

WELCOME TO THE SMARTWAY WEBINAR SERIES



2020 SmartWay Shipper Tool Overview & Demonstration

Buddy Polovick
US Environmental Protection Agency
Oct 7, 2020



Welcome!



Presenter: Buddy Polovick

- 25 years at EPA, including five years Vehicle Inspection and Maintenance and SmartWay since its inception in 2001
- Before joining EPA, Buddy served in the U.S. Peace Corps 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?

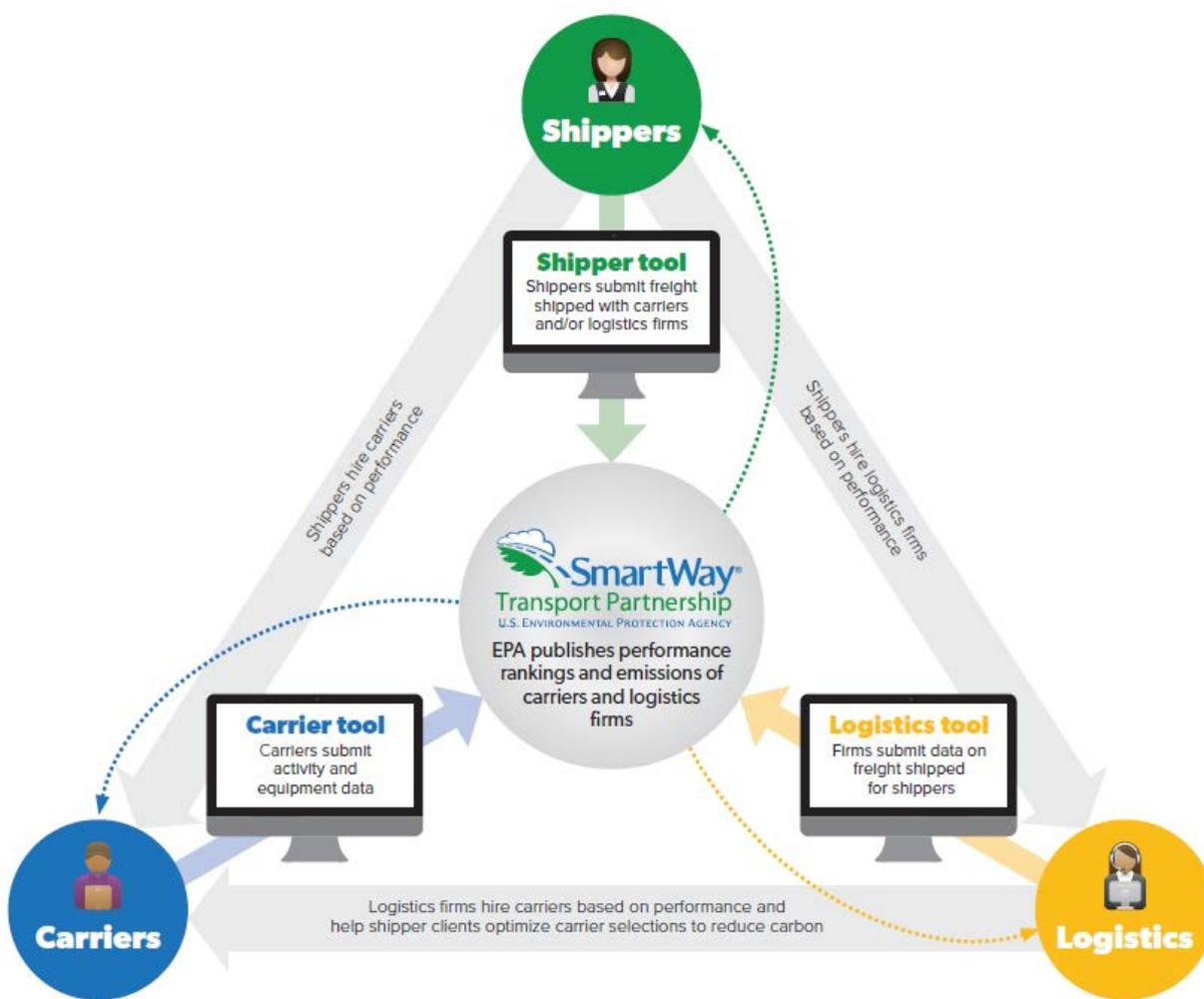


- Use SmartWay performance benchmarking assessment to better understand and manage your freight supply chain emissions
 - Identify hotspots in supply chain
- Assess your performance as compared to your peers
- Apply SmartWay data to your CSR strategy, goal setting, and public disclosure reporting like 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



