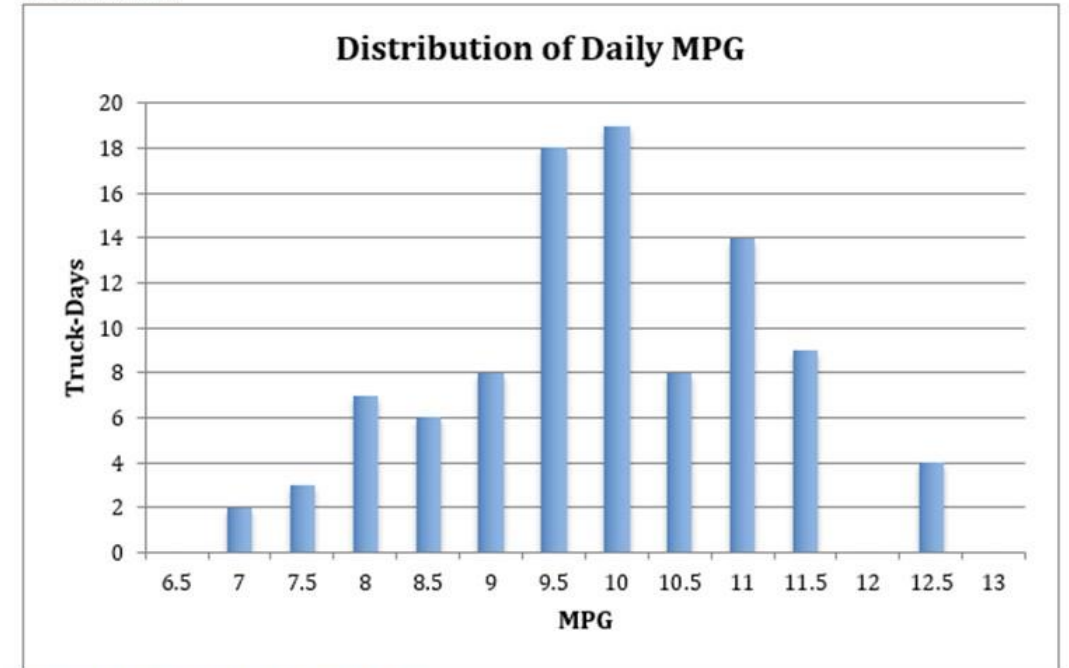


Figure 11: Daily MPG Distribution

All details available at <https://nacfe.org/run-on-less-report/>

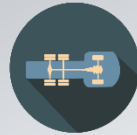
How To Achieve 10 MPG

10
FOR
10

10 ACTIONS TO ACHIEVE 10+ MPG
LEARNING FROM NACFE'S RUN ON LESS



Keep Equipment Well Maintained



Implement the Right Axle Configuration



Provide Tools to Reduce Idle Time



Educate and Incent Conscientious Drivers



Build a Culture of Methodically Choosing Technologies



Adopt Appropriate Trailer Aerodynamics



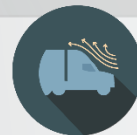
Embrace Low Rolling Resistance Tires



Use Downsized Powertrains and AMTs



Optimize Cruise Control and Vehicle Speed



Buy All Available Tractor Aerodynamics



Website:

6,000 Sessions

16,485 Page Views

Media Coverage:

Entire Campaign >\$3M

Publicity Value >\$625k

10 Trends of Regional Haul Growth

Regional Haul

More Regional Haul: An Opportunity for Trucking?

- Drop in Length of Haul
- Warehousing
- Technology Trends
- An Opportunity
 - Drivers
 - Alternative Fuels
 - Others?

Report published April 2019.

