



Unlocking SmartWay Data for Shippers

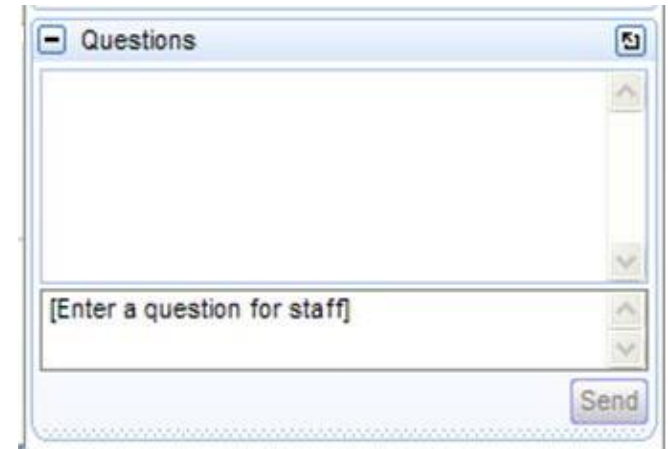
Part 1: Enhancing Corporate Social Responsibility

November 30, 2016



Housekeeping

- ▶ The presentation slides will be available at: <http://www.epa.gov/smartway/webinars.htm>
- ▶ Today's webinar is being recorded
- ▶ 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 Q&A box
- ▶ Please complete the survey at the end of today's webinar



Today's Speakers

Buddy Polovick

SmartWay International Programs

Irene Queen

ORISE Participant, CSR Analyst

Rick Cousineau

Partner Account Management (SEE)

Webinar Outline

- ▶ Overview, Purpose and Goal
 - Data collection & reporting... just the 1st step
 - Helping you to help your company
- ▶ CSR Drivers and Journey
 - Why, What and Who
 - CSR challenge role play: Round 1
- ▶ How to “unlock” SmartWay Data
 - Inheriting your carriers’ performance
 - Translating CO₂, NOX and PM data
 - CSR challenge role play: Round 2
- ▶ Tying it all together
 - Action Plan to improve performance

Purpose and Goal

- ▶ World is changing:
 - ▶ climate, marketplace, stakeholders, corporate culture
- ▶ Challenges drive competition and innovation
- ▶ 1st step: supply chain performance benchmarking
- ▶ Goal: go beyond reporting
 - ▶ Use available information to optimize performance, reduce emissions and costs
 - ▶ Ideas to take back to your organization
- ▶ Today: first of two-part series
 - ▶ SmartWay through lens of CSR
 - ▶ Deeper dive on understanding data analytics (2017)

How is Marketplace Changing?

- ▶ Customer and Consumer awareness
 - Demanding corporate citizenship and accountability
- ▶ Investor, Lender and Insurer requirements
 - Assessing climate risk and business opportunities
- ▶ Energy price volatility
 - Fuel is largest cost center for truck carriers: 38% of operating costs in 2013 (driver wages = 26%)
- ▶ Globalization of supply chains
 - Increasing global opportunities and global competition
 - Other countries' carbon reporting requirements

Corporate Social Responsibility

- ▶ CSR in annual reporting – becoming standard practice
- ▶ Stakeholders demanding data driven information
- ▶ Environmental impact of freight transportation from supply chain
 - Sustainable business?
 - Sustainable practices?
 - Environmentally responsible?



Data – It's not a dirty word

CSR reporting:

- ▶ Growing need for more comprehensive information across the board

“All companies are data businesses now. More companies will attempt to drive value and revenue from their data.”

Forbes, March 2016

- 4,500 organizations worldwide report to CDP
- Over 80% of the Global 500 report to CDP

Don't just deliver the data – Make the data deliver

- ▶ Shipper Partners already generating a rich data source
- ▶ Build a CSR strategy
- ▶ Communicate sustainability goals
- ▶ Improve your marketplace position – public reporting– CDP, GRI
- ▶ Grow better relationships

CSR Communications Demonstrate

- ▶ Environmental Responsibility
- ▶ Transparency
- ▶ Efficiency
- ▶ Proactive



Competitive Advantages

SmartWay Data:

- ▶ Informs CSR reporting
- ▶ Inform Risk management planning
- ▶ Improve position with insurers & financial stakeholders
- ▶ Prepare for future reporting requirements

“More and more investors are considering social, environmental, and economic impacts when making investment decisions.”

Why Focus on Carbon Data?

- ▶ Carbon accounting & disclosure is standard practice
 - Address carbon to reduce costs, compete globally
 - Reduce climate risk and supply chain risk
- ▶ Carbon Disclosure Project findings (2013)
 - 90% of members report business risks from climate change
 - 73% of members report \$ savings from emission reduction activities
 - *Transportation* ranked among greatest areas for efficiency gain potential with shortest payback period
 - *Performance measurement* and *data quality* are keys to success
- ▶ Supply Chain sustainability creates business value
 - New products and services
 - Premium pricing opportunities
 - Enhanced corporate reputations

Why Unlock the Data?

- ▶ Understand performance & opportunities to reduce costs
- ▶ Position your firm as responsible corporate citizen
- ▶ Better compete to meet stakeholder needs for carbon disclosure
- ▶ Demonstrate superior performance to qualify for recognition



Role Play #1

- ▶ “Boss” played by Buddy
- ▶ “CSR Manager” played by Irene

Acme Corp's CSR Challenge



Shareholder resolution calls for:

- ▶ Full scope 3 supply chain carbon disclosure
- ▶ Targets
- ▶ Action Plan to reduce GHG emissions

Sustainability Manager needs to quantify and report emissions and develop a plan...

