

# WELCOME TO THE SMARTWAY WEBINAR SERIES

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## 2021 SmartWay Logistics Tool Demonstration

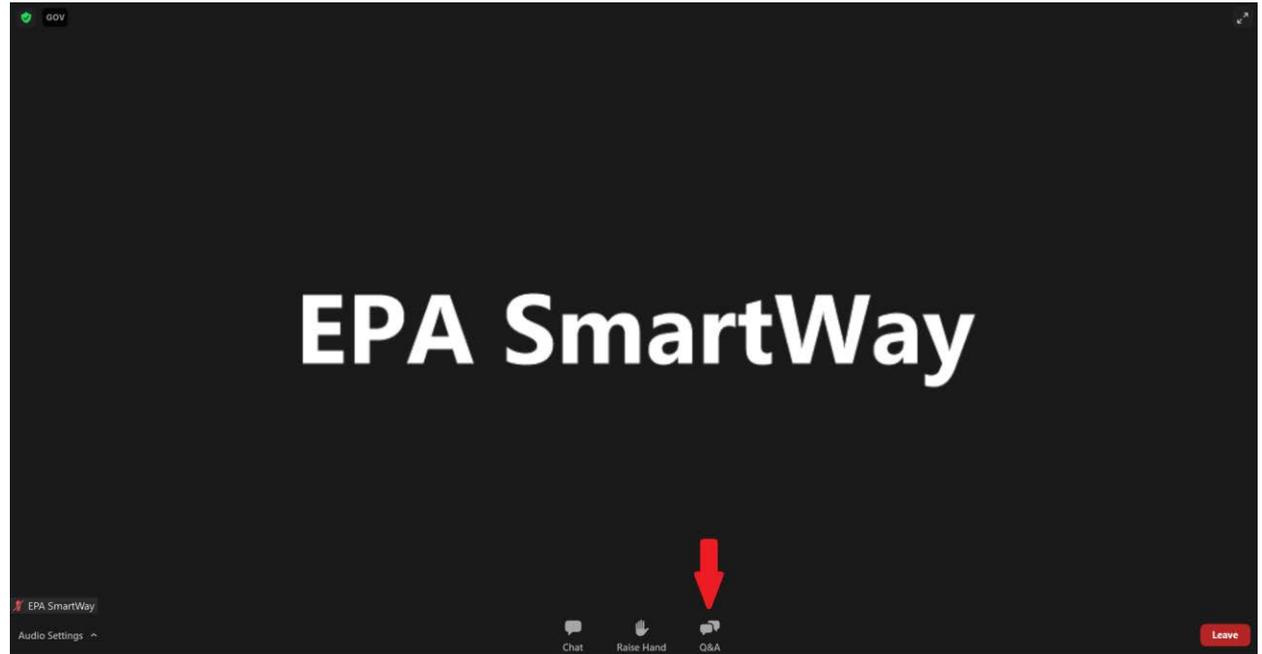
August 4, 2021



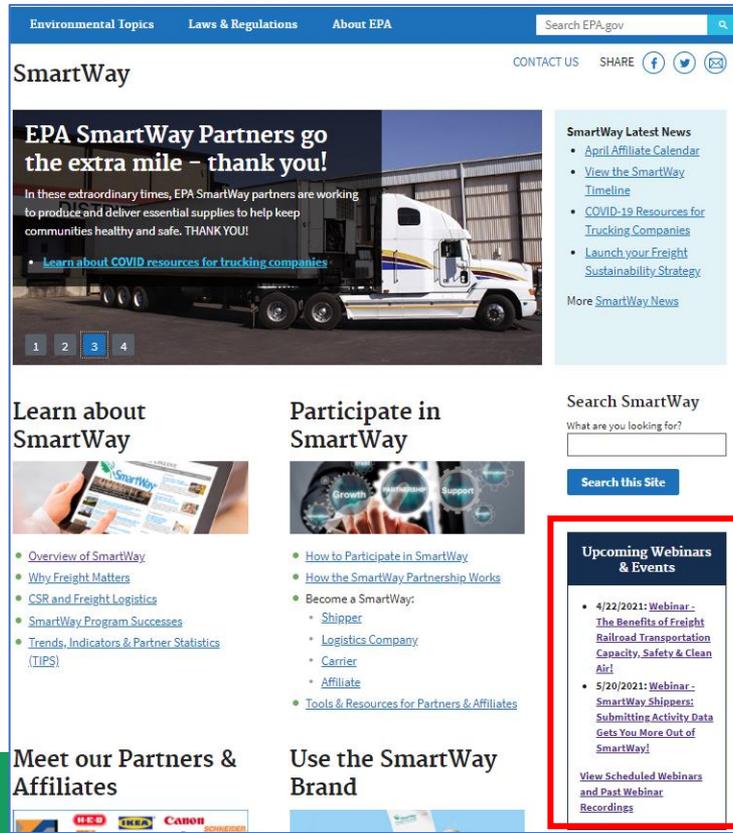
# Webinar Housekeeping



- Submit a question via the Q&A pane on your Zoom control panel.
- After the presentation, as time permits, our EPA presenters will answer questions submitted via the Questions box.
- Please complete the survey at the end of **today's webinar**. Your feedback is important to us!



# Webinar Housekeeping

A screenshot of the SmartWay website home page. The page has a blue header with navigation links: "Environmental Topics", "Laws & Regulations", "About EPA", and a search bar. Below the header is a "SmartWay" banner with a white truck and the headline "EPA SmartWay Partners go the extra mile - thank you!". To the right of the banner is a "SmartWay Latest News" section with a list of links. Below the banner are two columns of content: "Learn about SmartWay" with a list of links, and "Participate in SmartWay" with a list of links. At the bottom right, there is a "Search SmartWay" box and a red-bordered box containing "Upcoming Webinars & Events" with a list of two webinar announcements. A red arrow points to this box from the right. The footer includes "Meet our Partners & Affiliates" and "Use the SmartWay Brand" with logos for UPS, FedEx, and Canon.

SmartWay Home Page  
[www.epa.gov/smartway](http://www.epa.gov/smartway)

## Upcoming Webinars & Events

- [4/22/2021: Webinar - The Benefits of Freight Railroad Transportation Capacity, Safety & Clean Air!](#)
- [5/20/2021: Webinar - SmartWay Shippers: Submitting Activity Data Gets You More Out of SmartWay!](#)

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

# Webinar Housekeeping



SmartWay Home

Learn about SmartWay

Participate in SmartWay

Meet the SmartWay Partners and Affiliates

Use the SmartWay Brand

Global Collaboration

SmartWay Latest News

Newsroom

**Webinars/Events**

## SmartWay Webinars & Events

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



**On this page:**

- [Upcoming Webinars](#)
- [Past Webinar Recordings](#)