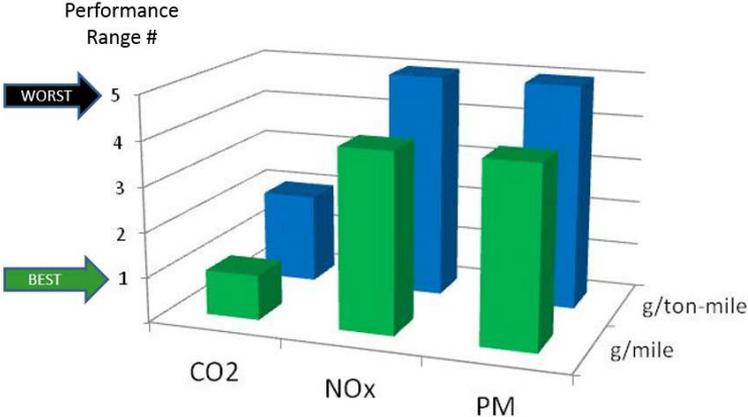
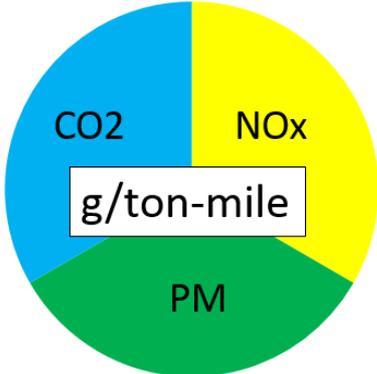
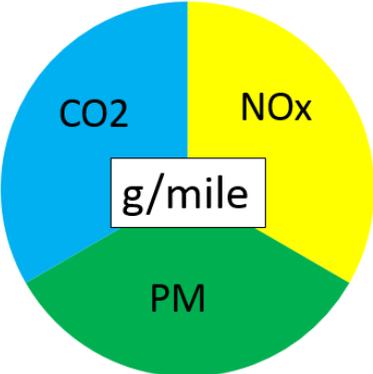
4 Ways For Shippers To Participate

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				
				

Public Carrier Performance Data



Carrier Data Process

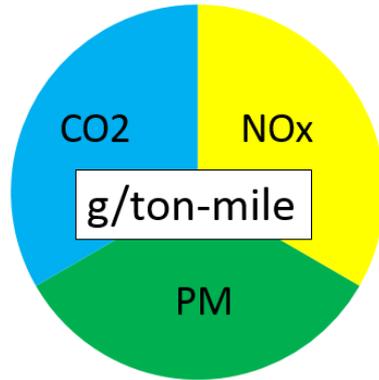
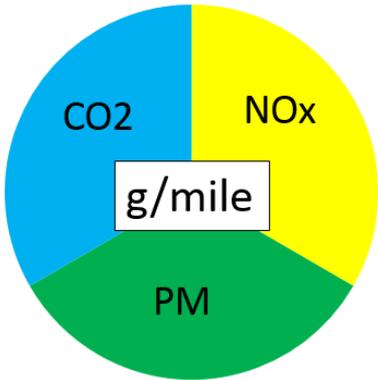


Public Carrier Performance Data



A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
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;								
Performance Rankings		TL/Dry Van																	
Click down arrows to filter data by column categories. Select one or more items in the dropdown one lists.																			
Note: g/m=grams/mile and g/tm=g/ton-mile																			

