



REGIONAL EXPERTISE, NATIONAL SCOPE.

**WHERE
DRAYAGE
IS GOING**

IMC Logistics

The Power of
Choice

May 2024

Chassis Supply

Did the ocean carriers ever really get out of the chassis supply business?

2009

- MESC (Maersk) transitions to DCLI
- Truck Carrier owned chassis equals 3% of market

- Other Carriers begin selling chassis assets to IEP's and 'exiting' chassis provisioning
- Chassis pooling increases:
 - CCM, Metro, POP, HRCP

2010-2016

2017-2023

- Ocean Carriers increase chassis provisioning back into service contracts
- Box-Rules become more and more prevalent
- Chassis Choice is restricted

- FMC ruling against Box-Rules.
- Trucker Carrier owned chassis equals 15%

2024

Choice



Innovation

Visibility to where chassis are and how many are available in a market and terminal



Rail Terminals

Creating interoperable pools at each intermodal rail ramp or better yet.....
GO GROUNDED.



Condition

Choice increases competition driving improved chassis conditions and innovations.



Truck Owned

Increased Trucker owned assets drives increased chassis utilization and safety.



Market Forces

Option to use any chassis (including their own) increases efficiency = Decreased costs and increased reliability



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