### Register for Upcoming Webinars

- Participants must pre-register.
- Registration closes at 12:00 pm on the day of the webinar.
- Click the event name for a description and registration links.

[Event Type Legend](#)

Date	Type	Event Name
Thursday, April 22, 2021	Education	<a href="#">The Benefits of Freight Railroad Transportation Capacity, Safety &amp; Clean Air!</a>
Wednesday, May 20, 2021	Education	<a href="#">SmartWay Shippers: Submitting Activity Data Gets You More Out of SmartWay!</a>

**Have an idea for a webinar?** [Email your idea](#) to (smartway\_transport@epa.gov) with the subject line "SmartWay Webinar Suggestion."



**Learn more about SmartWay's Freight Matters! Webinar Series:** This series features leaders in the freight sector discussing trends and issues that matter to your business.

### Past Webinars

[Event Type Legend](#)

Webinar Type	Event Name	Primary Audience
Freight Matters!	<a href="#">Alternative Fuel Adoption Accelerates: Discussion with Penske and GNA</a>	All Partners, General Audience

[www.epa.gov/smartway/smartway-webinars-events](http://www.epa.gov/smartway/smartway-webinars-events)

# Welcome!

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Denise Kearns



Joshua Silverblatt



# Webinar Overview

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-  SmartWay Background
-  Value of efficiency and environmental performance in freight transportation
-  SmartWay logistics tool demonstration
  - Data Inputs
  - Performance Outputs
  - **Carrier ‘pull-thru’**
-  Question & Answer

# SmartWay Background



-  Market-based partnership
-  Raise awareness around benefits of freight efficiency
-  Strengthen the industry efficiency, competitiveness
-  Collaboration
-  Save fuel, money, and the environment

# SmartWay Basics



- ☁ Suite of tools to assess fuel and emissions
- ☁ Common set of metrics to communicate efficiency and environmental performance
- ☁ Platform to collaborate and share best practices
- ☁ Recognition



# Who Participates in SmartWay



## 2500+ Carriers

- Truck, rail, barge, intermodal, air
- Contract & Private



## 250+ Shippers

- F-500, medium and small businesses
- Retailers, food & beverage, electronics, CPG, home goods and more