<https://nacfe.org/regional-haul/>



Run On Less Regional

www.RunOnLess.com



RUN ON LESS
REGIONAL

Specifications for 10 Vehicles:



Fleet	Tractor OEM	Engine	Xmsn	Axles	Tractor	Trailer	State
C&S Wholesale Grocers	Volvo	Volvo D13	<i>i</i> -Shift	6x4	Day cab	Reefer	LA
Hirschbach	Freightliner	Detroit DD15	DT12	6x4	Sleeper	Reefer	TN
Hogan	International	Cummins X15	Eaton	6x4	Day cab		MO
J.B. Hunt	International	Cummins X15	Eaton Endr	6x4	Sleeper		TX
Meijer	Freightliner	Detroit DD13	DT12	6x4	Day cab	3 axle 90k Reefer	MI
PepsiCo	Peterbilt	PACCAR MX-11	PACCAR 12 Speed Auto	6x4	2 shifts/day Lightweight Day cab	Lightweight	CA
Ploger	Volvo	Volvo D11	<i>i</i> -Shift	6x2 lift	Sleeper		OH
Schneider	Freightliner	Detroit DD15	DT12	6x4	Sleeper w/APU		IL
Southeastern Freight Lines	Kenworth	Cummins X15	Eaton	4x2	Day cab	Doubles	GA
UPS	Kenworth	Westport 12G	Eaton Ultra	6x4	2 Shifts/day Day cab w/Xstream	Varied	AZ

Run on Less Regional



Results Fleets Technologies Videos News & Events About

Day 18 of 18

Congratulations to Our Drivers!

OCTOBER 7 – 25 2019

Run on Less Regional Sets Impressive Efficiency Benchmark



RESULTS

See the results

8.3

Average MPG

\$8,249

Dollars saved

\$9,003,550,961

Annualized Potential Savings

Potential savings represents the savings that are possible across the industry if all regional-haul trucks operated at this level.



Results Fleets Technologies Videos News & Events About

All Results

RESULTS BY FLEET

C&S Wholesale Grocers

Hirschbach

Hogan Transportation

J.B. Hunt

Meijer

PepsiCo

Ploger Transportation

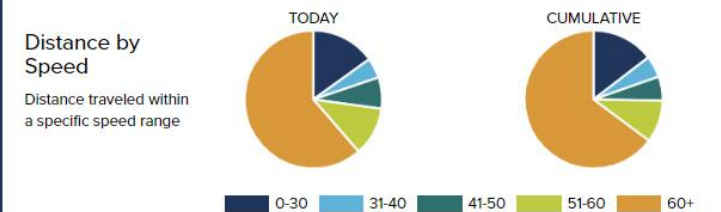
Schneider

Southeastern Freight Lines

United Parcel Service

OCTOBER 16, 2019: DAY 10 OF 18

Day 10

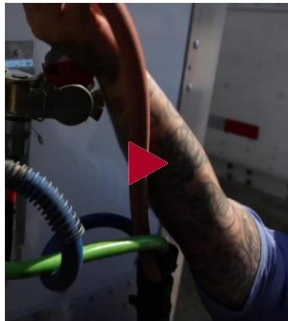


~30 Videos

Stories From The Road



Technologies to Help Drivers with MPG
Tools drivers and fleets can use to increase efficiency



Drop and Hook in Regional Haul
Drop and Hook are Key to Efficiency



Electric Truck Technology Day
How Far will Commercial Battery Electric Vehicles Go?



Aerodynamics at Slower Speeds
Myth Bust - Aerodynamics Don't Work at Slower Speeds



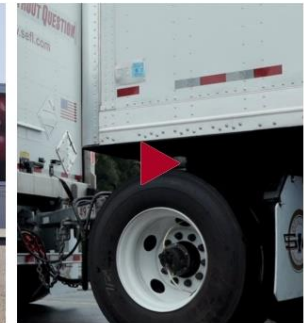
Customer Service and Regional Haul
Drivers forge deep customer service relationships in Regional



Back Hauls in Regional Haul
Back Haul's Place In Regional Haul Profitability



Sleepers vs Daycabs in Regional Haul
Return to base or overnight: daycabs, sleepers and hotels



Truck Technologies - Powertrain
A Variety of Powertrains Gets The Job Done in Regional Haul

Meet the Fleets



Meet the Fleet: C&S Wholesale Grocers
C&S Wholesale Grocers is the largest wholesale grocery supply company in the U.S. and an industry leader in supply chain. Founded in 1918, we have a strong heritage of innovation that continues today.



Meet the Fleet: Hirschbach
Hirschbach is a privately owned carrier that has delivered state-of-the-art transportation solutions for over 80 years. Their fleet is among the newest, most environmentally friendly and fuel efficient in the trucking industry.



