

Welcome to the Chassis Business...

One of the biggest challenges facing our industry



We are getting out of the chassis business...



And they said don't make a mess...



Who needs wheels???



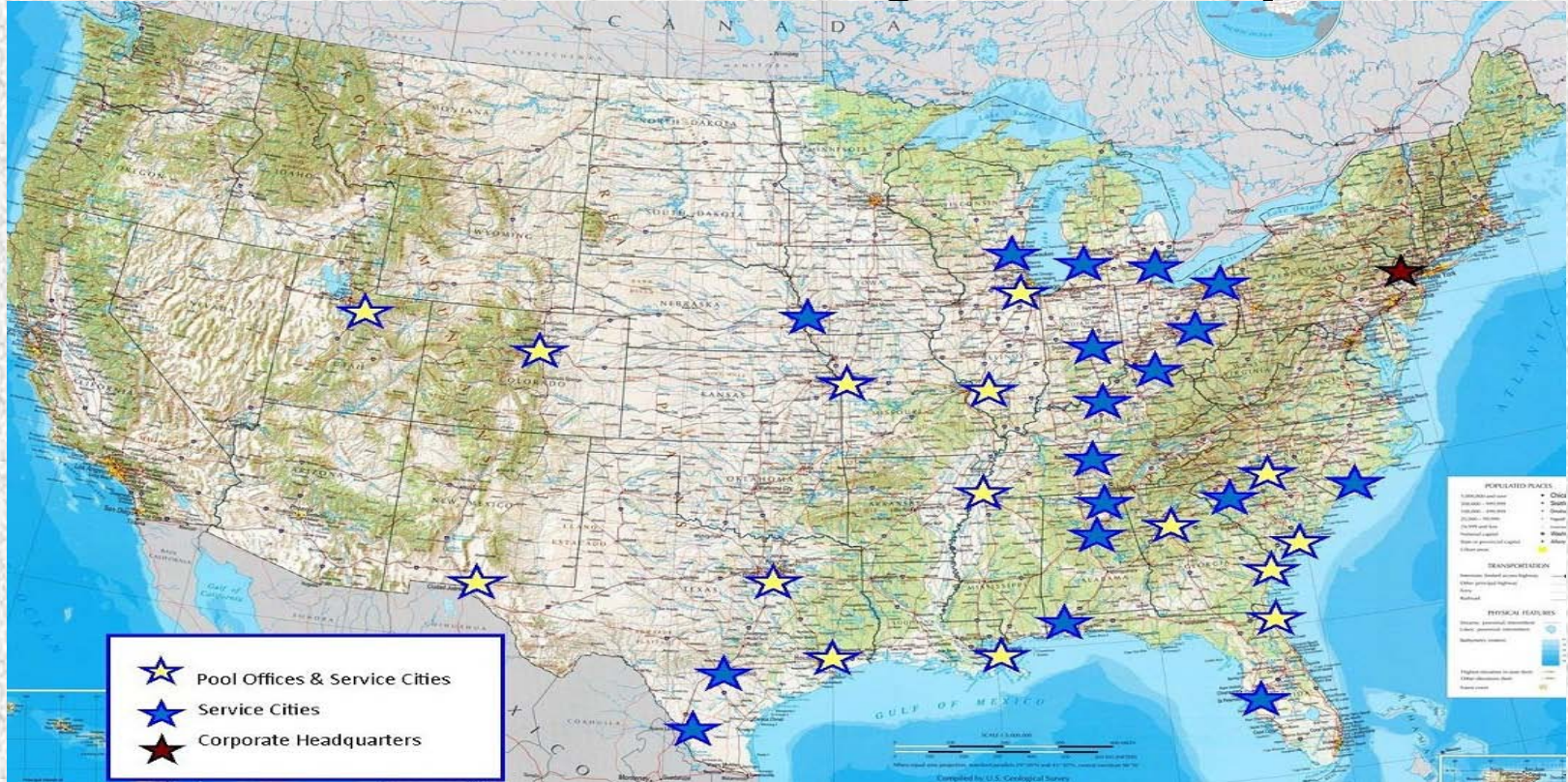
We Need Wheels....

