

Welcome to the SmartWay Webinar Series

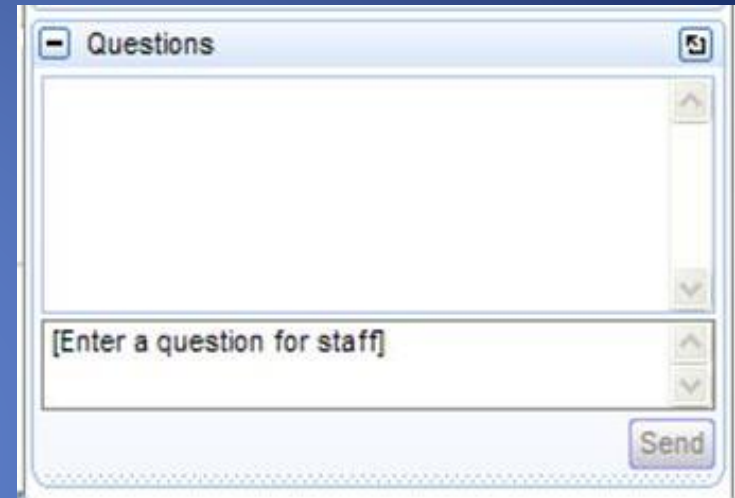
Today's webinar is:

***2017 SmartWay Logistics Company
Tool Demonstration***



Webinar Housekeeping

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

Webinar Housekeeping

The presentation will be available at:

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

Note: Today's webinar is being recorded.

Congratulations 2017 SmartWay Affiliate Honorees!

Read about the [outstanding work these Affiliates accomplished](#) in support of sustainable shipping.

2017 SMARTWAY AFFILIATE CHALLENGE



- 1
- 2
- 3
- 4



SmartWay Latest News

April 20, 2017--Read about how the [2017 SmartWay Affiliate Challenge Honorees](#) are encouraging efficient freight transportation.

[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](#)
- [Tools & Resources for Partners & Affiliates](#)

Use the SmartWay Brand

Upcoming Webinars & Events

- Education Webinar-5/17/2017:
 - [Livable Streets vs. Deliverable Streets](#)
- Tool Demo Webinar-5/24/27:
 - [2017 SmartWay Multimodal Tool Demonstration](#)
- *Freight Matters!* Webinar-6/14/2017:
 - [Boosting Freight Sustainability at Lower Costs](#)
- Tool Demo Webinar-6/15/2017:
 - [2017 SmartWay Air Tool Demonstration](#)

[More SmartWay webinars & events](#)

SmartWay home page
www.epa.gov/smartway

Select the "Past Webinars/Events" tab shown below.

Webinars are free: Please register promptly because registration may be closed to new attendees after 12:00 noon on the day of the webinar.

[Freight Matters! Webinar Series:](#) Hear from leaders in the industry about freight-related trends and issues that matter to your business

View SmartWay Webinars

Upcoming Webinars/Events

Past Webinars/Events

Suggest a Webinar Topic: If you would like to see a webinar about a particular topic, [email your idea](mailto:smartway_transport@epa.gov) (smartway_transport@epa.gov) with the subject line "SmartWay Webinar Suggestion."

[Event Type Legend](#)

↕ Type	↕ Date	↕ Event Name
Education Webinar	5/17/2017	Livable Streets vs. Deliverable Streets
Tool Demo Webinar	5/24/2017	2017 SmartWay Multimodal Tool Demonstration
Freight Matters Webinar	6/14/2017	Boosting Freight Sustainability at Lower Costs
Tool Demo Webinar	6/15/2017	2017 SmartWay Air Tool Demonstration

Presenter: Matthew Payne



Matt has worked at the US EPA for the past 27 years, and has been with SmartWay since its inception in 2001. He is the team lead for the SmartWay Data Development and Management team, which covers tool and database development/enhancement, program design, contract management, data collection and partner support. Matt's academic background consists of engineering, and political science degrees from Michigan State University  as well as an MBA and Systems Science degree from the University of Michigan. 

SmartWay Transport Partnership

Logistics Tool Webinar Presentation

Matthew Payne

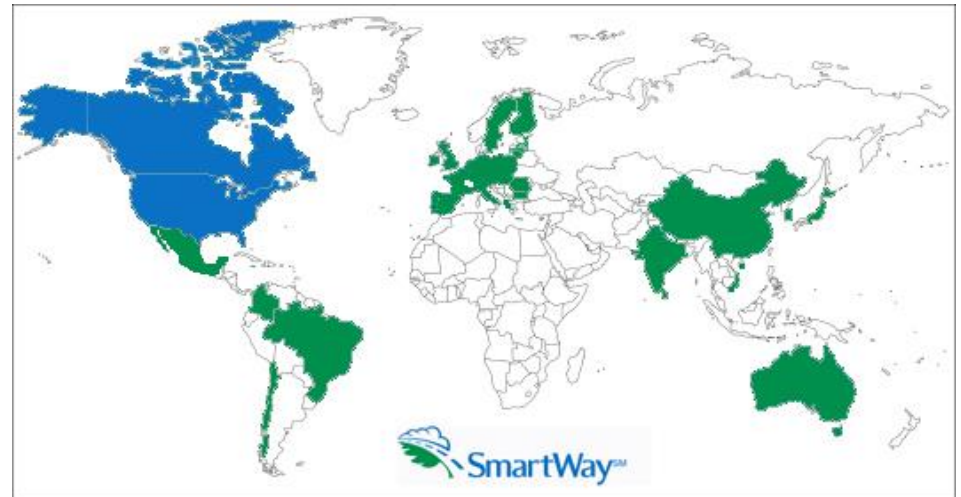
US Environmental Protection Agency

August 9, 2017



Background

- SmartWay was initiated as a voluntary market based program with members of the U.S. Freight industry in 2001.
 - Improve the reputation of the freight industry
 - Improve the efficiency and competitiveness of the freight industry
 - Reduce the release of harmful emissions
 - **Fuel Use = \$\$\$ = CO₂**