Meet the Fleet: Hogan
Hogan is one of the largest, fastest growing, and most respected transportation service providers in the US. Founded in 1918, and proudly celebrating 100 successful years in business, we're a privately held company headquartered in St. Louis, MO.



Meet the Fleet: J.B. Hunt
We forge long-term relationships with key customers that include supply chain management as an integral part of their strategy. Working in concert, we drive out cost, add value and function as an extension of their enterprise.



Meet the Fleet: Meijer
Retailing is a fast-paced business that demands continuous improvement. Meijer is committed to keeping their competitive spirit strong and staying nimble and flexible to win in the marketplace.



Meet the Fleet: PepsiCo
PepsiCo brings smiles to our customers by being the best possible partner, driving game-changing innovation, and creating joyful moments through our delicious, nourishing products and unique brand experiences.



Meet the Fleet: Ploger
Ploger prides themselves on their fast and efficient deliveries for all of their customers. They have been a truckload carrier since 2006, specializing in food & plastic containers.



Meet the Fleet: Schneider
Schneider provides drivers and equipment assigned to your region who quickly become like an extension of your team. These well-trained and safe drivers know the lay of land, resulting in superior customer experiences.



Meet the Fleet: Southeastern Freight Lines
When Southeastern Freight Lines made its first delivery 69 years ago, the mission of that driver was exactly the same as it is for each associate today: to meet or exceed the needs of every customer - every single time.



Meet the Fleet: United Parcel Service
Founded in 1907 as a messenger company in the United States, UPS has grown into a multi-billion-dollar corporation by clearly focusing on the goal of enabling commerce around the globe. Every day, we manage the flow of goods, funds, and information in more than 200 countries and territories worldwide.



Day Cabs vs Sleepers in Run On Less

HOME EVERY DAY

meijer ups PEPSICO
100 YEARS HOGAN
SOUTHEASTERN FREIGHT LINES

Hirschbach J.B. HUNT

SLEEP ON THE ROAD

C&S Wholesale Grocers

SCHNEIDER
PLOGER TRANSPORTATION, LLC

DAY CABS

SLEEPERS



Duty Cycles

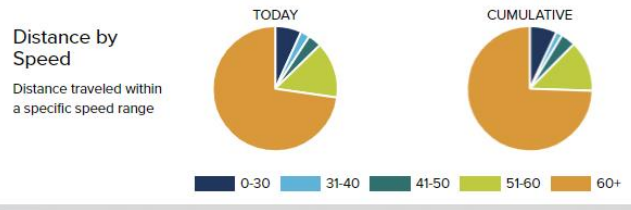
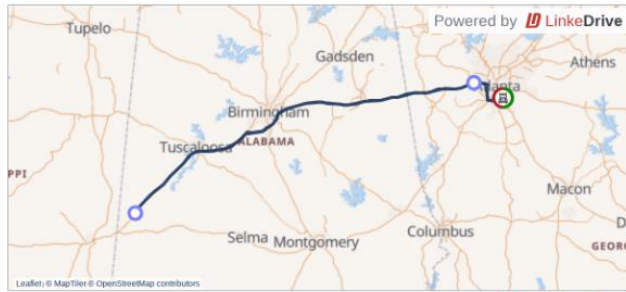
Adjustable Day-by-Day



Results Fleets Technologies Videos News & Events About

OCTOBER 11, 2019: DAY 5 OF 18

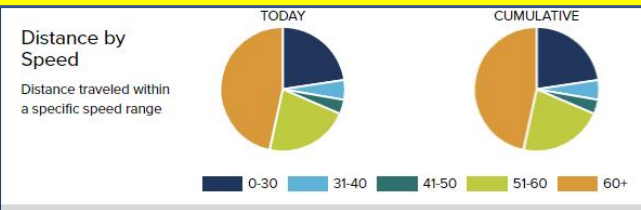
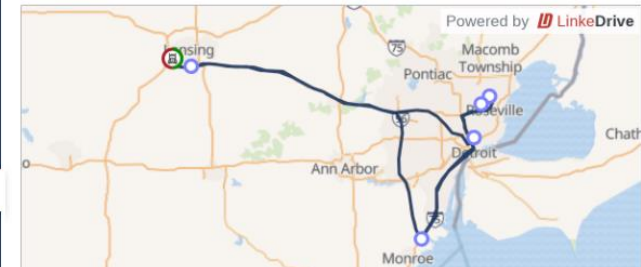
Day 5