Carrier Data Process



Performance Rankings and Emission Factors																			
Grams per Mile										Grams per Ton-mile									
US DO	Canadian	g/m CO2 Rank	g/m CO2	g/m NOx	g/m PM Rank	g/m	g/tm CO2 Rank	g/tm CO2	g/tm NOx Rank	g/tm NOx	g/tm PM Rank	g/tm	g/tm CO2 Rank	g/tm CO2	g/tm NOx Rank	g/tm NOx	g/tm PM Rank	g/tm	g/tm
1705392	N/A	4	1675	5.3	5	0.042	3	86.5	5	0.31	5	0.0026							
1159500	142970520	2	1495	5.3	5	0.042	2	79.5	4	0.25	5	0.0026							
1063823	143440740	5	1765	4.3	5	0.042	5	100.5	4	0.25	5	0.0026							
1057019	N/A	1	1405	2.3	2	0.018	1	72.5	2	0.13	2	0.0011							
1360591	N/A	4	1675	2.3	2	0.018	5	100.5	2	0.13	2	0.0011							
284589	N/A	2	1495	3.3	5	0.042	2	79.5	3	0.19	5	0.0026							
2859549	N/A	2	1585	5.3	5	0.042	2	79.5	4	0.25	5	0.0026							
1937937	N/A	4	1675	4.3	5	0.042	3	86.5	4	0.25	5	0.0026							
1585	N/A	3	1585	3.3	2	0.018	4	93.5	3	0.19	2	0.0011							
1675	N/A	3	1675	3.3	5	0.042	2	79.5	3	0.19	4	0.0021							
2042543	N/A	4	1675	5.3	3	0.026	5	100.5	5	0.31	3	0.0016							
1243083	N/A	4	1765	3.3	4	0.034	5	100.5	4	0.25	4	0.0021							
2333669	148783160	1	1405	4.3	5	0.042	1	72.5	3	0.19	5	0.0026							
1175764	60331659	1	1405	1.3	1	0.01	1	72.5	1	0.07	1	0.0006							
3013453	N/A	1	1405	1.3	1	0.01	5	100.5	3	0.19	5	0.0026							
344894	N/A	3	1585	3.3	4	0.034	3	86.5	3	0.19	4	0.0021							
3022746	N/A	5	1765	2.3	2	0.018	5	100.5	2	0.13	2	0.0011							
1880751	N/A	2	1495	4.3	4	0.034	5	100.5	5	0.31	5	0.0026							
281881	N/A	4	1675	3.3	3	0.026	1	72.5	3	0.19	2	0.0011							
0269605	N/A	3	1585	3.3	2	0.018	5	100.5	3	0.19	2	0.0011							
76507	N/A	3	1585	3.3	3	0.026	2	79.5	2	0.13	2	0.0011							
AUCR	1486485	N/A	2	1495	2	0.026	4	93.5	2	0.13	3	0.0016							
ACWH	156691	N/A	3	1585	4.3	0.042	1	72.5	3	0.19	5	0.0026							
OFNS	548067	1450334	12929585	5	1765	4.3	0.042	4	93.5	4	0.25	5	0.0026						
AGMP	479749	1204798	N/A	1	1405	1.3	3	0.026	4	93.5	1	0.0016							
APXY	642324	1755933	N/A	4	1675	5.3	5	0.042	4	93.5	5	0.0026							
ALBK	803750	2348464	N/A	5	1765	2.3	2	0.018	3	86.5	1	0.0011							
ALLM	154127	169025	N/A	2	1495	1.3	2	0.018	2	79.5	1	0.0006							
AMJO	488546	1257162	61668976	2	1765	2.3	2	0.018	2	79.5	2	0.0006							
AMCM	789566	2313051	N/A	5	1765	5.3	5	0.042	3	86.5	5	0.0026							
ARXK	588686	1590621	N/A	3	1585	5.3	5	0.042	3	86.5	5	0.0026							
AXGN	644828	1764745	N/A	2	1495	2.3	2	0.018	2	79.5	2	0.0011							
AYAE	830510	2412919	N/A	4	1405	4.3	3	0.026	1	72.5	3	0.0016							
AQTS	767159	2210783	N/A	3	1585	1.3	2	0.018	5	100.5	3	0.0021							