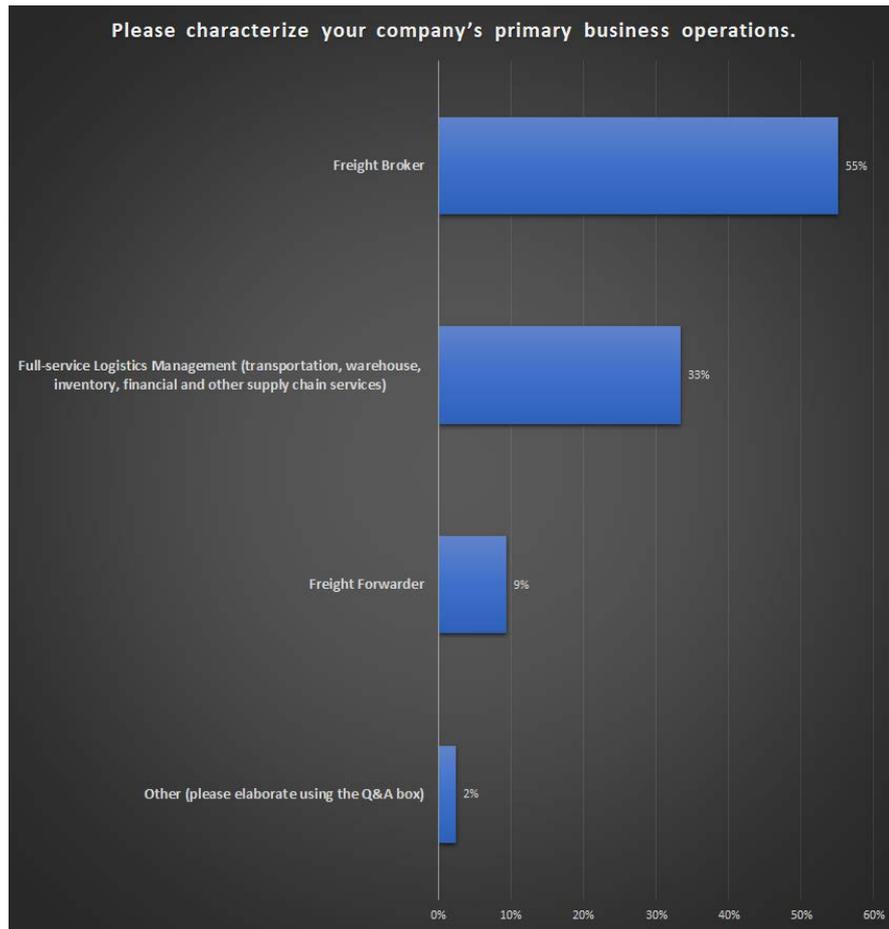


## 600+ Logistics Service Providers

- Full service logistics providers
- Brokers
- Forwarders



# Poll #1



# SmartWay for Logistics

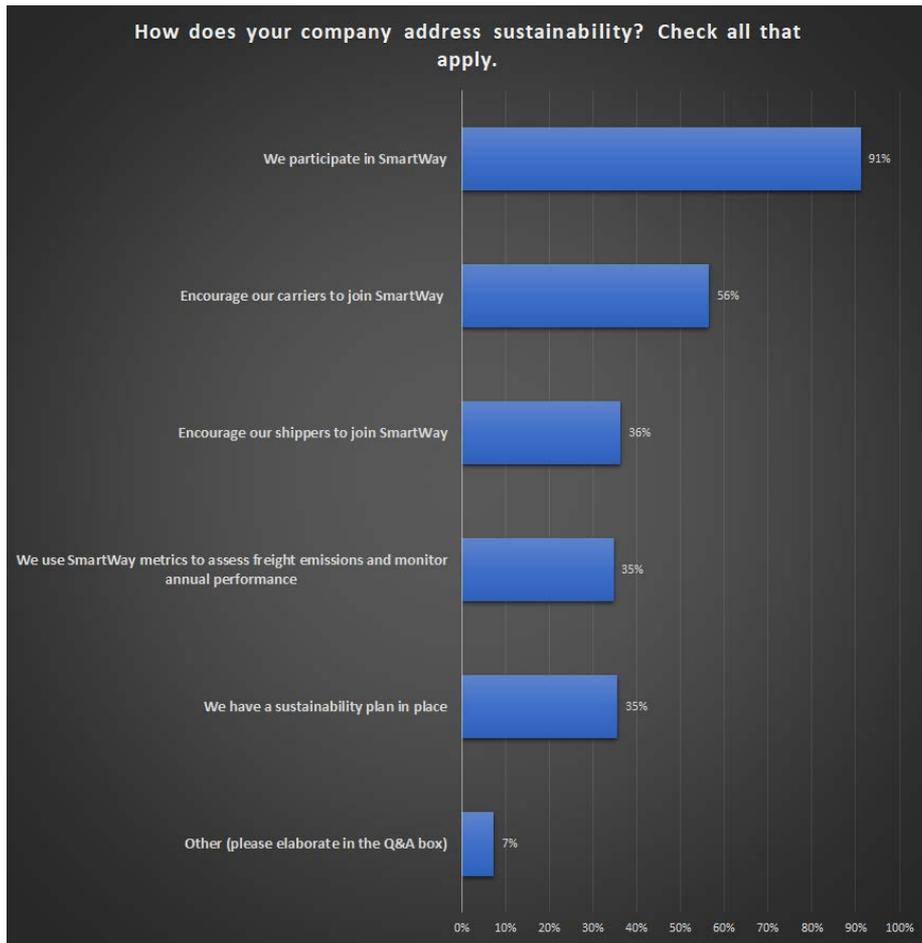


<https://www.youtube.com/watch?v=mgQqR6KJ9XU>

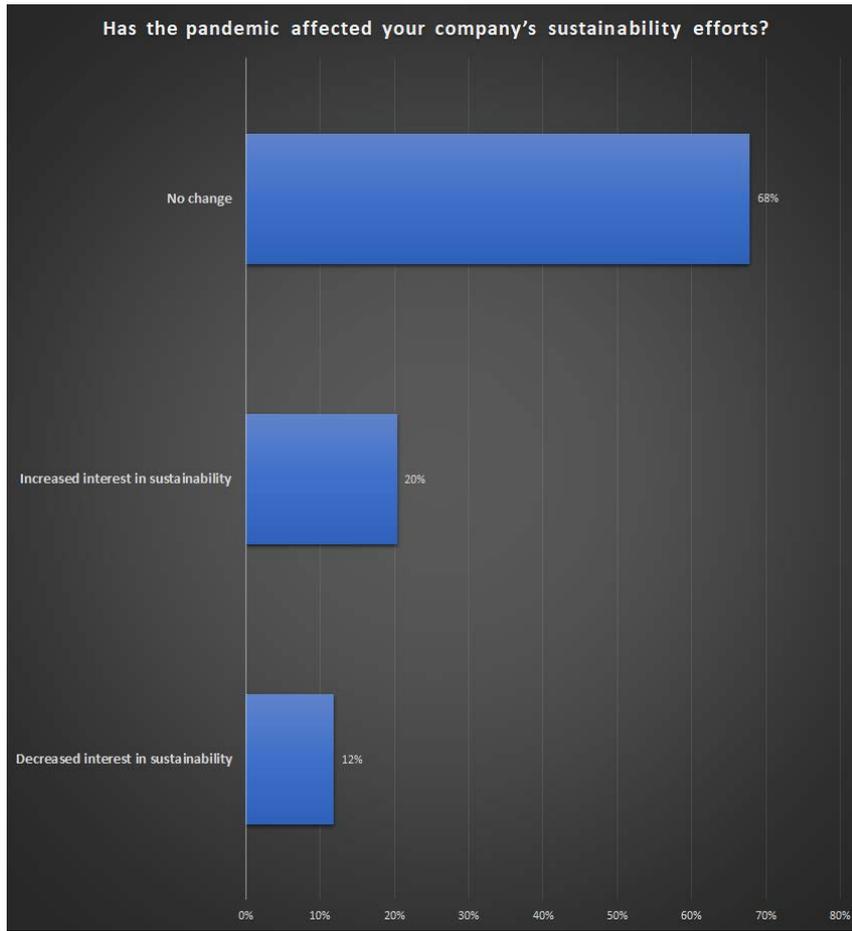
**SmartWay for Logistics Service Providers**  
Delivering Greater Value in the Supply Chain



# Poll #2



# Poll #3



# What's New This Year

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-  **Black carbon emissions estimates are now available in the tool's various reports (the Emissions Summary, Carrier Performance, and SmartWay Category Detail reports).**
-  Users can now enter payloads as low as 0.001 tons on the Activity screen.
-  The Internal Metrics report has been undated to display five decimals for all pollutants.
-  Overall look and feel remains the same as last year!