Results Fleets Technologies Videos News & Events About


OCTOBER 8, 2019: DAY 2 OF 18

Day 2



Drivers and Fleets


RUN ON LESS
REGIONAL



DRIVER
LOUIS
SCARUFFI

C&S WHOLESALE GROCERS


RUN ON LESS
REGIONAL



DRIVER
MARK
CASEY

HIRSCHBACH

RUN ON LESS
REGIONAL



DRIVER
GLEN
WILLIAMS

HOGAN TRANSPORTATION

RUN ON LESS
REGIONAL



DRIVER
DUSTIN
WHITENER

J.B. HUNT

RUN ON LESS
REGIONAL



DRIVER
RITA
BARE

MEIJER

RUN ON LESS
REGIONAL



DRIVER
LOU
MARTINEZ

PEPSICO

RUN ON LESS
REGIONAL



DRIVER
TRAVIS
LAUER

PLOGER TRANSPORTATION

RUN ON LESS
REGIONAL



DRIVER
MICHAEL
TAM

SCHNEIDER


RUN ON LESS
REGIONAL



DRIVER
BEAU
SMITH

SOUTHEASTERN FREIGHT LINES

RUN ON LESS
REGIONAL



DRIVER
DARIN
SALGADO

UNITED PARCEL SERVICE

Results

- 10 fleets, 10 trucks and 10 drivers – 18 days
- **135 days of driving, 58,633 total miles**
- **8.3 mpg (28 L/100km), 8.7 mpg for nine diesels (national Ave =6.0)**
- These ten; saved 2,750 gallons of fuel, \$8,249, and 27.9 tons of carbon dioxide
- \$9B would be saved if all N.A. regional trucks were at this efficiency
- **Average payload was 24,679 lbs. yielding 103 ton-miles per gallon**
- **Average speed of 55 mph**
- More urban driving, multiple stops, varying payloads, utilitarian design of equipment

Run on Less Regional Report



Download the report at:
<https://nacfe.org/run-on-less-regional-report/>

Regional Haul Trucks:

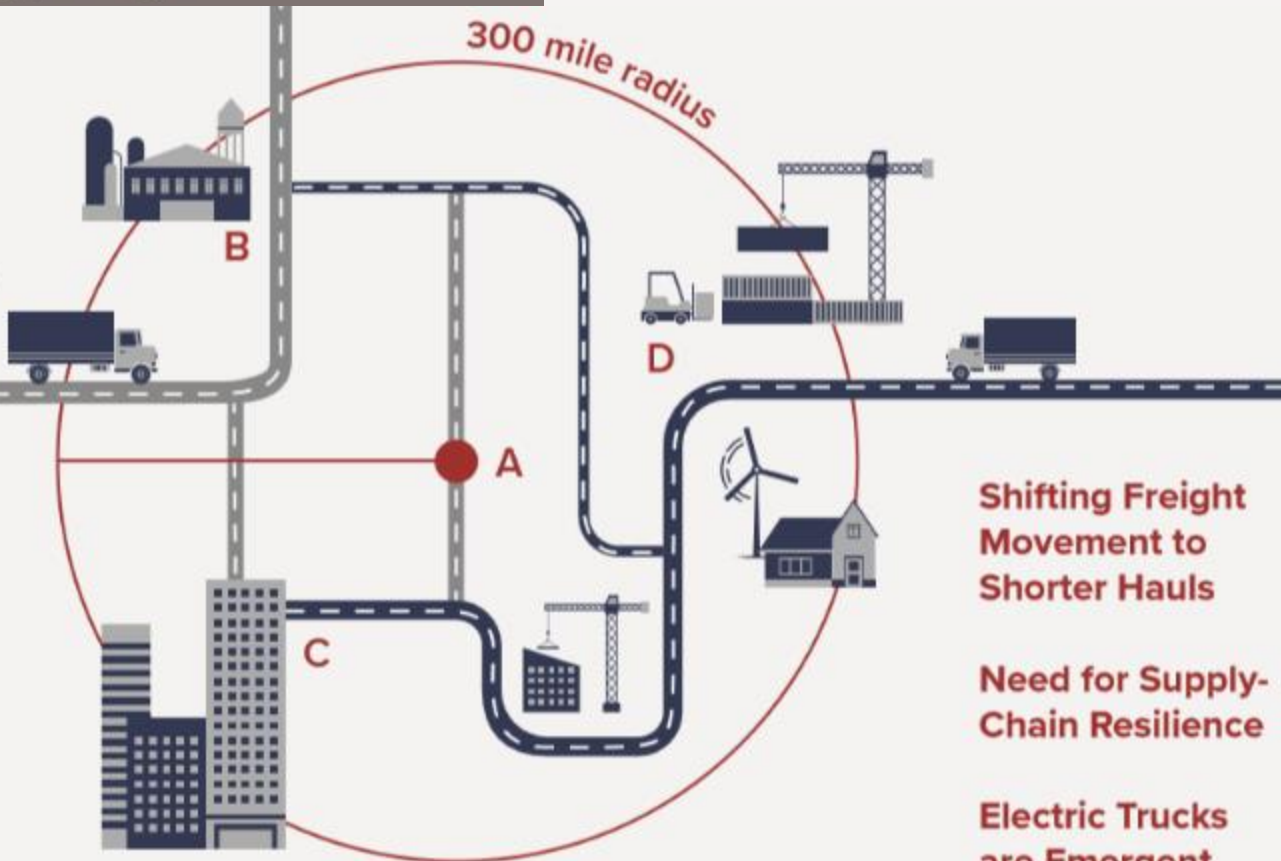
- Return to base often
- Diversity in duties
- Predictable operations
- Great efficiency opportunity
- Proximity to base for support

