HANTHOUSTERS



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 I-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





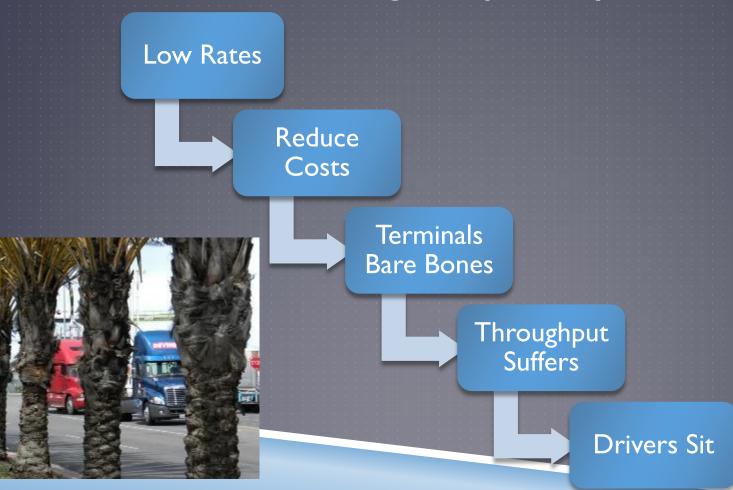
MYTH OF GATE HOURS

- ► 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

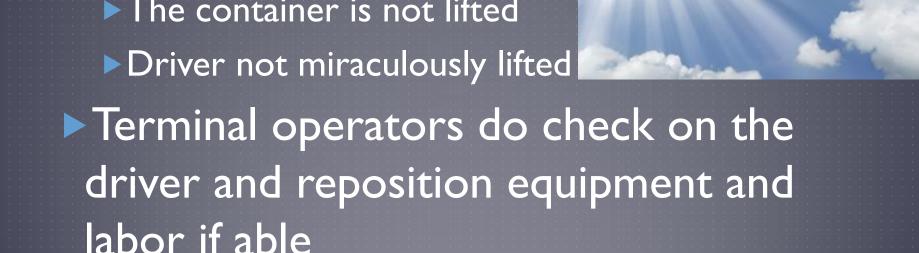




MYTH OF THE MIRACLE CALL

- ▶ There is NO magic phone number to call
 - ▶ The skies do not part
 - There is no beam of light
 - ▶ The container is not lifted

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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