

Agriculture Transportation Coalition

"The principal voice of agriculture in U.S. transportation policy"

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Chassis..Sorting through the Mess!

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SEVERAL HATS TODAY



- ✘ Chairman and President North American Chassis Pool Cooperative (NACPC)
- ✘ President of TCW
- ✘ 1st Vice Chairman of American Trucking Association



MESSY CHASSIS EVOLUTION

- ✘ Carrier Haulage
- ✘ Merchant Haulage
- ✘ Merchant Haulage Exception

COMPLICATION – NO SINGLE SOLUTION

- ✘ Trucker owned/leased
- ✘ Shipper owned/leased
- ✘ Gray pools of chassis

BASIC COMMON SENSE REQUIREMENTS FOR CHASSIS

- ✘ Viewed as a utility
- ✘ Modernized – mirror OTR product
- ✘ Available when and where needed
- ✘ Payer selects provider
- ✘ User interests are aligned

MOTOR CARRIER CHASSIS COOPERATIVE RESPONSE

- ✘ STB “pooling” authority
- ✘ At Cost Model
- ✘ Modernized chassis – ABS, radial tires, LED lights
- ✘ Adequate supply when and where needed

SO WHAT'S THERE TO FIGHT ABOUT?



CHOICE!!!!!!!!!!

CHOICE!!!!!!!!!!



CHOICE !!!!!!!!

- ✘ Steamship lines have financial incentive from leasing companies to deny choice
- ✘ Choice is the antidote.
- ✘ Payer must be able to select chassis provider

SOLUTION / ACTION PLAN

- ✘ Education, like today
- ✘ When paying for chassis, insist on CHOICE.
- ✘ When choosing insist on:
 - + Modernized chassis
 - + UIIA
 - + Adequate supply when and where needed
 - + Transparent pricing insuring no subsidy to SSL
 - + Gray pools

YOU PAY. YOU CHOOSE CHASSIS PROVIDER!!!

QUESTIONS ??????????????