Top 10 Challenges in the Chassis Business

1. Cost: Who is going to pay?
2. Imbalance of equipment
3. Shortages
4. Safety of equipment
5. Carrier inconsistencies
6. Process by US ports vary
7. Repositioning cost
8. Maintenance and Repair
9. Accounting and Auditing
10. Fair Choice of Service Provider



Largest Management of Chassis in the United States : Consolidated Chassis Management: Grey Pools



- [Chicago & Ohio Valley Consolidated \(COCP\)](#)
- [Denver Consolidated \(DCCP\)](#)
- [Gulf Consolidated \(GCCP\)](#)
- [Mid-South Consolidated \(MCCP\)](#)
- [Midwest Consolidated \(MWCP\)](#)
- [South Atlantic Consolidated \(SACP\)](#)

What do we need from our Chassis Pool Managers?

Consolidated Chassis Management of Grey Pools

Availability & Quality – CCM is dedicated to provide quality chassis that are available when and where needed by its user community.

Competition – CCM will design its product to promote competition and support multiple contribution models.

Fairness - CCM is committed to fairly balancing its diverse stakeholder needs.

Low-Cost – CCM’s focus will be to run its pools at the lowest possible operating and administrative cost.

Non-Profit – CCM will operate on a “cost pass-through” basis and not add a profit margin to its operations.



North American Chassis Pool Corporative (NACPC)



CALIFORNIA MULTIMODAL, LLC



CONTAINERPORT GROUP, INC.



DEVINE & SON TRUCKING CO., INC.



EAGLE SYSTEMS, INC.



EVANS NETWORK OF COMPANIES



G&P TRUCKING COMPANY, INC.



INTERMODAL CARTAGE CO., INC.



RELIABLE TRANSPORTATION SPECIALISTS, INC.



TCW



TRI-MODAL DISTRIBUTION SERVICES, INC.



FARRUGGIO'S EXPRESS



TRIPLE G EXPRESS, INC.

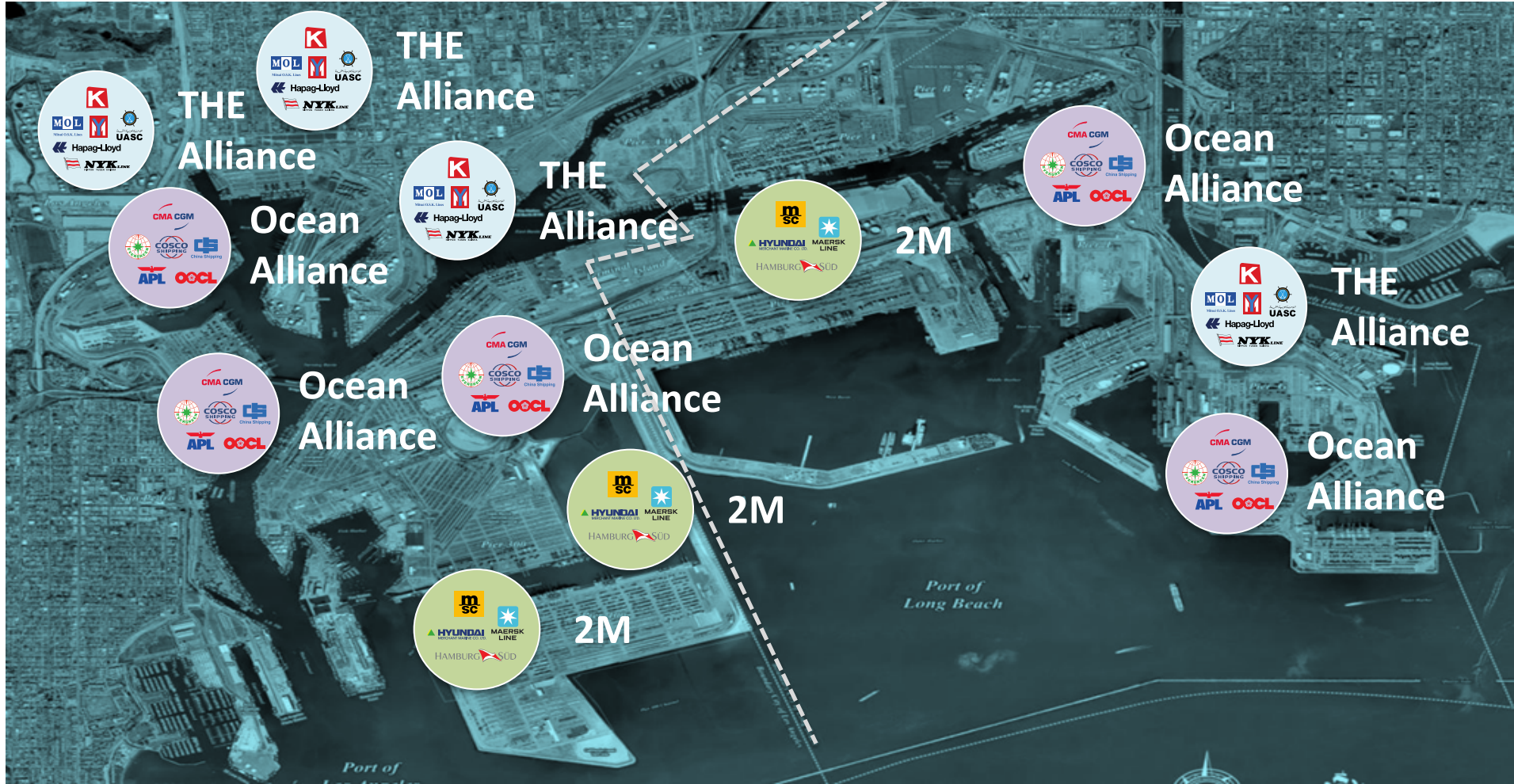
Mission – to establish an effective chassis supply utility that will be implemented on a national basis to support the U.S. intermodal container network with efficient chassis supplies, a modernized chassis fleet and a transparent set of economics and terms of use that will benefit all users.