28	A.N. Webber, Inc.	Truck	TL/Dry Van	For-Hire	WANQ	147008													
29	A/T Transportation, LLC.	Truck	TL/Dry Van	For-Hire	AUCR	N/A	1486485	N/A	2	1495	2	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	4.3	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	12929585	5	1765	4.3	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	1.3	3	0.026	4	93.5	1	0.0016		
33	AGX Freight Carriers, LLC	Truck	TL/Dry Van	For-Hire	APXY	642324	1755933	N/A	4	1675	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	5	1765	2.3	2	0.018	3	86.5	1	0.0011		
35	ALTL Inc	Truck	TL/Dry Van	For-Hire	ALLM	154127	169025	N/A	2	1495	1.3	2	0.018	2	79.5	1	0.0006		
36	AM International (TFI 11, S.E.C.): AM International	Truck	TL/Dry Van	Dedicate	AMJO	488546	1257162	61668976	2	1765	2.3	2	0.018	2	79.5	2	0.0006		
37	AMC Express, Inc.	Truck	TL/Dry Van	For-Hire	AMCM	789566	2313051	N/A	5	1765	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	5.3	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	2.3	2	0.018	2	79.5	2	0.0011		
40	AT & R Transport	Truck	TL/Dry Van	Private	AYAE	830510	2412919	N/A	4	1405	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	1.3	2	0.018	5	100.5	3	0.19	4	0.0021

SmartWay Home

Learn about SmartWay

Participate in SmartWay

How the SmartWay
Partnership WorksBecome a SmartWay Shipper
Partner**Shipper Tools and
Resources**Become a SmartWay Carrier
PartnerBecome a SmartWay Logistics
Company Partner

Become a SmartWay Affiliate

Meet the SmartWay
Partners and Affiliates

Use the SmartWay Brand

Global Collaboration

SmartWay Latest News

SmartWay Shipper Partner Tools and Resources

This page has everything you need to get the most out of being a registered SmartWay Shipper.



Bookmark this page for your convenience.

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
PerformanceView
Ranking DataGet
TrainingImprove
PerformanceHighlight
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 Due Date

- December 7, 2020

Shipper Tool and Example Tool

- What's New - 2019 SmartWay Shipper Tool Version (U.S. Version 2.0.18) (PDF)**
(1 ep_110K_EPA-420-F-19-065, 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)
- 2019 SmartWay Shipper Partner Tool (2018 Data Year) (XLSM)** (7 MB, November 2019) Save this file to your computer before opening. Use this file for submitting your data--Do not submit the example tool.
- Example 2019 (Data Year 2018) Shipper Tool (Filled In) for Download (XMS)** (6 MB, October 2019) Save

Partner Key Information

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



The 2020 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?



-  If the user chooses the Way 4 participation level, Mile & Weight Improvements and Modal Shift Impacts can now be estimated for retrospective actions (i.e., activities that occurred during the current data year) and for prospective actions (activities to be implemented in the coming year).
-  The Internal Metrics report has been undated to display five decimals for all pollutants.
-  Miscellaneous text and format updates for clarification.
-  Overall look and feel is same.

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.

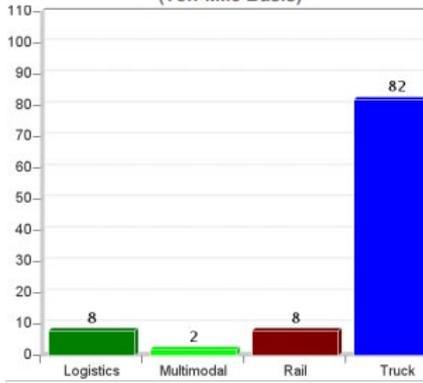
HOW DOES ABC SHIPPING, INC. MOVE FREIGHT?

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.

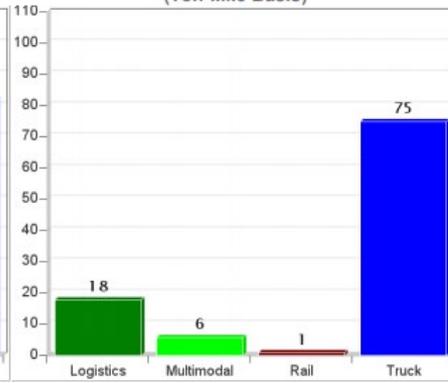
Shipper Performance Report

- 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

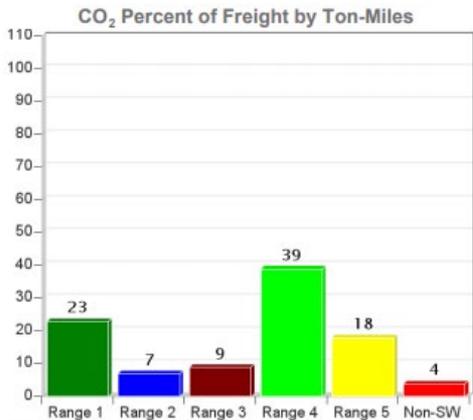
Your Carrier CO₂ Emissions % by Mode (Ton-Mile Basis)