- In operation since 2004
 - Currently over 3000 Carriers and over 250 Shippers are members of SmartWay
 - SmartWay is the Global Standard in Freight Emissions Reporting
 - *Massachusetts Institute of Technology*

SmartWay is an Integrated System



- Carrier Data Collection Tools
 - Truck, Logistics, Barge, Rail, Air, Multimodal Suite
 - Ocean marine emission factors coming in 2018

SmartWay QA/QC and Benchmarking Process

- Provides benchmarking (6 emission metrics)

Shipper Tool

- Calculates carrier emission footprints for Shippers

SmartWay Website

- General: <https://www.epa.gov/smartway>
- Existing Logistics Partners: <https://www.epa.gov/smartway/smartway-logistics-company-partner-tools-and-resources>
- New Logistics Partners and Logistics Applicants: <https://www.epa.gov/smartway/become-smartway-logistics-company-partner>

SmartWay Welcome

SmartWay Data Year 2016 OMB 0662-0662 Expiration Date: 07/31/2017 (Revised 2014) Logistics United States Version 2.0.0.0 Released on: 07/08/2017

Welcome to the 2017 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 3.02 hours per response for initial registration, 2.06 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 48106, or the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington D.C.

ZOOM IN PRINT SCREENS QUIT NEXT

EPA SmartWay

Environmental Topics Laws & Regulations About EPA Search EPA.gov

Become a SmartWay Logistics Company Partner

On this page:

- Why SmartWay
- Benefits of Becoming a SmartWay Logistics Company Partner
- Join as a SmartWay Logistics Company Partner today

Why SmartWay?

As a company managing, brokering, or forwarding freight for clients, you play a central role in the supply chain. Your clients rely on you to provide reliable, cost-effective logistics solutions, while your carrier base and your fleet look to you to develop business opportunities that meet their needs. Your clients want you to help address growing demands to improve environmental performance and address environmental issues throughout the supply chain, gathering reliable and credible data to meet these needs can be a challenge.

SmartWay Logistics Company Partners can answer these challenges by providing clients the critical performance data they want and by building a stronger, higher-performing base of clients. SmartWay Logistics Company Partners assess the current environmental footprint of their carrier base and gain access to the data they need to reduce their impact. They help their carriers become more efficient in direct and measurable ways.

Benefits of Becoming a SmartWay Logistics Company Partner

As a logistics company, becoming a SmartWay Logistics Company Partner gives you a competitive advantage with your shippers and clients and gives you the resources to help your carriers reduce fuel use and increase efficiency. That's a winning situation for everyone.

Becoming a SmartWay Logistics Company Partner helps you achieve:

- **Credible efficiency tracking and sustainability accounting:** EPA's emissions calculating tools are the "gold standard" of fuel efficiency and sustainability accounting in the freight transportation sector, ensuring that your tracking efforts are consistent with industry best practices.
- **Personalized commitment:** Clients and customers are making more decisions based on companies' performance on environmental metrics that matter to them. Your participation in SmartWay quickly signals that you prioritize sustainability and efficiency and your performance data sets them know what you're accomplished.
- **Measurable results:** Track the metrics that matter most to your bottom line. By measuring and benchmarking efficiency performance, you see how you compare to your peers, as well as how your efforts affect results on a year-to-year basis. SmartWay provides reports that make it easy to show results.
- **Operational efficiencies:** You can't fix what you don't measure. SmartWay helps you identify inefficiency and waste that costs you money, and allows you to make strategic improvements year after year.
- **Sustainability investments:** Tap into industry expertise and best practices through expert webinars, meetings, and case studies.