# Logistics Tool Demonstration



The **2021 Logistics Tool** is available for download at the SmartWay website: <https://www.epa.gov/smartway/smartway-logistics-company-partner-tools-and-resources>

CONTACT US

## SmartWay Logistics Company Partner Tools and Resources

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



Bookmark this page for your convenience.

**On this Page**

- [Measure Your Performance](#)
- [View Carrier Performance Rankings](#)
- [Watch Training Webinars](#)
- [Introduce Your Carriers to SmartWay](#)
- [Improve Your Performance](#)
- [Share Your Achievements](#)

SmartWay Welcome×



**Data Year**  
**2020**

OMB 2060-0663  
Expiration Date 04/30/2021  
(Revised 2018)

**Logistics**  
United States Version: 2.0.20a  
Released on: 07/14/2021

## Welcome to the 2021 SmartWay LOGISTICS 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 freight transportation industry, the SmartWay Transport Partnership helps you to improve your efficiency by tracking and benchmarking performance.**

**FILING FORMS WITH THE FEDERAL GOVERNMENT AND ESTIMATED REPORTING BURDEN:**  
Respondents are not required to file or reply to any Federal collection of information unless it has a valid OMB control number. Public reporting burden for this collection of information is estimated to average 5.82 hours per response for initial registration, 2.66 hours for each annual update. These estimates include the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information including suggestions for reducing this burden to: SmartWay Transport Partnership, 2000 Traverwood, Ann Arbor, MI 48105, or the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington D.C.

ZOOM  
IN

PRINT  
SCREEN

QUIT

Page 1-1**NEXT** 

# Options to Input your Data



<b>Input Carriers</b>	<b>Activity Data</b>	<b>% SmartWay</b>	<b>Data Display</b>	
Instructions	Manual Input SmartWay Carriers	Manual Input Non-SmartWay Carriers	<b>Other Input Options</b>	
Outside Data Import	Export Carriers	Match My Carriers		

## □ Data Import

- 1: Export a Master file and delete carriers you don't use
- 2: Manually build a CSV or XLSX file from Export Selected Carriers and modify it
- 3: Start with your CSV from last year and add or subtract carriers
- 4: Create a .csv or .xlsx from scratch (use the example Carrier CSV file as a starting point)

## □ Carrier matching function

- Best for companies with tens of thousands of carriers
- Accessed in the SmartWay Partner Portal
- Instruction manual: <https://nepis.epa.gov/Exe/ZyPDF.cgi/P100WNV7.PDF?Dockey=P100WNV7.PDF>



# Input Carriers: Option 1



Export a Master CSV file and delete carriers you don't use

- Good for a large number of carriers
- Generate a CSV or XLSX using the Export Master File
- Open in Excel and delete carriers (rows) you don't use
- Enter data for your carriers
- Does not require carrier matching

SmartWay Logistics Tool: ABC Logistics, Inc.: Logistics Division

Input Carriers	Activity Data	% SmartWay	Data Display
Instructions	Manual Input SmartWay Carriers	Manual Input Non-SmartWay Carriers	Other Input Options
Outside Data Import	Export Carriers	Match My Carriers	

USE OF THIS SCREEN IS OPTIONAL - NOT REQUIRED FOR EPA SUBMITTAL

You may export carrier information to an external file for additional processing using this screen. There are three ways to develop files outside of the tool for import. First, you may select your specific carriers using the Manual Input screens and return to this screen and select the 'Export Selected Carriers' button to create a CSV (comma separated values) file. If you wish you may also enter additional data using the Tool screens, and return to this screen after any of these steps, and export your CSV file at that point. This will allow you to export all of the carrier information entered into the Tool for further manipulation as needed. Once complete you may import your updated CSV file back into the Tool.

Second, you can also develop your CSV file offline using your in-house data system, and import the file into the Tool when complete.

Third, you may select the "Export Master File" button to save a CSV file with a complete listing of all current SmartWay carriers. You may then manipulate the file offline, deleting carriers you do not use, and entering data regarding activity and other details related to how you use your carriers. Once complete you may import the updated CSV file back into the Tool.

For the first and third options, you will be prompted to specify a file name (with a .csv extension) and a location where you can export the file. After selecting the appropriate button the export status bar will indicate when your export is complete. Both export options will provide a properly formatted CSV file that can be modified and re-imported into the Tool using the Outside Data Import screen.