Regional Haul Routes

A-B-A
(shuttles, dedicated and dedicated fast turn)

Hub-and-Spoke
Different destination each day

A-B-C-D-A
(city, diminishing load, and milk runs)



Shifting Freight Movement to Shorter Hauls

Need for Supply-Chain Resilience

Electric Trucks are Emergent

Efficiency Opportunity

Run On Less Regional confirmed that the 800k trucks in North America could use much less fuel.

*measured in billion gallons of diesel

Annual Consumption



ROL Regional Possible



Future Potential



Run on Less Regional Report

Conclusions

1. High efficiency requires commitment
2. Optimize performance using big data and connectivity
3. Understand and act on the variety in duty cycles
4. Drivers are attracted to regional haul
5. Return to base is ideal for electric trucks
6. Growth in Regional Haul is Good

Run On Less Data Benefits

- Run on Less Regional data analysis: [RoLR final report](#)
- NREL/NACFE Report: [Battery Electric Powertrains](#)
- Ballard/NACFE Report: [Hydrogen Fuel Cell Trucks in Regional Haul](#)
- Free [downloadable data set](#)



Run on Less Websites

RUN ON LESS REGIONAL

In October 2019, NACFE worked with 10 fleets and numerous supporting suppliers to stage a demonstration of great drivers with specified production level tractors and trailers. Throughout the Run, NACFE monitored these vehicles via a dedicated telematics link and a datalogger to determine a benchmark for best-in-class fuel economy in regional haul applications. The results surprised many in the industry and proved that there are improvements that most all fleets can implement if they adopt the right technologies.

The event had two other goals: to better define the growing segment of regional haul and to look into the future to see how new technologies such as electrification, hydrogen and connectivity might shape trucking's future.

A VIDEO RECAP OF RUN ON LESS

The second NACFE roadshow to showcase advancements in freight efficiency, this time in regional haul.