Global Default Average Data

Table 9 Product Transport Emission Factors

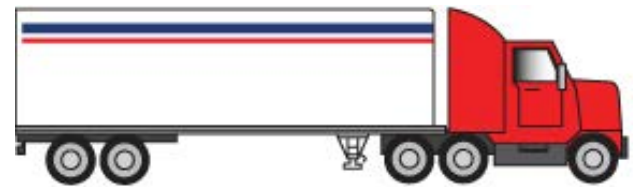
Vehicle Type	CO ₂ Factor (kg / unit)	CH ₄ Factor (g / unit)	N ₂ O Factor (g / unit)	Units
Medium- and Heavy-Duty Truck	1.430	0.015	0.013	vehicle-mile
Passenger Car ^A	0.355	0.021	0.015	vehicle-mile
Light-Duty Truck ^B	0.125	0.020	0.022	vehicle-mile
Medium- and Heavy-Duty Truck ^C	0.148	0.0015	0.0014	ton-mile
Rail	0.024	0.0019	0.0008	ton-mile
Waterborne Craft	0.059	0.0005	0.0040	ton-mile
Aircraft	1.307	0.0000	0.0402	ton-mile

- ▶ Irene looks to GHG WRI factors and finds ONE global factor for ALL medium and heavy trucks

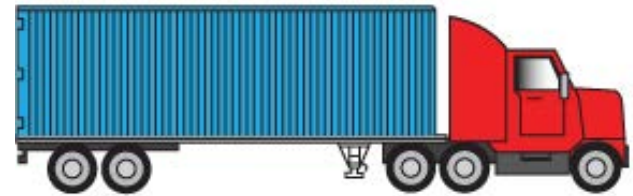
Dilemma



- ▶ Acme uses multiple fleet types for multiple operations



Semi Truck



Container Truck



Flat Bed



Refrigerated



City

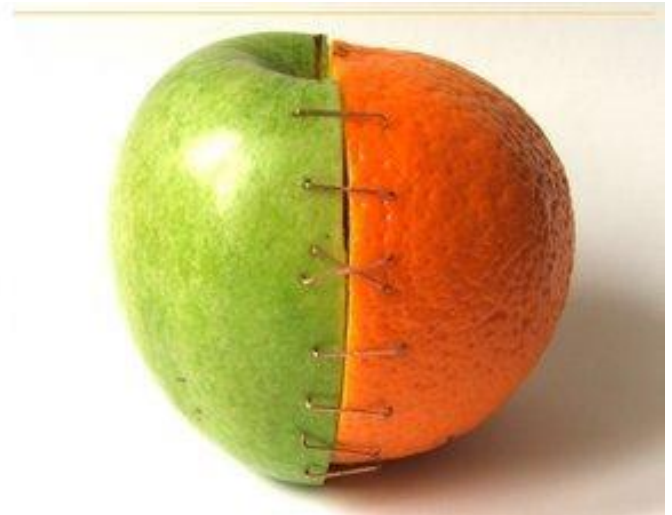
Dilemma



Irene has no way of determining performance levels between carriers

Tying it together

- ▶ Irene develops “estimated” emissions with *global* factors
- ▶ Irene has no way to distinguish carrier performance
- ▶ Irene struggles to create Action Plan to use data to reduce emissions



How to Unlock SmartWay Data



Covered Today

- SmartWay System
- Why Participate: A Case for Corporate Social Responsibility
- Program Basics
- Getting the most out of your SmartWay participation
- Key points to remember when filling out your tool

SmartWay System





Mode	Carrier	Mode	Carrier	Mode	Carrier	Mode	Carrier	Mode	Carrier	Mode	Carrier	Mode	Carrier	Mode	Carrier	Mode	Carrier	Mode	Carrier
Air	...	Air	...	Air	...	Air	...	Air	...	Air	...	Air	...	Air	...	Air	...	Air	...
Barge	...	Barge	...	Barge	...	Barge	...	Barge	...	Barge	...	Barge	...	Barge	...	Barge	...	Barge	...
Truck	...	Truck	...	Truck	...	Truck	...	Truck	...	Truck	...	Truck	...	Truck	...	Truck	...	Truck	...

CDF

TRUCKLOAD DRYVAN FLEETS

Performance Rankings

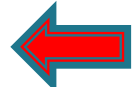
Click down arrow to filter data by column categories. Select one or more items in the dropdown checklist.

To search by name, ACAC or MCHC, click CTRL+F to bring up the search checklist box, then type in the same ACAC, the 8-digit MCHC, or all or part of the company name.

Performance Ranking endpoint of the performance range for the fleet.