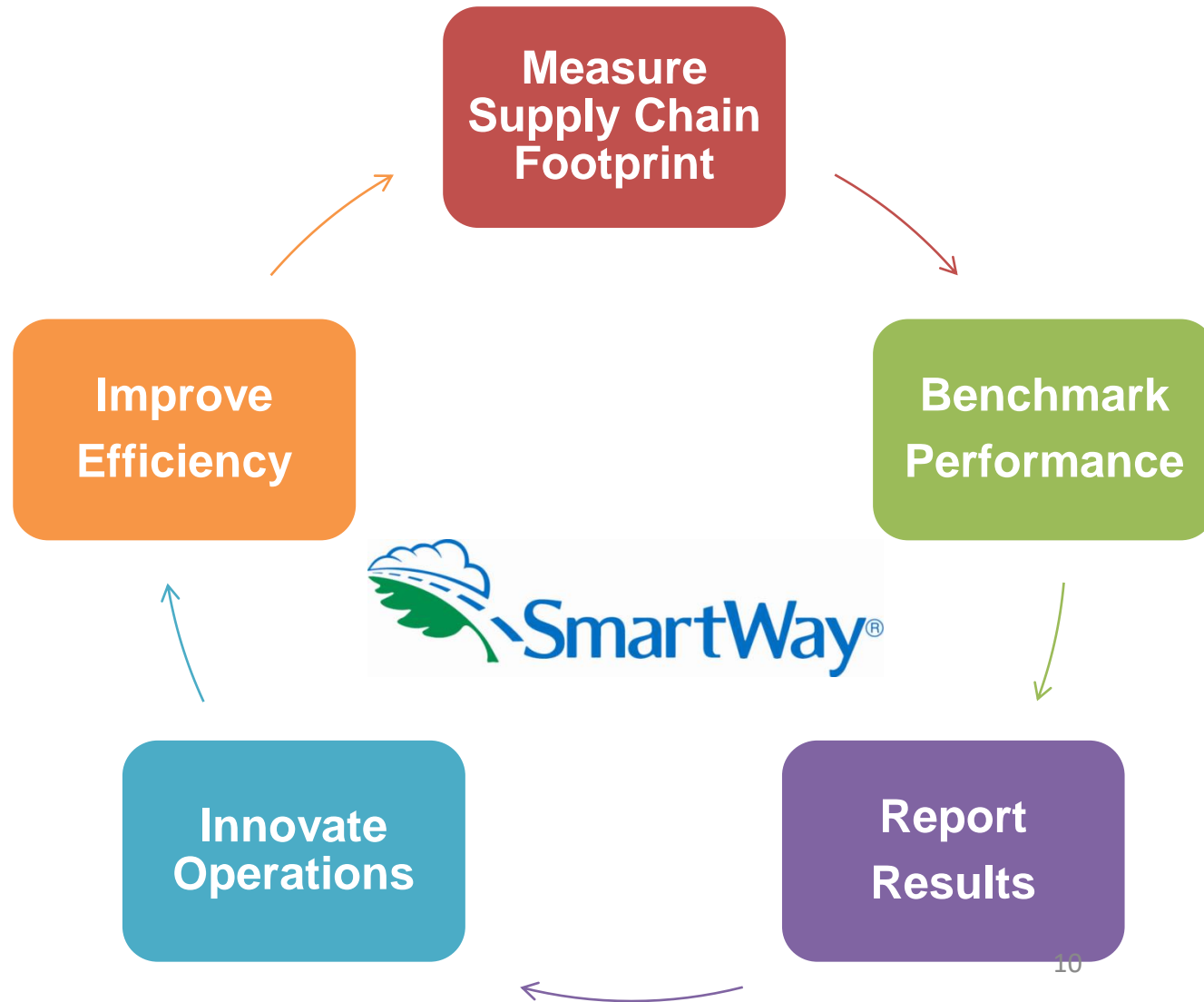
Partner Key Information

- [Join the SmartWay](#)
- [Business Model](#)
- [Data Quality Best Practices](#)
- [Data Use Best Practices](#)
- [Data Security](#)
- [SmartWay Tools](#)

Resources for Logistics Companies

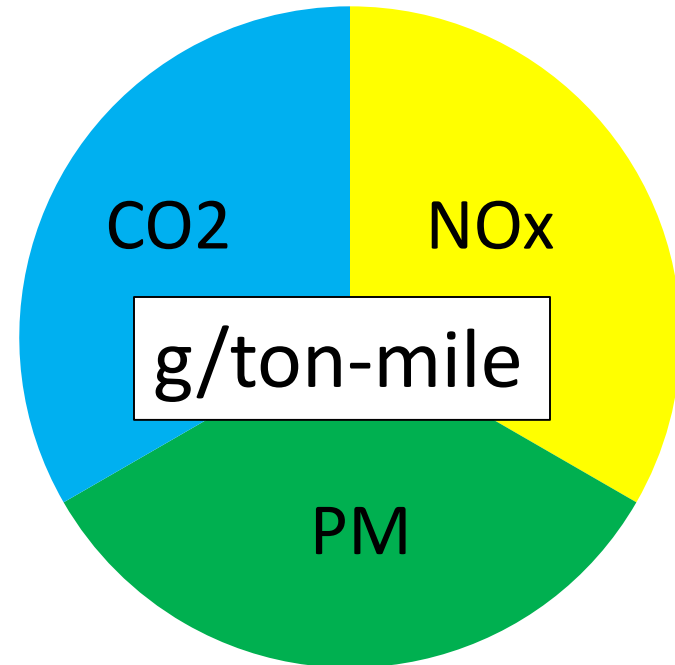
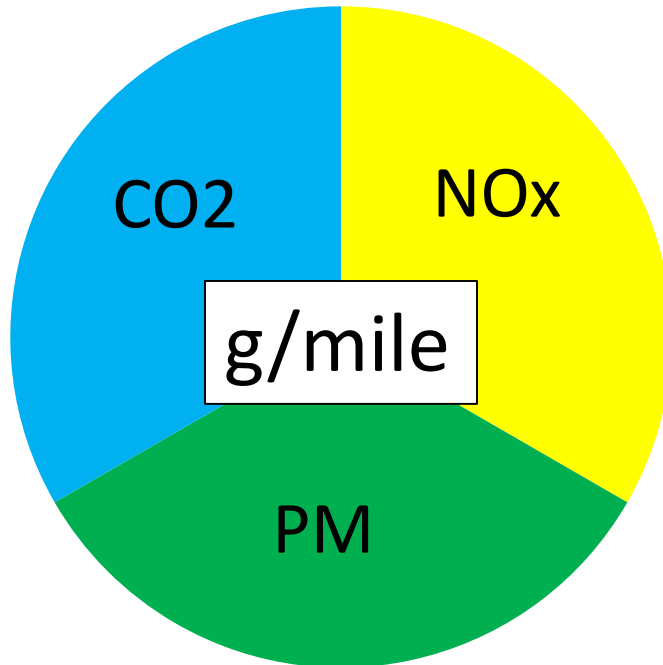
- [Logistics Data and Metrics](#)
- [Logistics Data and Metrics](#)
- [Logistics Data and Metrics](#)