To download the *Run on Less* report [click here](#)

View the Run on Less Regional results [here](#)

View the Run on Less Regional Fleet Profiles [here](#)

View the Run on Less Regional Stories from the Road [here](#)

View Hydrogen Technology Day content [here](#)

View Connectivity Technology Day Content [here](#)

View Commercial Battery Electric Vehicle Technology Day content [here](#)

View technologies used [here](#)

Content

1. Final Report
2. Results
3. Fleet Profiles
 - Videos
 - Specs
4. Stories from the Road
5. Tech Days
6. Technologies Used



SmartWay & Run on Less

2017 SmartWay Fleets

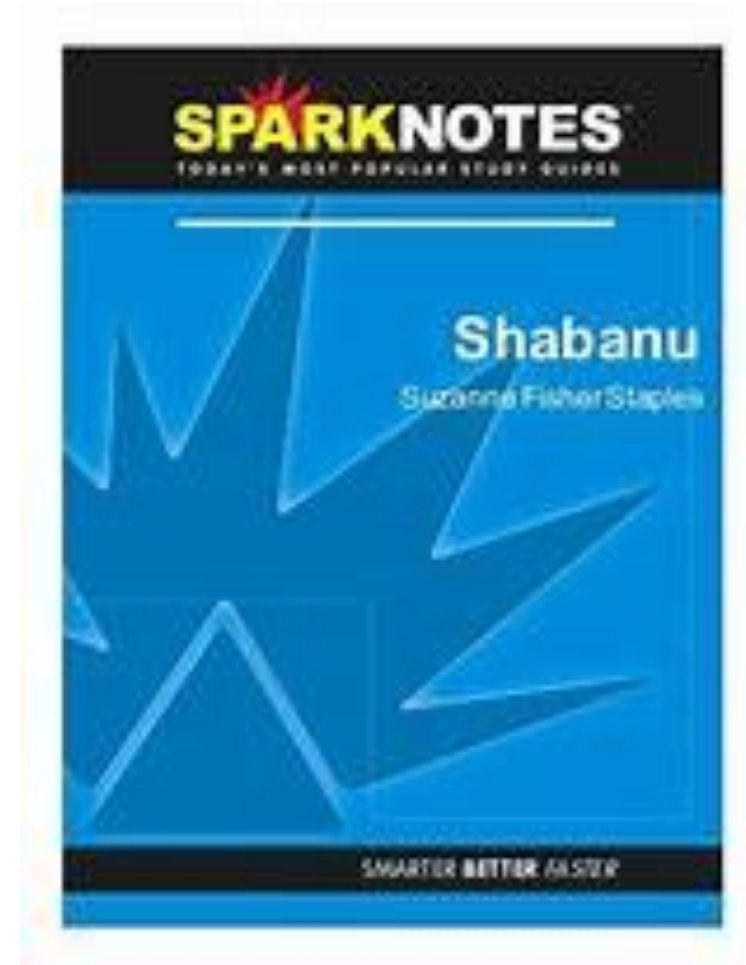
1. Hirschbach Motor Lines
2. Nussbaum
3. Pepsico Frito-Lay
4. Messila Valley
5. US Xpress

2019 SmartWay Fleets

1. Hirschbach Motor Lines
2. Hogan Transportation
3. J. B. Hunt
4. Meijer
5. Schneider
6. Southeastern Freight Lines
7. UPS



Confidence Reports



NACFE has made the job of finding the right information much easier

Confidence Reports

Complete, unbiased review of available technologies for fleet confidence to adopt.



Tire Pressure Systems



6x2 Axles



Idle Reduction



Transmissions



Engine Parameters



LRR Tires



Lightweighting



Downspeeding



Maintenance for FE



Trailer Aerodynamics



Tractor Aerodynamics



Lubricants



Platooning



Engine Accessories



Solar

Can be viewed as either:

- Diesel fuel savings
- Range extenders for alternative fuels

Announcing Run on Less – Electric in 2021



RUN ON LESS ELECTRIC

Support the Real-World Demonstration of Zero-Emissions Goods Movement

OVERVIEW

New technologies are emerging to help trucks deliver goods more cleanly and efficiently, and electric trucks are key to trucking's green future. To keep pace with the ever-changing industry, the **North American Council for Freight Efficiency (NACFE)** and **Rocky Mountain Institute (RMI)** are planning Run on Less Electric (RoL-E), a zero-emissions demonstration for trucks that will showcase these technologies and help accelerate the growth of zero-emissions goods movement for the fall of 2021.

In order to ensure the long-term success of these vehicles, we need to begin learning from early deployments and sharing best practices. NACFE knows it's early for these trucks, but continuous improvement starts by knowing where we are. Help us showcase the benefits of electric trucks while also having frank conversations about existing challenges and what will be needed to further scale their adoption in line with recent industry developments.