Note: programs/mde and gms/gmz-performance

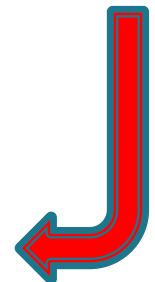
Company/Division/Name	Mode	SubMode	Eest Type	SCAC	MCHC	Grams per Mile					Grams per Ton-Mile						
						g/mile CO2	g/mile NOx	g/mile PM10	g/mile PM2.5	g/mile PM10+2.5	g/ton CO2	g/ton NOx	g/ton PM10	g/ton PM2.5	g/ton PM10+2.5		
301 Transport, Inc.	Truck	TUdry Van	For-hire	0207	MC23284	2	1560	3	5.3	3	0.153	1	74	2	0.225	3	0.02
102750 Ontario Inc. CVA MMK Canada	Truck	TUdry Van	For-hire	MNRR	2	1560	2	3.4	2	0.063	2	84	2	0.225	1	0.0005	
113413 Ontario Inc. / Road Link America	Truck	TUdry Van	For-hire	ROAN	3	1800	3	5.9	4	0.242	3	94	2	0.225	3	0.02	
1232443 Ontario Inc. dba TWM Canada	Truck	TUdry Van	For-hire	ORTK	2	1560	5	10.3	5	0.333	2	84	5	0.675	5	0.022	
173483 Ontario Inc.	Truck	TUdry Van	For-hire	MSF	MC35440	3	1640	3	5.8	3	0.155	4	104	3	0.225	3	0.02
1423283 Ontario Inc.	Truck	TUdry Van	For-hire	TWVT	3	1800	3	5.9	2	0.063	5	114	3	0.375	2	0.004	
153WJ, LLC.	Truck	TUdry Van	For-hire	THL	MC19295	1	1480	1	0.9	1	0.009	1	74	1	0.075	3	0.0005
1533 Express, Inc. / 3D Express Inc.	Truck	TUdry Van	For-hire	OSPP	MC18977	1	1480	3	5.9	2	0.063	4	104	3	0.375	2	0.004
1833317 Canada Inc. dba Roadwell Truck Line	Truck	TUdry Van	For-hire	RWV1	2	1560	3	5.9	4	0.243	1	74	3	0.375	3	0.004	
18338350 Quebec Inc. dba Via Trans International	Truck	TUdry Van	For-hire	OTL	4	1720	4	8.4	2	0.063	5	124	4	0.525	2	0.004	
19341 International	Truck	TUdry Van	For-hire	AAJM	3	1640	1	0.9	1	0.009	2	84	1	0.075	1	0.0005	
19348 Transport, Inc. Dry Van Fleet	Truck	TUdry Van	For-hire	ALUM	MC11077	4	1720	4	8.4	3	0.153	1	74	3	0.375	2	0.004
203483 Ontario Inc. dba TWM Canada	Truck	TUdry Van	For-hire	ANOW	MC34146	2	1560	2	3.4	2	0.063	5	114	3	0.375	2	0.004
213483 Ontario Inc.	Truck	TUdry Van	For-hire	NSGD	MC19140	1	1480	5	10.3	5	0.333	5	114	5	0.675	5	0.022
213483 Ontario Inc.	Truck	TUdry Van	For-hire	NSGD	MC19140	3	1640	3	5.8	2	0.063	1	74	2	0.225	2	0.004
24348 Transport Express, Inc.	Truck	TUdry Van	For-hire	ADXR	MC19525	2	1560	1	0.9	1	0.009	5	114	2	0.225	2	0.004
25348 Transport, Inc.	Truck	TUdry Van	For-hire	WARR	MC15708	1	1480	2	3.4	2	0.063	3	94	2	0.225	2	0.004
26348 Transport, Inc.	Truck	TUdry Van	For-hire	AUCR	MC19140	3	1640	4	8.4	3	0.153	4	104	4	0.525	3	0.004
27348 Motor Express	Truck	TUdry Van	For-hire	ADDC	MC18957	3	1640	3	5.9	2	0.063	3	94	3	0.375	2	0.004
28348 Transport, Inc.	Truck	TUdry Van	For-hire	MCWV	MC15691	4	1720	4	8.4	3	0.153	3	94	4	0.525	4	0.004



Welcome to the 2016 SmartWay SHIPPER Tool


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

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




Truck Tool

SmartWay Welcome

 **SmartWay®**

Data Year
2015

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

Truck
United States Version: 2.0.15
Released on: 1/7/2016

Welcome to the 2016 SmartWay TRUCK Tool

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

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

Because it Matters

Truck is the first Tool in the annual cycle
Shipper is the last Tool in the annual cycle

ZOOM IN PRINT SCREEN QUIT

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NEXT

Benchmark Reports

https://www.epa.gov/smartway/smartway-shipper-partner-tool-and-resources

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. Shipper information will be updated on this page.

What would you like to do?

- Measure Performance
- View Ranking Data**
- Get Training
- Improve Performance
- Highlight Achievements

SmartWay Shippers improve their overall performance by using more and better SmartWay Carriers to move their freight. All SmartWay Carrier Partners are ranked by their performance levels. EPA provides a table with all carriers' relative performance rankings to help SmartWay Shippers and Logistics Company Partners quickly assess the performance of prospective and current carriers in various categories.

- [Learn more about SmartWay Carrier Ranking Data](#)
 - The performance ranking files are refreshed every Monday afternoon. (For reference purposes only.)
- [Understanding SmartWay Data: A Primer for Shippers \(PDF\)](#) (3 pp, 390K, June 2012, EPA-420-F-12-018)