SmartWay is continuous improvement for the Environment



SmartWay's 6 Public Emission Metrics

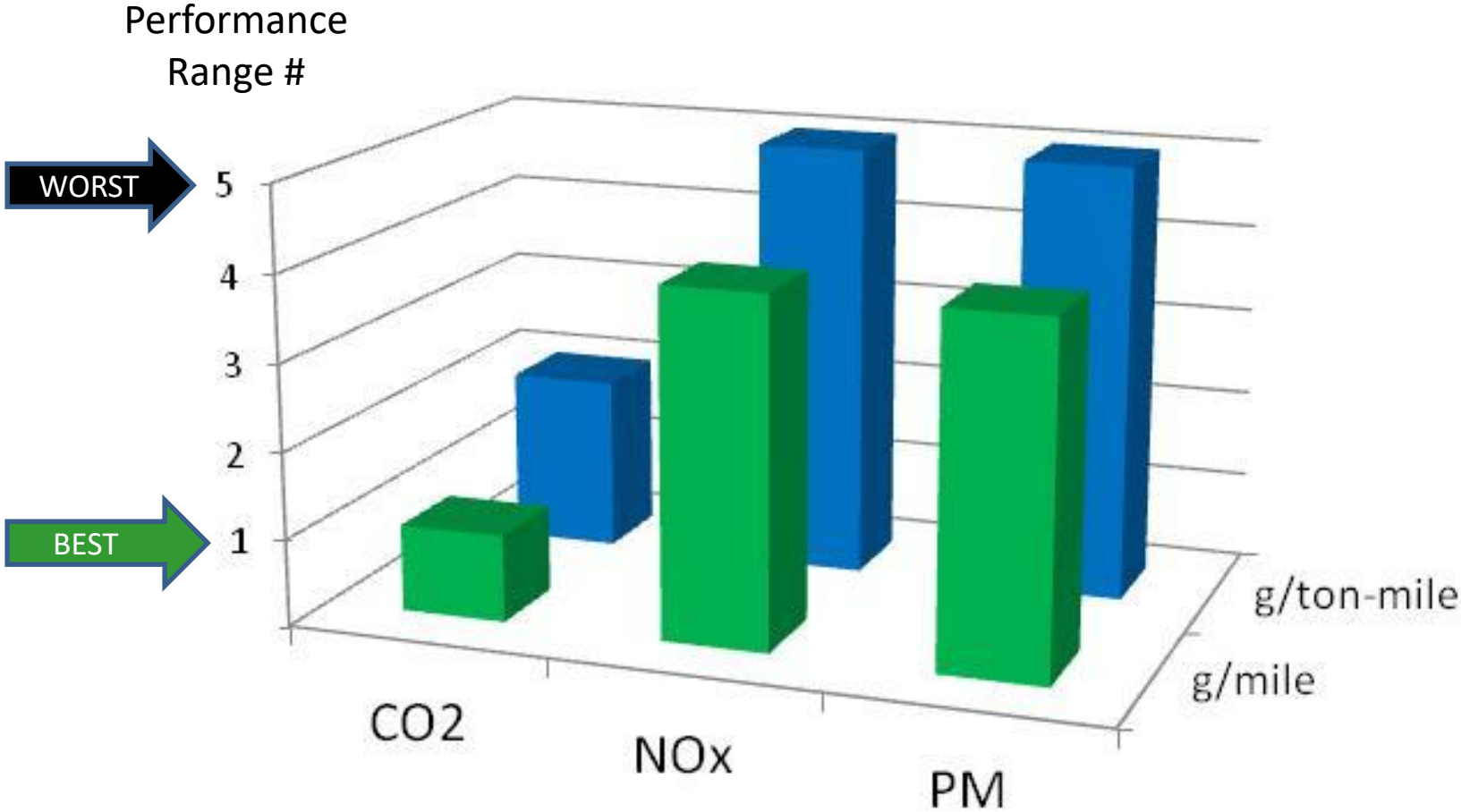
What do SmartWay metrics actually measure?



