

# MYTHBUSTERS



# Dispelling the Myths of Intermodal Trucking

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# MYTH OF CHASSIS DIVESTMENT

- ▶ Ocean carriers are NOT divested of chassis
  - ▶ Some customers. Some markets. Sometimes.
- ▶ Requirements are varied and confusing
- ▶ Providers are numerous
  - ▶ BACP, DCLI, TRAC, Bridge, Matson, Evergreen, China Shipping, Consortium Partners/Pools
- ▶ Inherent inefficiencies
  - ▶ Inventories are not where needed
  - ▶ Drivers doing the run around



# MYTH OF FOOD GRADE EQUIPMENT

- ▶ It does NOT exist
- ▶ Containers used to cycle out every 10-15 years – now every 15-20 years
- ▶ Equipment is wearing out
  - ▶ Weak floors. Smelly. Rust. Holes.
- ▶ There is no easy way to inspect containers
- ▶ Driver allowed 1-2 rejects
  - ▶ Then he must take whatever is on his chassis



# MYTH OF CONTAINER AVAILABILITY

- ▶ If we say it's not available, it's NOT available
- ▶ Exports
  - ▶ “My system shows there are 50 available”
  - ▶ “Have your driver wait for a return”
- ▶ Imports
  - ▶ May show as available and cleared
  - ▶ 5D...ship/yard...no appointments...lost



# MYTH OF GATE HOURS



- ▶ Gate hours are NOT operating hours
- ▶ Terminal operators constricted by labor's contractual working hours and OT pay
- ▶ Their goal is to get all drivers served and off dock by quitting time to avoid OT
  - ▶ Restrict transactions 2 hours prior to closing
- ▶ Our goal is to get drivers in/out of the terminal as many times as possible
  - ▶ Need flexibility for transactions near closing



# MYTH OF SERVICE

- ▶ Service is NO longer a priority

Low Rates

Reduce  
Costs

Terminals  
Bare Bones

Throughput  
Suffers

Drivers Sit



# MYTH OF THE MIRACLE CALL

- ▶ There is **NO** magic phone number to call
  - ▶ The skies do not part
  - ▶ There is no beam of light
  - ▶ The container is not lifted
  - ▶ Driver not miraculously lifted
- ▶ Terminal operators do check on the driver and reposition equipment and labor if able





# MYTH OF THE 45 MINUTE TURN TIME

- ▶ There is NO such thing
- ▶ Average all transactions
  - ▶ Bridge moves. Bare chassis. Empty repos. One stops. Loads. Empties.
- ▶ Average for “true” transactions different
  - ▶ Import loads 3-5 hours
  - ▶ Export loads 2 hours
  - ▶ Empties 2 hours



Thank you...questions?

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