Partner Key Information

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

Shipper Tool Due Date

- December 2, 2016

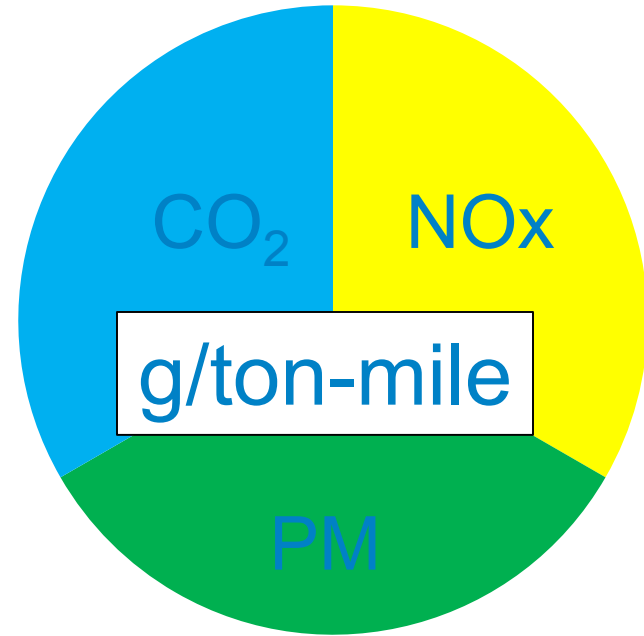
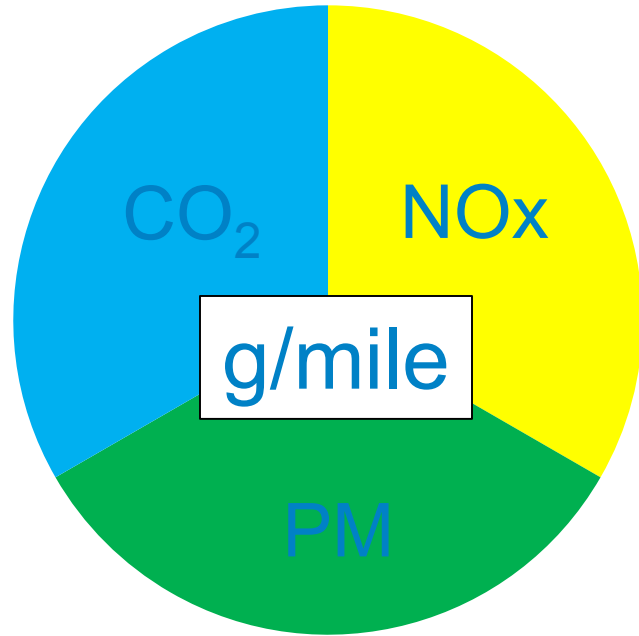
Public Carrier Performance Data

Performance Rankings		TRUCKLOAD DRYVAN FLEETS															
Click down arrows to filter data by column categories. Select one or more items in the dropdown checklists.																	
To search by name, SCAC or MCN, click CTRL + F to bring up the search dialogue box, then type in the 4 letter SCAC, the 8 digit MCN, or all or part of the company name.																	
Performance Ranking=midpoint of the performance range for the metric																	
Note: gm=grams/mile and gtm=g/ton-mile																	
Performance Rankings and Emission Factors																	
Grams per Mile																	
Grams per Ton-Mile																	
CompanyDivisionName	Mode	SubMode	Fleet Type	SCAC	MCN	g/mile CO2		g/mile NOx		g/mile PM Ra		g/tm CO2		g/tm NOx		g/tm PM	
						Rank	CO2	Rank	NOx	PM Ra	PM	Rank	CO2	Rank	NOx	Rank	PM
101 Transport, Inc.	Truck	TL/Dry Van	For-Hire	OZOT	MC625894	2	1560	3	5.9	3	0.153	1	74	2	0.225	3	0.01
1527530 Ontario Inc O/A M&M Carriers	Truck	TL/Dry Van	For-Hire	MNMR		2	1560	2	3.4	2	0.063	2	84	2	0.225	1	0.0005
1541335 Ontario Inc. / Road Link Xpress	Truck	TL/Dry Van	For-Hire	ROAD		5	1800	3	5.9	4	0.243	3	94	2	0.225	3	0.01
1625443 Ontario Inc. dba TVM Canada	Truck	TL/Dry Van	For-Hire	OSTG		2	1560	5	10.9	5	0.333	2	84	5	0.675	5	0.022
1st Express Inc.	Truck	TL/Dry Van	For-Hire	FSEP	MC181440	3	1640	3	5.9	3	0.153	4	104	3	0.375	3	0.01
2322819 Ontario Inc	Truck	TL/Dry Van	For-Hire	TTWT		5	1800	3	5.9	2	0.063	5	114	3	0.375	2	0.004
3NT, LLC.	Truck	TL/Dry Van	For-Hire	THLL	MC716290	1	1480	1	0.9	1	0.009	1	74	1	0.075	1	0.0005
5/D Express, Inc.: 5/D Express,Inc	Truck	TL/Dry Van	For-Hire	FDRP	MC488737	3	1640	3	5.9	2	0.063	4	104	3	0.375	2	0.004
6233317 Canada Inc. DBA Rockwell Truck Line	Truck	TL/Dry Van	For-Hire	RKWT		2	1560	3	5.9	4	0.243	1	74	3	0.375	3	0.01
9108 1950 quebec inc dba Via Trans International	Truck	TL/Dry Van	Private	VTIL		4	1720	4	8.4	2	0.063	5	114	4	0.525	2	0.004
A&L Intermodal	Truck	TL/Dry Van	For-Hire	AALM		3	1640	1	0.9	1	0.009	2	84	1	0.075	1	0.0005
A&M Transport, Inc.: Dry Van Fleet	Truck	TL/Dry Van	For-Hire	ALKM	MC217072	4	1720	4	8.4	3	0.153	1	74	3	0.375	2	0.004
A&S Services Group, LLC	Truck	TL/Dry Van	For-Hire	ANSW	MC164166	3	1640	2	3.4	2	0.063	5	114	3	0.375	2	0.004
A. Gutierrez Trucking	Truck	TL/Dry Van	For-Hire	XQGZ	MCN/A	1	1480	5	10.9	5	0.333	5	114	5	0.675	5	0.022
A.C. Trucking, Inc.: 12073707	Truck	TL/Dry Van	For-Hire	AKGM	MC196190	3	1640	3	5.9	2	0.063	1	74	2	0.225	2	0.004
A.D. Transport Express, Inc.	Truck	TL/Dry Van	For-Hire	ADXR	MC195625	2	1560	1	0.9	1	0.009	5	114	2	0.225	2	0.004
A.N. Webber, Inc.	Truck	TL/Dry Van	For-Hire	WANQ	MC147008	3	1640	2	3.4	2	0.063	3	94	2	0.225	2	0.004
A/T Transportation, LLC.	Truck	TL/Dry Van	For-Hire	AUCR	MCN/A	3	1640	4	8.4	3	0.153	4	104	4	0.525	3	0.01
Abilene Motor Express	Truck	TL/Dry Van	For-Hire	AEQC	MC194957	3	1640	3	5.9	2	0.063	3	94	3	0.375	2	0.004
AC Leasing Company, Inc.	Truck	TL/Dry Van	For-Hire	ACWH	MC156691	4	1720	4	8.4	5	0.333	3	94	4	0.525	4	0.016