		g/mile Amount of pollution for every mile travelled	g/ton-mile Amount of pollution for every ton that travels one mile
CO2	A surrogate for fuel efficiency and global warming	Based on miles, fuel used	Based on miles, fuel used, average payload
NOx & PM	Essentially smog and soot, a health concern for drivers and people living near heavy truck traffic (rest stops and truck routes)	Based on age of trucks, class/size of trucks, highway versus urban driving, speed of urban driving, idling, and aftertreatment devices	Based on age of trucks, class/size of trucks, highway versus urban driving, speed of urban driving, idling, and aftertreatment devices, average payload

SmartWay Ranking System

Graphic Representation



SmartWay Performance Report for Carriers

(Public Data: What Your Customers Can See)

Performance Rankings		TRUCKLOAD/DRY VAN										OLD DATA		
CompanyDivisionName		Mode	SubMode	FleetTyp	SCAC	MCN	CO2 gm metric	NOx gm metri	PM10 gm metri	PM2.5 gm metric	CO2 gtm metric	NOx gtm metric	PM10 gtm metric	
8	101 Transport, Inc.	Truck	TL/Dry Van	For-Hire	OZOT	MC62589	1650	10.5	0.525	0.525	85	0.525	0.023	
9	1st Express Inc.	Truck	TL/Dry Van	For-Hire	FSEP	MC18144	1650	10.5	0.375	0.375	85	0.525	0.023	
10	24:7 Expedite, Inc.	Truck	TL/Dry Van	For-Hire	TWFJ	MC69067	1650	16.5	0.675	0.675	115	0.825	0.043	
11	3NT,LLC.	Truck	TL/Dry Van	For-Hire	THLL	MC71629	1650	4.5	0.075	0.075	75	0.225	0.003	
12	9108-1950 quebec inc dba Via Trans International	Truck	TL/Dry Van	Private	VTIL	MC47147	1750	4.5	0.075	0.075	115	0.375	0.003	
13	A & S Services Group, LLC	Truck	TL/Dry Van	For-Hire	ANSW	MC16416	1550	4.5	0.225	0.225	115	0.525	0.013	
14	A&M Transport, Inc.: Dry Van Division	Truck	TL/Dry Van	For-Hire	ALKM	MC21707	1750	10.5	0.375	0.375	85	0.525	0.023	
15	A.C.S. Logistics Transportation Inc.	Truck	TL/Dry Van	For-Hire	OFNS	MC54806	1550	7.5	0.375	0.375	115	0.825	0.033	
16	A.D. Transport Express, Inc.	Truck	TL/Dry Van	For-Hire	ADXR	MC19262	1550	7.5	0.225	0.225	85	0.375	0.013	
17	A.N. Webber, Inc.	Truck	TL/Dry Van	For-Hire	WANQ	MCN/A	1850	4.5	0.075	0.075	95	0.225	0.003	
18	A.R.D. Express, Inc.	Truck	TL/Dry Van	For-Hire	ARXK	MC58868	1650	10.5	0.525	0.525	85	0.525	0.023	
19	Abilene Motor Express, Inc.	Truck	TL/Dry Van	For-Hire	AEQC	MC33555	1850	4.5	0.075	0.075	115	0.225	0.003	
20	ABJ Express Inc	Truck	TL/Dry Van	For-Hire	ABJE	MC40915	1850	16.5	0.675	0.675	95	0.825	0.043	
21	AC Leasing Company Inc.: AC Trucking	Truck	TL/Dry Van	For-Hire	ACWH	MC15669	1650	7.5	0.375	0.375	85	0.375	0.023	
22	Accord Transportation Ltd.	Truck	TL/Dry Van	For-Hire	ACTL	MC22317	1550	10.5	0.375	0.375	75	0.225	0.013	
23	Adams Motor Express, Inc.	Truck	TL/Dry Van	For-Hire	ADX1	MC21001	1750	10.5	0.525	0.525	115	0.675	0.043	
24	Air Capitol Delivery & Warehouse LLC	Truck	TL/Dry Van	For-Hire	AQIR	MC38987	1850	10.5	0.525	0.525	115	0.675	0.043	
25	Air-Land Transport Services, Inc.	Truck	TL/Dry Van	For-Hire	APVC	MC24240	1650	7.5	0.225	0.225	85	0.375	0.013	
26	AIS	Truck	TL/Dry Van	For-Hire	AISB	MC54320	1750	16.5	0.675	0.675	75	0.825	0.033	

<https://www.epa.gov/smartway/smartway-carrier-performance-ranking>

How Do Shippers Use SmartWay Scores?



- Shippers have something called Corporate Social Responsibility Reporting...
 - They need to determine their emissions from many sources, and freight is one of these.
 - SmartWay provides a standardized way of calculating these emissions.
 - Without SmartWay, many shippers would be asking carriers for their information.
 - Shipper emissions show up on Shareholder reports, Social Responsibility Reports, Carbon Disclosure Reporting, Greenhouse Gas Protocol reporting, etc.
- Relating to SmartWay Carriers, some Shippers:
 - Require their carriers to be SmartWay.
 - Require their carriers to be certain bin levels within SmartWay (1 or 2).
 - Give preferential fuel surcharge rates to SmartWay carriers or high performing SmartWay carriers.
 - Give bonus points in bid proposals and carrier selection criteria.
 - Request carriers submit their SmartWay registration document with a bid.

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 fleet your customers see



Your Emission Factor=

$\sum_{k=1}^n \binom{n}{k}$ *Your carrier's emission factors* x % of the freight they haul for you

The best way to improve your emission factor is to use:

- More efficient modes (rail or barge)
- Then use 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...)