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



Proportion of Your Carriers by CO₂ Grams per Ton-Mile Performance Range (Truck Freight)



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.

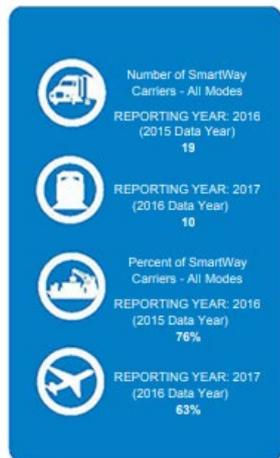
TIP: Incentivizing existing carriers to improve performance and raise their bin rating will reduce your footprint.

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 ensure 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

SmartWay Partner Account Manager



SmartWay Helpline
734-214-4767

2020 SmartWay Schedule

Information Flow, Availability, and Due Dates



SmartWay Reporting Schedule

TRUCK

RELEASE DATE
January 15, 2020

DUE DATES
Group 1: March 4, 2020
Group 2: April 8, 2020
Group 3: May 6, 2020

AIR

RELEASE DATE
February 5, 2020

DUE DATE
May 6, 2020

BARGE

RELEASE DATE
March 4, 2020

DUE DATE
May 6, 2020

RAIL

RELEASE DATE
April 8, 2020

DUE DATE
May 6, 2020

The Multimodal Tool accepts data from the Truck, Rail, Barge, and Air Tools.

The Logistics Tool accepts data from the Truck, Rail, Barge, Air, and Multimodal Tools.

The Shipper Tool accepts data from all previous tools.

MULTIMODAL

RELEASE DATE
May 20, 2020

DUE DATE
June 19, 2020

DATA ACCEPTED

- Truck
- Rail
- Barge
- Air

LOGISTICS

RELEASE DATE
July 15, 2020

DUE DATE
September 14, 2020

DATA ACCEPTED

- Truck
- Rail
- Barge
- Air
- Multimodal

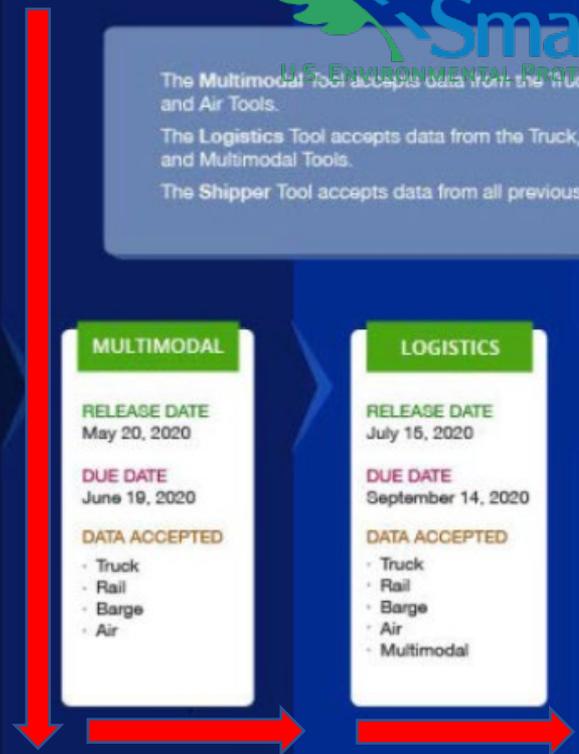
SHIPPER

RELEASE DATE
October 7, 2020

DUE DATE
December 7, 2020

DATA ACCEPTED

- Truck
- Rail
- Barge
- Air
- Multimodal
- Logistics



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