START HERE All Auto Dray Expd Flat HB LTL Mix Mov Pkg Reef Spec Tank TL Rail MM Logistics



SmartWay's 6 Emission Metrics



Bin 1–5 for each pollutant

Pollutants		Metrics	
CO ₂	Carbon Dioxide: a surrogate for fuel efficiency and global warming	Grams per Mile	Amount of pollution produced for every mile travelled
NO _x	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		

Your Freight Emission Footprint

- Shipper's Transportation Emission Footprint
- Shipper's Emissions Inherited from Carriers Used
- SmartWay Carrier Partners
- Non-SmartWay Carriers

Shipper Tool Activity Data

SmartWay Logistics Tool: ABC Shipping - Retail

Awards/Data Entry Selection

Input Carriers

Activity Data

% SmartWay

Data Display

Shipper Strategies

The carriers 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 "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 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 error and provide detailed information about the error/warning. Select a row number for information about errors/warnings for that particular row. You can also select the Validate Screen button at the bottom of this screen to run this validation process. A red highlight indicates 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, but entering missing values (if applicable) or by double (left) 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	SmartWay Category	Data Availability *	Ton-Miles	Total Miles**	^Average Payload
1	Tag Info A&R Global Logistics	Logistics		a - Ton-miles and Total miles	35,353,535	2,033,330	17.4
2	Tag Info A.M.Transport Services, Inc.	Logistics		b - Ton-miles & Avg. Payload	45,454,545	2,483,855	18.3
3	Tag Info Hub Group: Intermodal	Multimodal	Surface	c - Total miles & Avg. Payload	110,211,099	5,055,555	21.8
4	Tag Info Kleysen Group LP: Intermodal Division	Multimodal	Surface	a - Ton-miles and Total miles	65,656,565	4,666,666	14.1
5	Tag Info non-SmartWay Barge Carrier	Barge		b - Ton-miles & Avg. Payload	7,575,754	295,928	25.6
6	Tag Info non-SmartWay Logistics Carrier	Logistics		c - Total miles & Avg. Payload	179,644,426	8,888,888	20.21
7	Tag Info non-SmartWay Multimodal Carrier	Multimodal		a - Ton-miles and Total miles	95,959,595	4,299,999	22.3
8	Tag Info non-SmartWay Truck Carrier - Heavy/Bulk	Truck		b - Ton-miles & Avg. Payload	117,010,101	6,126,183	19.1
9	Tag Info Rail Modal Average	Rail		c - Total miles & Avg. Payload	1,409,090,895	15,151,515	93
10	Tag Info Robin International Transport	Barge		a - Ton-miles and Total miles	161,616,161	8,100,001	20.0

*** 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: 7,466,338,420

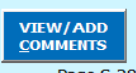
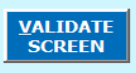
Total Miles Total: 324,937,092

Weighted Average Payload: 35.4

** 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



Emission Summary

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

Emissions Summary | **Carrier Performance** | **Truck Carrier Performance (SmartWay Category Detail)**

This display shows a summary of your carrier's performance based on the selected pollutant -- CO2, NOx, or PM. Select a different option below to view a summary for that pollutant. A more detailed presentation of performance is shown on the next tab: Carrier Performance.

Select Pollutant, Rank & Emission

Selected Pollutant: CO2 NOx PM10 PM2.5 short tons

Carrier Performance - CO2							CO2 Mass Emissions (tons/year)
Selected Carriers	Carrier Mode	SmartWay Category	Category Rank	g/mile	Category Rank	g/ton-mile	
Composite	All	All		1,962		118	968,430
Global Logistics	logistics		4	2,250	2	28	8,086

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

Emissions Summary | **Carrier Performance** | **Truck Carrier Performance (SmartWay 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 Data screen, you can also display mass emissions in tons per year, as well as the associated category ranking (for non-Selected % SmartWay Only, this mass emissions and category ranking options are not available.) In viewing your results, use the Hide/Reveal button to reveal details for that particular mode.

Select Applicable Dropdowns

Display Results For: Emission Factors Mass Emissions Category Ranking

Inbound/Outbound: All | US/International: All | Business Unit: All | ID Code: All | Internal Shipper Segment 1: All | Internal Shipper Segment 2: All

Selected Carriers	SmartWay 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
Global Logistics		3,706	714	1	5,502	0	0.4897	1.610	0.009

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

Emissions Summary | **Carrier Performance** | **Truck Carrier Performance (SmartWay Category Detail)**

Select the SmartWay Category of interest to view performance for a subset of your carriers (e.g., just for Dray Carriers). Use the Display Type drop-down box to filter your results. You can display carrier-specific emission factors or mass emissions in tons per year.