What Data Will I Need to Complete the Tool?

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

Input Carriers **Activity Data** **% SmartWay** **Data Display**

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 field and provide detailed information about the error/warning. Select a row number for information about errors/warnings for that particular row. You can also run this validation process by selecting the Validate Screen button at the bottom of the screen. A red highlight indicates that 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 to the next screen, by entering missing values (if applicable) or by double-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	A & C Transport LLC	Logistics		a - Ton-miles and Total miles	15,987,587	925,796	17.3
2	ARPCO Transport Services: Logistics Brokerage	Logistics		b - Ton-miles & Avg. Payload	32,569,874	1,696,348	19.2
3	Associated Freight Brokers, Inc.	Logistics		c - Total miles & Avg. Payload	48,750,859	2,389,748	20.4
4	Associated Global Systems, Inc.	Logistics		a - Ton-miles and Total miles	236,589,744	13,857,154	17.1
5	Atech Logistics, Inc.	Logistics		b - Ton-miles & Avg. Payload	82,547,967	3,949,663	20.9
6	Atlantic Logistics, Inc.	Logistics		c - Total miles & Avg. Payload	134,335,001	6,784,596	19.8
7	Atomic Transport, LLC: 3PL / Freight Broker	Logistics		a - Ton-miles and Total miles	8,574,967	508,478	16.9
8	Audit Logistics, LLC	Logistics		b - Ton-miles & Avg. Payload	36,287,496	1,823,492	19.9
9	AV Logistics, LLC	Logistics		c - Total miles & Avg. Payload	53,014,957	2,548,796	20.8
10	Avery Trucking Co Inc	Logistics		a - Ton-miles and Total miles	25,487,589	1,278,947	19.9

* 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: 881,661,557

Total Miles Total: 47,070,625

Weighted Average Payload: 18.9

** 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

BACK **SAVE** **HELP** **ZOOM IN** **PRINT SCREEN** **HOME** **VALIDATE SCREEN** **VIEW/ADD COMMENTS** **Screen Demo** **NEXT**

Page L-28

- Tons-miles, miles and possibly average payloads per carrier
- We provide four ways to input your data

What's New This Year?

What's New in This Version?

Version 2.0.16a of the Logistics Tool contains a number of updates and revisions to the prior version, 2.0.15. These updates have been implemented to enhance the usefulness and clarity of the Tool, and are summarized below:

- A note on new security warnings has been incorporated. Microsoft has instituted new security warnings that appear in some versions of Excel. The SmartWay files are still safe, and in the same format as previous years. Instructions are provided to navigate through the new Microsoft security warnings.
 - New SmartWay Categories have been added for Multimodal carriers: Surface, Surface-Air, Surface-Marine, and Surface-Air-Marine.
 - Additional validation checks have been added for Barge carrier product density and Surface-Air Multimodal carrier payloads.
 - Average carrier volumes have been added to the Input Summary reports.
 - A "save" option has been added to all reports to allow for exporting to Excel format.
 - Miscellaneous text and format updates for clarification.
-
- Short Story: Good News- Not much new from last year!

Review: Input Carriers

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				

- Manual Input (best for companies w/ <100 carriers)
- Data Import
 - 1: Export a Master CSV file and delete carriers you don't use
 2. Manually build a CSV file from Export Selected Carriers and modify it.
 - 3: Create a .csv from scratch (use the example Carrier CSV file as a starting point)
 4. Start with your CSV from last year and add or subtract carriers
- Instruction manual: <https://www.epa.gov/sites/production/files/2017-05/documents/420b17021.pdf>
- Carrier matching function
 - Best for companies with tens of thousands of carriers
 - Accessed in the SmartWay Partner Portal



2017 SmartWay Logistics, Multimodal, and Shipper Partner Tools: Guide to Importing Carrier Data Using the Outside Data Import Function U.S. Version 2.0.16 (Data Year 2016)



Review: Input Carriers

- 1. Export a Master CSV file and delete carriers you don't use
 - Good for a large number of carriers
 - Generate a CSV using the Export Master File
 - Open in Excel and delete carriers (rows) you don't use
 - Enter data for your carriers

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.

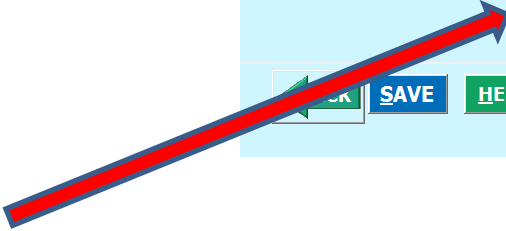
For the first and third options, you will be prompted to specify a file name (with a .csv extension) and a location where you can export the file. After selecting the appropriate button the export status bar will indicate when your export is complete. Both export options will provide a properly formatted 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](#)

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



Review: Input Carriers

- 2. Manually build a CSV 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

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.