Select the button labeled 'Detailed Instructions for Data Export/Import' to go to the Tools and Resources Web page where you can download the "Guide to Importing Carrier Data Using the Outside Data Import Function" document for further information on how to prepare CSV files for importing SmartWay carriers into the Tool.

Export Status

Export Selected Carriers    Export Master File    [Detailed Instructions for Data Export/Import](#)

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

Page L-25

# Input Carriers: Option 2



Manually build a CSV or XLSX file from Export Selected Carriers and modify it.

- Good for smaller number of carriers
- Manually select carriers from the tool and use the Export Selected Carriers Button
- Open in Excel
- Enter data for your carriers
- Does not require carrier matching

A screenshot of the SmartWay Logistics Tool interface. The top navigation bar includes "Input Carriers", "Activity Data", "% SmartWay", and "Data Display". Below this is a sub-menu with "Instructions", "Manual Input SmartWay Carriers", "Manual Input Non-SmartWay Carriers", and "Other Input Options". The "Export Carriers" button is highlighted in green. The main content area contains instructions for using the screen, including a red arrow pointing to the "Export Selected Carriers" button. The interface also includes a "Export Status" field, a "Detailed Instructions for Data Export/Import" link, and a footer with navigation buttons like "BACK", "SAVE", "HELP", "ZOOM IN", "PRINT SCREEN", "HOME", "ADD COMMENTS", "Screen Demo", and "NEXT".

# Input Carriers: Option 3



Start with your CSV from last year and add or subtract carriers

- Best for carriers that don't change their carrier base often
- Beware name changes or company reorganizations that may change your carrier's identification year-to-year
- The csv format (columns) have changed in the last 3 years
- Still workable – just follow the directions closely
- You can always tweak your inputs manually

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
1	CARRIER MASTER FILE																		
2																			
3	Carrier Data File Input Instructions																		
4	Do not modify columns A - H																		
5	Delete all carriers not used by your company																		
6	You may leave existing (carrier-based) data in place or overwrite with your own data as needed																		
7																			
8	Ignore (but do NOT delete) columns M through X. Deleting these columns will cause the import process not to work properly.																		
9	Any information entered into columns M through X will be ignored during the import process.																		
10																			
11	Following is a description of the data required for columns I through L:																		
12	> Enter Data Availability Option (allowable values a, b, c, or d) in column I																		
13	> For Data Availability Options 'a' or 'b', enter ton-miles in column J. Maximum allowable value is 9.99 x 10 <sup>18</sup>																		
14	> For Data Availability Options 'a', 'c', or 'd', enter total miles in column K. Maximum allowable value is 9.99 x 10 <sup>18</sup>																		
15	> For Data Availability Options 'b' or 'c', enter the average payload per truck or railcar IN SHORT TONS (2,000 lbs), in column L.																		
16																			
17	You may add carrier identification data in columns Y through AN. The headers you specify (in row 22) must match exactly to the allowable values as described in the import/export document.																		
18	The maximum length for all values in these columns is 100 characters. Any information entered into columns U through X will be ignored during the import process.																		
19																			
20																			
21																			
22	Carrier ID	Carrier Na	Mode	SmartWay	SCAC	MCN	DOT	NSC	Data Avail	Ton Miles	Total Mile	Average P	Column M	Column N	Column O	Column P	Column Q	Column R	Column S
44	36791	1-Bridge L	Logistics		OBBL	MC890026	DOT25575	N/A											
45	37589	15 Logistic	Logistics		OFLG	MC295741	DOT29431	N/A											
46	36483	1st Choice	Logistics		FCOS	MC833561	DOT2423750												
47	36654	3 Rivers L	Logistics		TVQJ	MC376181	DOT2225931												
48	38336	A & C Tran	Logistics		ACBB	MC415978	DOT22282	N/A											
49	36726	A.M. Tran	Logistics		AMNO	MC224875	DOT22347	N/A											
50	36979	Ace Logist	Logistics		ACEI	MC413479		N/A											
51	36991	Adams Th	Logistics		AHWE	MC723939	DOT000000												
52	36267	Adison T	Logistics		AFDN	MC326834	DOT22235	N/A											
53	36281	ADM Logis	Logistics		ADOS	MC274784		N/A											
54	36960	Advanced	Logistics		AVDR	MC191784	DOT29186	na											
55	36536	Aeronet V	Logistics		AERG.AER	MC003399	DOT377681												
56	36512	AFN, LLC	Logistics		AFNW	MC446639	DOT22300	N/A											
57	36843	Agmark L	Logistics		AKFO	MC684924	DOT2244817												
58	36357	AGT Glob	Logistics		AGSK	MC357088	DOT22361	N/A											
59	36534	Airways F	Logistics		AFRG	MC288078	DOT221712												