Select Applicable Dropdowns

Display Results For: Emission Factors

SmartWay Category: Auto Carrier Dray Expedited Flatbed Heavy/Bulk LTL/Dry Van Mixed Moving

Selected Carriers (1)	CO2		PM10		PM2.5	
	g/mile	g/ton-mile	g/mile	g/ton-mile	g/mile	g/ton-mile
Global Logistics	1,883	10	0.210	0.0118	0.210	0.0118

Strategies – System Activity Miles & Weight Removed

SmartWay Shipper Tool: ABC Shipping - Retail

Awards/Data Entry Selection	Input Carriers	Activity Data	% SmartWay	Data Display	Shipper Strategies
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System Activity Modal Shift

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

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

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

Add Activity
Select a category: Miles removed from system
Pick an activity:
Add Activity

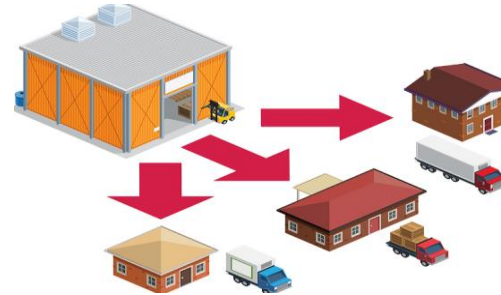
Miles & Weight Removed

Basic Quantification and Documentation of System Activities

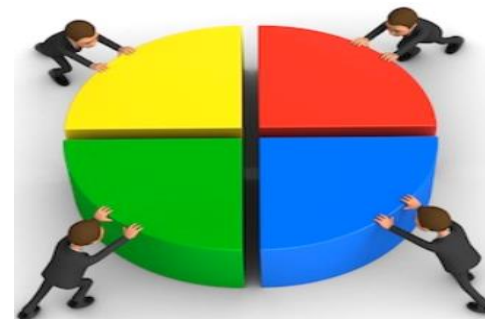
Results (Tons/Year)

Carrier	Percent	Results (Tons/Year)
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Miles Removed – New Distribution Centers



Weight Removed – Product Redesign



Strategies – Modal Shift

Awards/Data Entry Selection		Input Carriers	Activity Data	% SmartWay	Data Display	Shipper Strategies	
System Activity		Modal Shift					
<p>INPUTS ON THIS SCREEN ARE OPTIONAL - NOT REQUIRED FOR EPA SUBMITTAL.</p> <p>This screen allows you to estimate emission results from modal shifts. Different sources of emission factors will be available based on the carrier modes selected. In some cases, the emission factor can be based on your own carrier fleet mix, for others, only a modal default will be available, for others, the user will have to supply their own emission factors. Refer to the User Guide for more detailed information.</p>							
Add Modal Shift		Mode Shift					
1. Carrier Mode	2. Emission Factor Source	3. Amounts	4. Data Source and Optional Filters	Efficiency (units specified in Step 3)		Total Emissions Reductions (tons/yr)	
				Before	After		
1.	Units: Miles		User Input Data Source	CO2	3,706	1,661	166
From: Logistics	Shipper's Carrier Average	45,811	Optional	NOx	34.71	11.44	1.61
To: Truck	Modal Average	11,557	Inbound/Outbound	PM10	1.619	0.508	0.075

Modal Shift – Truck to Rail



Carrier Differentiation

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

This screen allows you to differentiate your carriers based on such information regarding your carriers you may proceed directly to the Activity Data screen.

All Selected Carriers: 23

Use this section to differentiate activity – e.g., inbound/outbound

Carrier Name	SCAC	MCN	DOT	NSC
non-SmartWay Barge Carrier				
non-SmartWay Logistics Carrier				
non-SmartWay Multimodal Carrier				
non-SmartWay Truck Carrier - Heavy/Bulk				
A&R Global Logistics				
A.M.Transport Services, Inc.				
Hub Group: Intermodal				
Hub Group: LP Intermodal				
Multimodal Truck				
Logistics	AMLQ	MC316077	DOT2222961	
Logistics	AMNO	MC224875	DOT2214717	
Multimodal Surface	HUBG	MC507885	DOT2233376	N/A
Multimodal Surface		MC126806	DOT36248	MC0693372

Inbound Freight



Outbound Freight



Shipper Tool Summary Reports

SmartWay Reports

Reports

Please select the summary report you would like to view:

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

Use the Shipper Tool Summary Reports



Role Play #2

- ▶ “CEO” played by Irene
- ▶ “Sustainability Director” played by Buddy
- ▶ “Transportation Manager” played by Rick

Greene Inc.'s CSR Challenge

Consumers call for:

- ▶ Full scope 3 supply chain carbon disclosure
- ▶ Targets
- ▶ Action Plan to reduce GHG emissions



Sustainability Director needs to quantify and report emissions and develop a plan...