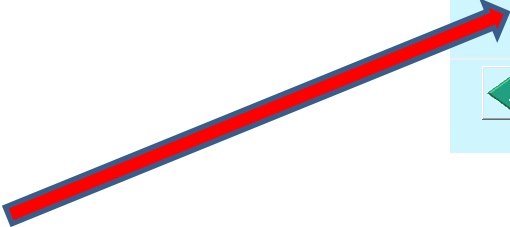
Select the button labeled 'Detailed Instructions for Data Export/Import' to go to the Tools and Resources Web page where you can download the "Guide to Importing Carrier Data Using the Outside Data Import Function" document for further information on how to prepare CSV files for importing SmartWay carriers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



Review: Input Carriers

- 3: Create a .csv from scratch (use the example Carrier CSV file as a starting point)
 - Create with your in-house IT system
 - Use an example CSV file as a template
 - Use the Carrier Matching Function to identify which of your carriers are SmartWay

	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 ¹⁸																		
14	> For Data Availability Options 'a', 'c', or 'd', enter total miles in column K. Maximum allowable value is 9.99 x 10 ¹⁸																		
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	MC995741	DOT29431	N/A											
46	36483	1st Choice	Logistics		FCOS	MC833561	DOT2423750												
47	36654	3 Rivers Lc	Logistics		TVQI	MC376181	DOT2225931												
48	38336	A & C Tran	Logistics		ACBB	MC415978	DOT22282	N/A											
49	36726	A.M. Tran:	Logistics		AMNO	MC224875	DOT22147	N/A											
50	36975	Ace Logist	Logistics		ACEI	MC411479		N/A											
51	36991	Adams Th	Logistics		AHWE	MC723939	DOT000000												
52	36267	Addison T	Logistics		AFDN	MC326834	DOT22235	N/A											
53	36281	ADM Logis	Logistics		ADOS	MC274764		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 Lc	Logistics		AKFO	MC684924	DOT244817												
58	36357	AGT Globa	Logistics		AGSK	MC557088	DOT22361	N/A											
59	36534	Airways F	Logistics		AFRG	MC288078	DOT2217112												

Review: Input Carriers

- 4. 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 from last year
 - 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	T
1	SELECTED CARRIER EXPORT FILE																			
2																				
3	Carrier Data File Input Instructions																			
4																				
5	Do not modify columns A - H																			
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 ¹⁸																			
14	> For Data Availability Options 'a', 'c', or 'd', enter total miles in column K. Maximum allowable value is 9.99 x 10 ¹⁸																			
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	
23	38336	A & C Trar	Logistics	ACBB	MC415978	DOT228229			a	15987587	925796	17.3								
24	36710	ARPCO Tr	Logistics	AAEG	MC184639	DOT922234			b	32569874	1696348	19.2								
25	37124	Associate	Logistics	AFBS	MC214286	DOT2214335			c	48750859	2389748	20.4								
26	36878	Associate	Logistics	ASAF,ASG	MC151219	DOT24042			a	2.37E+08	13857154	17.1								
27	36797	Atech Log	Logistics	APKI	MC437810	DOT1047145			b	82547967	3949663	20.9								
28	36904	Atlantic L	Logistics	AQGC	MC397574	DOT2227192			c	1.34E+08	6784596	19.8								
29	40057	Atomic Tr	Logistics	ATYL	MC657583	DOT2243043			a	8574967	508478	16.9								
30	36755	Audit Log	Logistics	N/A	MC433634	DOT2229343			b	36287496	1823492	19.9								
31	36656	AV Logisti	Logistics	AVOG	MC414502				c	53014957	2548796	20.8								
32	36237	Avery Tru	Logistics	AVYT	MC241978	DOT2294564			a	25487589	1278947	19.9								
33	36844	Axle Logis	Logistics	AXLL	MC765587	DOT2253967			b	36957848	2186855	16.9								
34	39245	Meiborg II	Truck	TL/Dry Vai	MEBR	MC200038	DOT190639		c	55890991	3268479	17.1								
35	-2	non-Smar	Logistics						a	47231460	2544784	18.56								
36	-55	non-Smar	Truck						a	3356658	199478	16.83								
37	-62	non-Smar	Truck						b	33965877	1523133	22.3								
38	36955	XPO Last H	Logistics	THPW		DOT281716			c	30112682	1584878	19								

Review: Carrier Matching

- In Carrier Matching, you can add your own unique identification data to your carriers that will carry over to next year (for carriers that use a unique carrier code instead of standard SCAC or MCN or DOT numbers)
- Note: Carrier matching is not a “Hail Mary” pass to the endzone, but rather a series of first downs to narrow down and help match your carriers.

Ryder Supply Chain Solutions



The display below is a clone of the Partner Portal that this partner sees when they log in to it. The reason this clone exists is to help PAMs provide assistance to their partners when they have questions or problems accessing the portal.

The SmartWay Portal

The SmartWay Portal is a resource for SmartWay Partners and eligible companies that are interested in partnering up with SmartWay. The portal options that are listed below reflect what type of partner/prospect you are (e.g., a Truck Carrier), as well as whether you are working with the US Environment Protection Agency or Natural Resources Canada. For example, partners can use this portal to obtain their SmartWay Registration document and SmartWay Logo files. Partners and prospects who are either Logistics Carriers or Shippers can use the Carrier Matching function to assist them in filling out their tools. If you have any questions, please contact your SmartWay Partner Account Manager or SmartWay recruiter.

