

The SmartWay Audience

EPA's SmartWay is a market-driven partnership to help businesses move goods in the cleanest, most efficient way possible. By providing a consistent set of tools and information needed to make informed transportation choices, SmartWay enables companies across the supply chain to exchange performance data in ways that protect the environment, enhance our nation's energy security and foster economic vitality. To encourage continued improvement, SmartWay provides incentives and recognition to top performers.

SmartWay Has Room for Everyone

The SmartWay Transport Partnership is a market-driven partnership to help businesses move goods in the cleanest, most efficient way possible. These businesses include all retailers, manufacturers, distributors, cargo owners and other shippers, as well as private fleets, commercial carriers, freight brokers and 3rd party logistics providers. All of our partners play an important role in the partnership process and benefit from their participation and commitment.

Our Diverse Partnership

To better understand the vast array of partner types within SmartWay, consult the chart below.

What do you do?	SmartWay Partner Category	Eligibility	Role in SmartWay
Retailer, manufacturer, food, beverage, consumer goods, pharmaceuticals, lumber/paper, chemical and petroleum, etc.	Shipper Partner	Contract the shipping of 95% or more of your freight with outside firms	Commit to ship more freight with more high performing SmartWay carriers. Encourage carriers and peers to register. Improve operational efficiency. Report freight activity annually.
Institutional receiver of procured goods, e.g., school, government, hospital, etc.,	Shipper Partner	Contract the shipping of 95% or more of your freight with outside firms	Commit to ship more freight with more high performing SmartWay carriers. Encourage carriers and peers to register. Improve operational efficiency. Report freight activity annually.
Any above that uses own private fleet (includes class 2 through class 8b trucks)	Truck Carrier Partner	Operate and manage or lease your own fleet and contract the shipping of 5% or less of your freight with outside firms	Commit to and demonstrate improved fleet efficiency. Encourage shipper clients and peers to register. Improve operational efficiency. Report freight activity annually.
Private Truck fleet (includes class 2 through class 8b trucks)	Truck Carrier Partner	See above	Commit to and demonstrate improved fleet efficiency. Encourage peers to register. Improve operational and fleet efficiency. Report freight activity annually.
Commercial, for-hire truck carrier (includes class 2 through class 8b trucks)	Truck Carrier Partner	Operate and manage or lease your own fleet and are hired by others to move their freight	Commit to and demonstrate improved fleet efficiency. Encourage shipper clients and peers to register. Improve operational efficiency. Report freight activity annually.

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Commercial for hire rail carrier (includes class 1 or short line)	Rail Carrier Partner	Operate and manage or lease your own rail line and are hired by others to move their freight	Commit to and demonstrate improved fleet efficiency. Encourage shipper clients and peers to register. Improve operational efficiency. Report freight activity annually.
Freight broker or forwarder, 3rd party logistics provider or non asset based carrier	Logistics Partner	Contract the shipping of more than 5% your freight with outside firms	Commit to and improve operational efficiency. Encourage shipper clients, contract carriers and peers to register. Report freight activity annually.
Private fleet combined with rail and logistics brokerage	Multi-modal Carrier	Operate your own managed fleet and contract the shipping of 5% or more of your freight with outside firms or more than 10% with rail	Commit to and improve operational efficiency. Encourage shipper clients, contract carriers and peers to register. Report freight activity annually.
Trade or professional association, non-profits, online retailer, truck stop, truck dealer	SmartWay Affiliate	See Affiliate agreement	Promote the goals of SmartWay and work to educate stakeholder community. Encourage members or stakeholders to register.
Technology vendors, for profit firms, others	SmartWay Community Member	All others	Promote the goals of SmartWay and work to educate stakeholder community.