SmartWay Carrier data

Performance Rankings		All Carriers										Performance Rankings and Emission Factors									
Carrier Fleet Name		Mode	Category	Fleet Type	SCAC	MCN	US DOT	Grams per Mile					Grams per Ton-mile								
SmartWay Ranking	CO2 Rank	g/m CO2	g/m NOx	g/m PM	g/m PM	g/m CO2	g/m NOx	g/m NOx	g/m PM	g/m PM	g/m CO2	g/m NOx	g/m NOx	g/m PM	g/m PM						
1-800-PACK-RAT, LLC	Truck	Mixed		OPRT	64862	1534531	3	1700	4	9.05	4	0.3	5	1	5	0.6	5	0.0262			
1-Bridge Logistics Corp	Logistics		Private	OBBL	890026	2557559	3	1885	3	12.25	3	0	3	1	3	0.7	3	0.0275			
101 Transport, Inc.	Truck	TL/Dry Van	For-Hire	OZOT	625894	1705392	2	1560	3	5.9	5	0.0	1	3	0.3	5	0.008				
1262380 Ontario Limited/dba FF Express	Truck	Expedited	For-Hire	FFXR	343105	761735	2	850	2	1.55	2	0.0	4	4	3	0.	5	0.0335			
1527530 Ontario Inc./M&M Carriers	Truck	TL/Dry Van	For-Hire	MNMR	N/A	1159500	2	1560	2	3.4	2	0.0	2	2	0.2	2	0.002				
1541335 Ontario Inc./Road Link Xpress	Truck	TL/Dry Van	For-Hire	ROAD	N/A	1063823	5	1800	3	5.9	5	0.0	2	2	0.2	4	0.006				
1579901 Ontario Inc./ASL Global Logistics	Truck	Refrigerated	For-Hire	AGBM	N/A	1154243	2	1640	5	7	5	0.1	2	4	0.4	5	0.012				
1628939 Ontario LTD o/a P&D Freightlines	Truck	TL/Dry Van	For-Hire	PDGH	N/A	N/A	3	1640	4	8.4	5	0.0	2	3	0.3	5	0.008				
1st Choice Logistics LLC	Logistics		For-Hire	FCOS	833561	2423750	3	1885	3	12.25	3	0	4	1	4	0.9	4	0.0325			
1st Express Inc.	Truck	TL/Dry Van	For-Hire	FSEP	181440	284589	2	1560	3	5.9	5	0.0	2	2	0.2	4	0.006				
2210310 Ontario Inc./Dynamic Freight Haulers	Truck	TL/Dry Van	For-Hire	DFHR	691346	1937937	4	1720	4	8.4	5	0.0	5	1	4	0.5	5	0.008			
2322819 Ontario Inc./Right Service Right Choice	Truck	TL/Dry Van	For-Hire	TTWT	N/A	N/A	2	1560	3	5.9	5	0.0	3	3	0.3	4	0.006				
24/7 Express Logistics, Inc.: Truckload Denver	Truck	LTL/Dry Van	For-Hire	TFCO	426943	1020742	3	1550	1	1.4	1	0.	4	1	1	0.	1	0.0009			
24/7 Express Logistics, Inc.: Truckload KC	Truck	Mixed	For-Hire	TFCY	426943	1020742	4	1800	1	1.55	1	0.0	5	1	1	0.0	1	0.0009			
24:7 Expedite, Inc.: Freight	Truck	Mixed	For-Hire	TWFI	690675	1909966	4	1800	3	6.55	1	0.0	5	1	4	0.5	2	0.0052			
3 Rivers Logistics, Inc	Logistics		For-Hire	TVQI	376181	2225931	4	2035	3	12.25	3	0	2	1	2	0.6	2	0.0225			
3398722 Canada Inc: JB Transport	Truck	Refrigerated	For-Hire	74Y6	516915	1346198	5	1940	5	7	5	0.1	3	4	0.4	5	0.012				
3NT, LLC.	Truck	TL/Dry Van	For-Hire	THLL	716290	2042543	2	1560	1	0.9	1	0.0	1	1	0.0	1	0.0005				
4Front Logistics, Inc.	Logistics		Private	FFFG	956386	2856828	2	1735	1	7.25	1	0	1	1	0.4	1	0.0175				
5/D Express, Inc.: 5/D Express, Inc	Truck	TL/Dry Van	For-Hire	FDRP	488737	1243083	3	1640	3	5.9	5	0.0	1	2	0.2	3	0.004				
6233317 Canada Inc. DBA Rockwell Truck Line	Truck	TL/Dry Van	For-Hire	RKWT	797845	2333669	1	1480	5	10.9	5	0.0	1	4	0.5	5	0.008				
6350658 Canada Inc	Truck	TL/Dry Van	Private	STFW	852013	2465329	3	1640	1	0.9	1	0.0	3	1	0.0	1	0.0005				
8198004 Canada Inc.: AAND R Transport & Logistics	Truck	Mixed	For-Hire	ARTQ	823220	2394559	5	1900	5	11.55	5	0.4	4	4	0.5	5	0.0262				
9108-1950 Quebec inc dba Via Trans International	Truck	TL/Dry Van	Private	VTIL	471471	1175764	3	1640	4	8.4	2	0.0	1	3	0.3	2	0.002				
A & A Express, LLC	Truck	Refrigerated	For-Hire	AAXB	108419	124871	4	1840	2	3.4	3	0.1	3	2	0.2	2	0.0043				
A & C Transport LLC	Truck	Refrigerated	For-Hire	ACBB	N/A	N/A	4	1840	3	4.6	2	0.0	5	1	2	0.2	2	0.0043			
A & H Cartage, Inc.	Truck	LTL/Dry Van	For-Hire	AHCG	196753	296708	3	1550	5	8.6	5	0	4	1	5	0.	4	0.0242			
A & T Trucking Company	Truck	Mixed	For-Hire	ATNG	292766	N/A	5	1900	1	1.55	1	0.0	5	1	1	0.0	1	0.0009			
A 7 Transport Expedited LLC	Truck	Mixed	For-Hire	ASVE	954297	2846156	1	1500	1	1.55	1	0.0	5	1	4	0.5	2	0.0052			
A Plus Expediting & Logistics Inc	Truck	Expedited	For-Hire	APEP	641074	1751626	5	1450	1	0.35	1	0.0	3	3	1	0.	1	0.0018			