- [SmartWay Registration Document](#)
- [SmartWay Partner Logo Resources](#)
- [Sample SmartWay Partner Press Release \(docx\)](#)
- [SmartWay Carrier Matching](#)



Ryder Supply Chain Solutions

SmartWay Carrier Matching

The Carrier Matching function allows partners to match their carrier lists from their in-house system with the data submitted by current SmartWay carriers. Matching carrier lists will make it easier for partners with a large number of carriers to quickly and accurately complete their SmartWay Tool. Select the options below to match your carriers.

A note about performance: a file of about 2,500 carriers with 4 identification fields took approximately a minute to process. The more identification fields you have the greater the time it takes to perform the automated matching function. It is strongly recommended that you do not include identification fields that do not add value to finding your carriers in the SmartWay database, and only include 'real' values for identification. For example, you should not put 'n/a' in fields for which you don't have a real value.

1. [How to use the SmartWay Carrier Matching Function](#)
2. [Upload Your Carrier Data](#)
3. [Find Your Carriers in the SmartWay Database](#)
4. [Send Emails to Your Carriers \(coming soon\)](#)
5. [Create a Carrier CSV file for Importing into your SmartWay Tool](#)
6. [Delete Your Carrier data from the Carrier Matching Function](#)

- [Example CSV File](#)
- [Starter CSV File](#)

Review: Carrier Matching

Ryder Supply Chain Solutions

Upload Your Carrier Data

Use the 'Choose File' button to locate and select the carrier file containing your carrier activity and identification information. This carrier file needs to be in a specific format. This format is described in the How to use the Carrier Matching Function. Once this file has been selected an 'Upload File' button will appear which you will use to upload your data so it can be matched with the SmartWay submissions sent in by your carriers.

NOTE: the data in this file is NOT reported to SmartWay. It is saved within the Partner Portal while your carrier data is matched with the SmartWay carrier submissions. This matching makes it easier for you to identify SmartWay carriers and report their information in your SmartWay Tool.

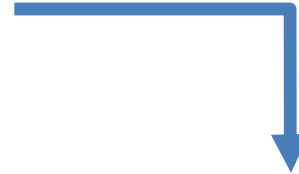
Data Year:

2016 ▾

Locate Carrier Data file to upload:

Browse...

CLOSE



Ryder Supply Chain Solutions

Find Your Carriers in the SmartWay Database

The table below shows the Match Results and Carrier Status for your carriers. Select the value in the Match Results column to see more details of the automated search results, or to change the Match Results when the results are incorrect. You can filter the list by using the options below. If any of your carriers are 'Not Found' you can click on the phrase 'Not Found' to perform additional searches for that carrier's submission in the SmartWay database.

You can use the 'Rerun' button to rerun the automated matching function. Carrier matches confirmed by you will remain 'confirmed' unless that carrier entry is removed from the SmartWay database.

Filter Options:

Match Results

All Results ▾

Reporting Status

All Status ▾

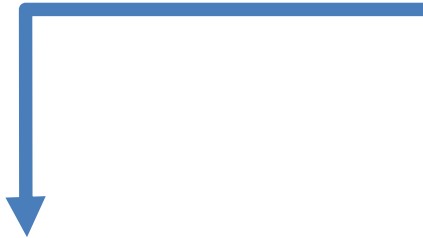
Filter

You have 1390 carriers that meet your current filtering options. Displaying 1 – 25.

BACK

NEXT

Match Results	Reporting Status	Your Mode	Your Carrier Name	Your ID#1	Your ID#2	Your ID#3	Your SCAC	Your MCN	Your DOT	Your Street Address	Your City	Your State/Province	Your Zip Code	Your Phone Number
---------------	------------------	-----------	-------------------	-----------	-----------	-----------	-----------	----------	----------	---------------------	-----------	---------------------	---------------	-------------------



Ryder Supply Chain Solutions

Create a Carrier CSV file for Importing into your SmartWay Tool

Use this page to export your carriers to a Carrier CSV file which you can then import into your SmartWay Tool. This CSV file will be identical to the CSV file you uploaded into the Partner Portal with two exceptions:

- SmartWay carriers with an approved submission will have their SmartWay carrier ID added to their row. Having the correct SmartWay Carrier ID will alleviate the need for you to search for and select your SmartWay carriers in the Tool.
- SmartWay carriers without an approved submission, SmartWay carriers who have not reported, and non-SmartWay carriers will be grouped together into non-SmartWay carrier rows by mode.

Note: It is strongly suggested that you do not overwrite your original CSV file. SmartWay suggests that you save both the original input CSV file and the exported CSV separately.

Matching Results Summary

Review: Managing SmartWay Data Requirements

- It's pretty much the same year-to-year; i.e., data requirements don't change.
- Develop a good record keeping system.
- Develop an “information funnel.”
 - Develop standardized reports or file formats for people to send you data.
 - SmartWay has data sheets you can use as templates.
- A lot of the data SmartWay requires is data that is good for you to track for your bottom line.
- Data is power – use data reporting to improve your bottom line – and your position in the company. SmartWay is okay being the “bad guy” – get the data and use it.
- Invest in Big Data. Companies are gaining competitive advantage through the use of big data. SmartWay reporting should be a small component of your overall data handling capabilities.
- Consultants are available to assist you.
- Your Partner Account Manager can help you think of strategies to improve your data.

Thank you for you attention

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

SmartWay Hotline: 734-214-4767

SmartWay email: smartway_transport@epa.gov