# Carrier Matching Starter File



-  Enter your carrier activity information in columns:
  - I (data availability); J (ton miles); K (total miles); L (avg payload)
  
-  Copy and paste the names of all the carriers you use in column Y
  
-  The remaining columns (Y - AL) are used to enter other identification fields to match with SmartWay partners, such as:
  - SCAC (column AC); MCN (column AD); DOT (column AE)
  - Note: eliminate any of the columns in Y - AL that do not contain data, this will allow the upload process to run faster
  
-  Upload your completed Starter CSV file into the Portal (Carrier Matching)

# Carrier Matching

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(1) Create your carrier CSV file using in-house system or database (following [example/starter file](#))

(2) Upload your carrier CSV file into the SmartWay Portal carrier matching function

(3) Export your matched carrier CSV file from the SmartWay portal

(4) Import your matched carrier CSV file into this Tool

(5) Edit your carrier identification information

# Carrier Matching Cont'd



- Once you have created your matched carrier data from the SmartWay Portal, you will import it into your SmartWay Tool (Step 4)
- Once you have imported your file into the Tool, you may augment, correct, or modify any of the carrier data using the Tool screens (Step 5)

USE OF THIS SCREEN IS OPTIONAL - NOT REQUIRED FOR EPA SUBMITTAL

Business units with a large number of carriers may choose to prepare their carrier activity data offline, using outputs from their own freight management software or related data systems. Please select the button labeled 'Detailed Instructions for Data Export/Import' below to obtain detailed information on how to prepare a CSV (comma separated values) file for import into the Tool.

If you have prepared a CSV file containing your company's carrier activity data, you may import the data file into the Tool by selecting the 'Select File' button to the right in order to find the appropriate file on your computer or network. Once you have specified your CSV file's location, select the 'Validate File' button below to check the file for proper format and content. Depending upon the size of the file this process may take several seconds. A progress bar indicates the percentage of your file that has been validated.

Once completed, the number of valid and invalid records will be shown on the screen, along with a description of errors and/or warnings associated with specific records at the bottom of the screen. After reviewing these messages, you may either update your CSV file offline and repeat the above steps, or continue and import the file into the Tool by selecting the 'Import File' button. A separate progress bar will indicate when your file import is complete. When finished importing, select the Next button to continue.

File Path:     [Detailed Instructions for Data Export/Import \(pdf\)](#)

Import Status		
Total Records	Valid Records	Invalid Records

File Path:     [Detailed Instructions for Data Export/Import \(pdf\)](#)

Import Status		
Total Records	Valid Records	Invalid Records
8	8	0

Validating Record 8 of 8  
100%



# SmartWay Performance Rankings



SmartWay provides standardized emission results and relative rankings for all SmartWay carriers at the fleet level

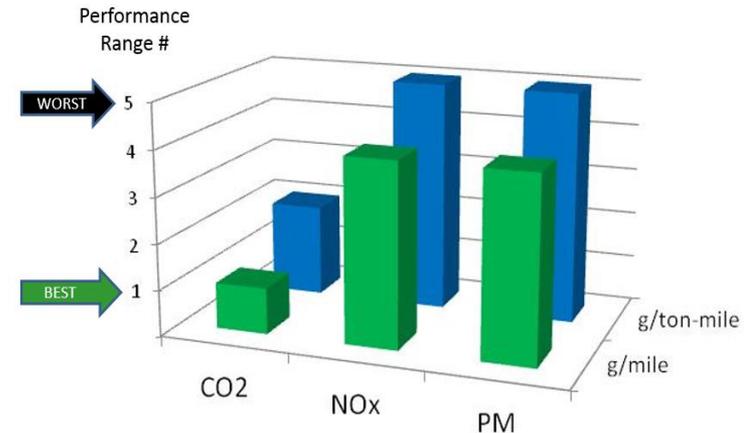
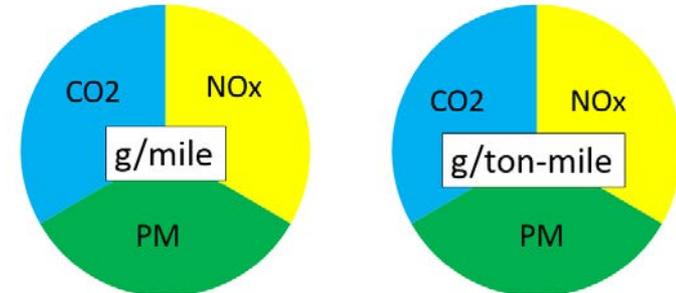
Carriers are categorized by type (such as truckload dry van, flatbed, or tanker) to insure an apples-to-apples comparison