California's Advanced Clean Trucks (ACT) rule requires truck manufacturers to sell an increasing percentage of zero-emissions vehicles in the state, starting in 2024.

ABOUT RUN ON LESS ELECTRIC September 2021

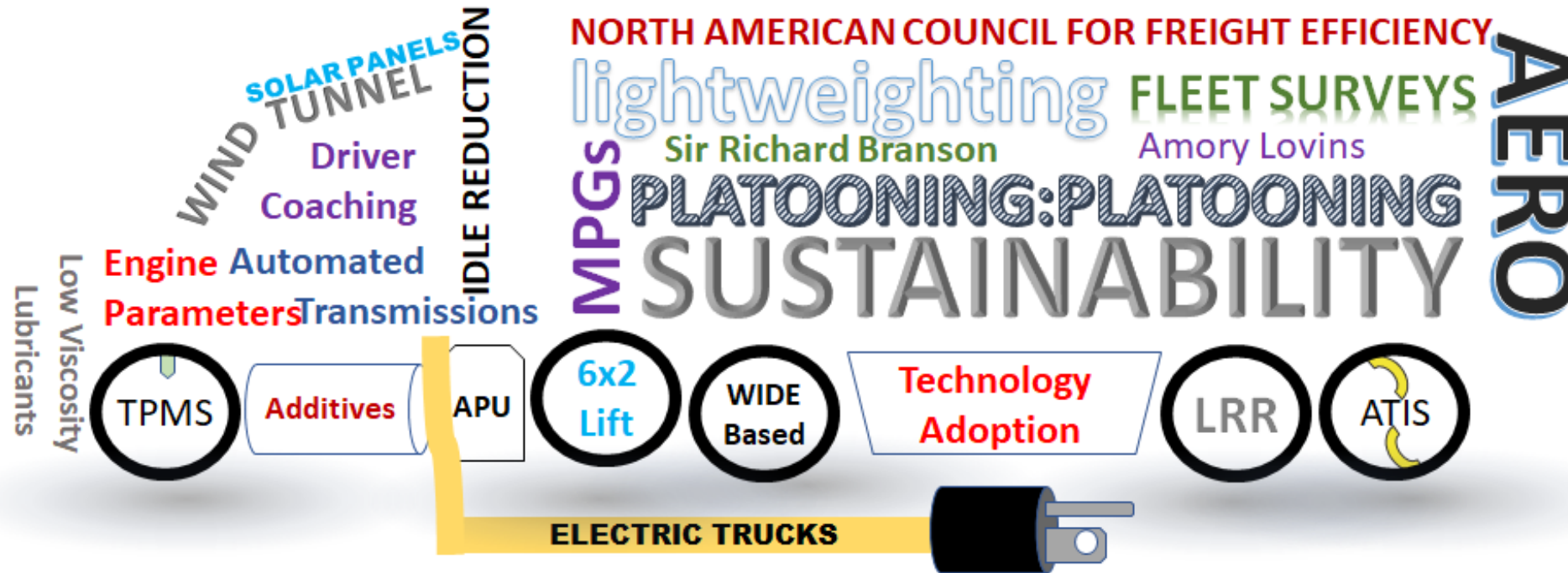
The three-week roadshow showcasing electric trucks delivering real freight on real routes will:

- Involve 10 dedicated trucks and drivers across the United States and Canada, supported by their fleets and truck OEM partners
- Explain fleet implementation considerations such as charging infrastructure, engagement with utilities, total cost of ownership management, driver and technician training, etc.
- Highlight effective partnerships between fleets, OEMs, and utilities
- Facilitate industry conversations around the necessary supporting actions
- Conclude with two finales—one at a major trucking conference and one at a major clean energy event.

Detailed results and findings will be published in a focused report in mid-2022.

“A real-world electric truck demonstration with actionable data and discussions. *Real freight, real routes, real trucks & drivers.* Includes data from trucks, storytelling via videos with drivers, fleets and OEMs. An engaging electrification education series building the key actions for accelerated adoption.”

Many Smart Ways to Save Fuel Expenses



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Follow NACFE at: [LinkedIn](#) [f](#) www.NACFE.org www.RunonLess.com



THANK YOU