Chassis imbalance servicing 13 terminals, different alliances, different string rotation

PIER A
SM Line

PIER C
MATSON

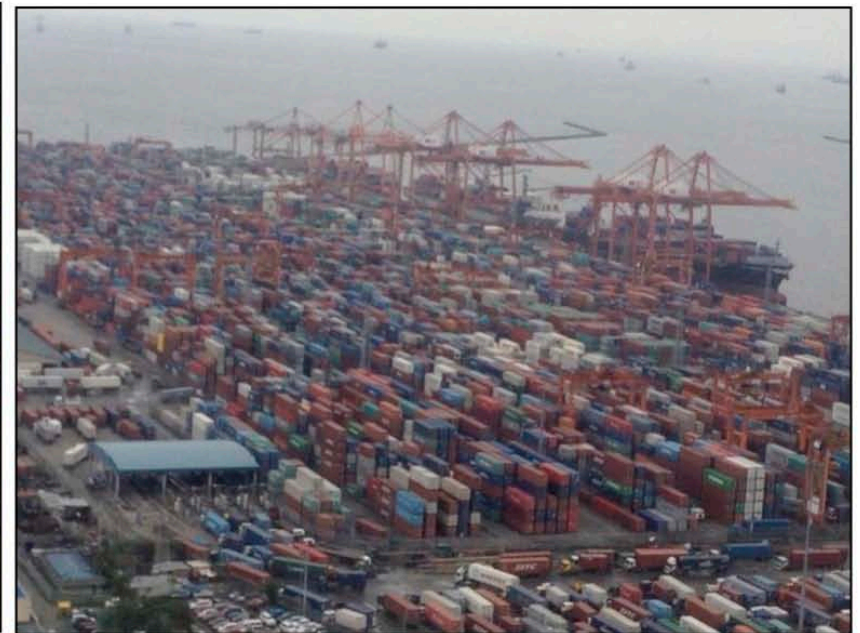


Quality Chassis in the Right Place at the Right Time are Critical to Fluid Movement

Before Congestion



After Congestion



Consequences of Congestion to our Truckers.....

- Missed Appointments
Translation....
NO PAY
- Gate Congestion
NO PAY
- No Return of chassis at a different location
NO PAY

**End result: NO Drivers
NO DELIVERY!!!**



Consequences to our Shippers....

- Missed Appointments
Translation....

MISSED SALES

- Gate congestion
Translation

MISSED SALES

- Split chassis fees

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- Dry Runs

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We have identified the challenges: What's the Solution

- Carriers have gotten out of the chassis business, so stay the course (Conventional Carrier Chassis Model is Gone!)
- Grey chassis Pools and managers must continue to hold true to their industry mission statements:
 - Available & Quality Chassis'
 - Fair and Competitive Environment for Chassis Leasing Providers
- Motor Carrier Chassis Model
- Private Fleet

the **BOTTOM** LINE

DO NOT TAKE THE CHASSIS FOR GRANTED!

Ask yourself:

Am I getting.....

**Quality, Availability, Fair and Competitive
Chassis Pricing???**

THANK YOU!!!