Emissions: CO<sub>2</sub>, NO<sub>x</sub>, and PM

Metrics: grams/mile and grams/ton-mile

Within categories/emissions & metrics carriers are ranked on a 1-5 scale (1 being best)

The SmartWay system allows carriers to benchmark themselves and for logistics providers to see the relative performance of their carriers



# Understanding Logistics Emission Factors



**You are the weighted sum of all the fleets you use**

## The fleets you use

- Internal to your company
- Invisible to outsiders



**The fleets your  
customers see**

 The best way to improve your emission factor is to:

- Increase the % of your carriers that are registered SmartWay carriers: If some of your carriers are not SmartWay, encourage the ones you use the most to join first!
- Then use better performing SmartWay carriers (bin 1 is better than bin 2...)
- And lastly, use more efficient modes such as rail or barge

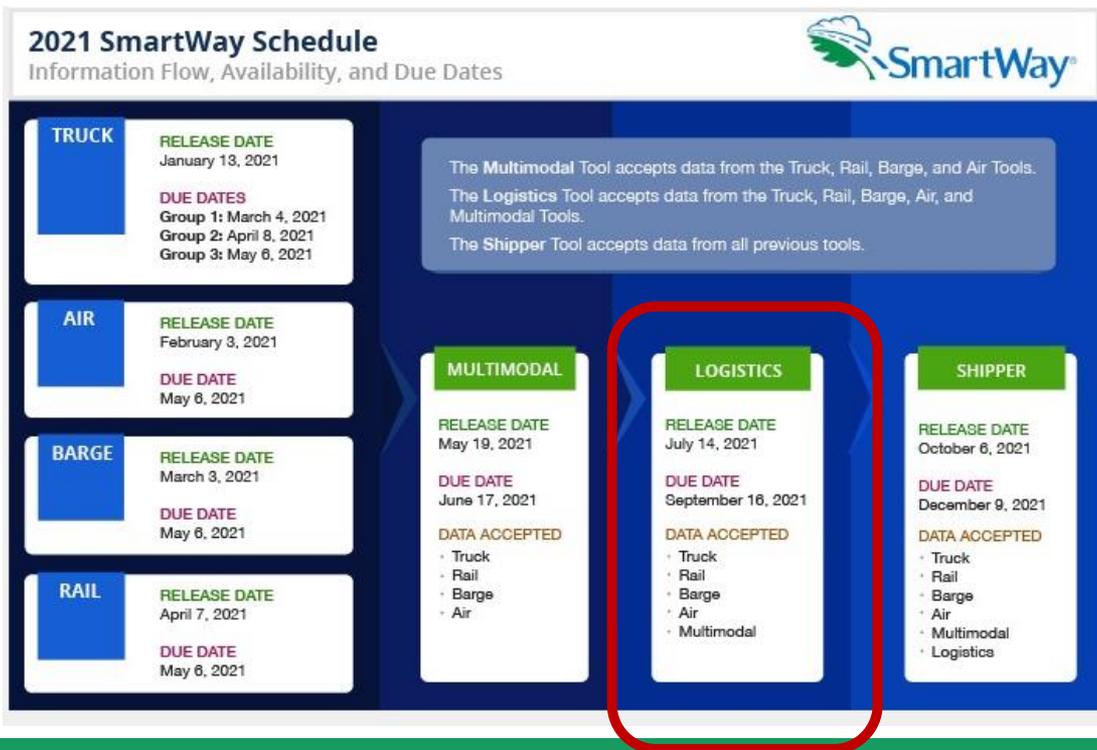
# Please Remember

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- 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
- Keeping all SmartWay tools in the same folder makes year-over-year comparisons easy
- It's pretty much the same year-to-year; i.e., data requirements don't change.
- SmartWay offers business intelligence – it's there for you to use for company
- 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!?**

# 2021 SmartWay Tool Schedule



# Thank you for your attention! Questions?

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

SmartWay Hotline: 734-214-4767

SmartWay email: [smartway\\_transport@epa.gov](mailto:smartway_transport@epa.gov)