- ▶ Rick looks for SmartWay factors and finds multiple factor for each truck type

SmartWay Shipper Data Results



Emissions Footprints by Company										CO2 g/ton-mile ranking		CO2 g/ton-mile	CO2 Mass Emissions (tons)
Selected Carrier	Business Unit	ID Code	Inbound/Outbound/Internal	Domestic/International	ISS1	ISS2	Mode	SmartWay Category	CO2 g/mile	CO2 g/mile ranking	CO2 g/ton-mile	CO2 Mass Emissions (tons)	
Company Name - ABC Shipping, Inc.: ABC Shipping - Retail													
A&R Global Logistics							Logistics		2,250	4	208	2	8,086.40
A.M.Transport Services, Inc.							Logistics		2,250	4	398	4	19,916.76
Hub Group: Intermodal		N-ABC					Multimodal	Surface	1,225	--	39	--	4,677.25
Kleysen Group LP: Intermodal Division							Multimodal	Surface	1,275	--	27	--	1,917.91
non-SmartWay Barge Carrier							Barge		23,295	--	19	--	155.16
non-SmartWay Logistics Carrier							Logistics		4,446	--	894	--	176,934.52
non-SmartWay Multimodal Carrier							Multimodal		2,357	--	193	--	20,415.03
non-SmartWay Truck Carrier - Heavy/Bulk							Truck		2,424	--	97	--	12,447.62
Rail Modal Average	Northern	NRTH	Outbound	Domestic	East	East	Rail		1,072	--	21	--	32,276.68
Robin International Transport							Barge		9,510	--	14	--	2,455.26
Vortex Express Inc.	Mid-America	MID	Inbound	Domestic	KS	KS	Truck	Package	1,300	5	700	3	132,500.05
Wadhams Enterprises, Inc.: Earl T. Wadhams, Inc.							Truck	Tanker	1,850	5	71	4	36,335.17
West End Express Co. Inc							Truck	Dray	1,925	5	98	5	19,739.35
Wheaton Worldwide Moving							Truck	Moving	1,550	4	158	2	56,345.64
Wheeler Trucking Inc							Truck	Auto Carrier	1,883	1	108	2	59,989.59
Wilburn Archer Trucking							Truck	Heavy/Bulk	1,975	3	62	1	38,861.32
WTI Transport Inc.: WBTT							Truck	Flatbed	1,770	3	90	4	23,048.33
XPO Express, Inc.							Truck	Expedited	1,250	4	200	2	53,445.40
Yarbrough Transfer Company							Truck	Specialized	1,888	3	89	5	58,708.91
YRC Worldwide Inc.: Holland							Truck	LTL/Dry Van	1,650	4	126	3	3,142.59
Zeitner & Sons, Inc.							Truck	Refrigerated	1,840	4	88	3	26,455.47
Zimmerman Truck Lines, Inc.							Truck	Mixed	1,600	2	113	5	109,208.02
ZNG Freight, Inc.: 1	ZNG NORTH	ZNG NRTH	Outbound	International	Michigan to	Michigan to C	Truck	TL/Dry Van	1,560	2	84	2	18,917.39
ZNG Freight, Inc.: 1	ZNG South	ZNG STH	Outbound	International	Louisiana to	Louisiana to	Truck	TL/Dry Van	1,560	2	84	2	52,449.91
Mass Emissions Totals												968,429.80	

- ▶ Rick uses SmartWay tool report to show total emissions and sources of least efficient carriers



SmartWay Shipper Data Results



1														
2	Modal Shift											Report generated on: 11/21/2016		
3	Tool: Shipper											Data Year: 2015		
4	Partner: ABC Shipping, Inc.													
5														
6	Company Name - ABC Shipping - Retail													
7	Modal Shift ID	From Carrier Mode	To Carrier Mode	Inbound/ Outbound/ Internal	Domestic/ International	Source (From Carrier Mode)	Factor Source (To Carrier Mode)	Units	From Value	to Value	Pollutant	Efficiency Before	Efficiency After	Results
8	Modal Shift 1	Truck	Rail	All	All	Shipper's Carrier Average	Modal Average	Miles	245,811	155,718	CO2	1,698	1,072	276
9											NOx	5.590	18.600	-1.7
10											PM10	0.1410	0.5190	-0.05
11											PM2.5	0.1410	0.5030	-0.05
12	Total Emission Reductions by Pollutant (Tons/Year)										CO2			276
13											NOx			1.7
14											PM10			-0.05
15											PM2.5			-0.05

- ▶ Rick uses SmartWay tool report to show mode shift emissions savings











Unlocking SmartWay Data for CSR



- ▶ Rick and his Logistics Team:
 - Develop accurate assessment of Scope 3 freight emissions
 - Set targets and develop an Action Plan
 - Change RFP to prefer higher rated SmartWay carriers
 - Shift some freight from truck to rail to reduce CO₂ (and costs)

What Should I include in a Corporate Sustainability Strategy?

-  **Quantify and Report Your Carbon Emissions**
-  **Make a Public Commitment to Emissions Targets**
-  **Engage & Support Your Transportation Providers**
-  **Optimize Carrier Choice**
-  **Shift to More Efficient Modes**
-  **Implement Operational Strategies**
-  **Collaborate with Other Shippers**
-  **Take a Closer Look at Your Global Footprint**

For more information:

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SmartWay Helpline

734-214-4767



Unlock Your SmartWay Data to Improve Efficiency