



Inland Load Points – Essential for Ag Exports

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Tacoma, Washington

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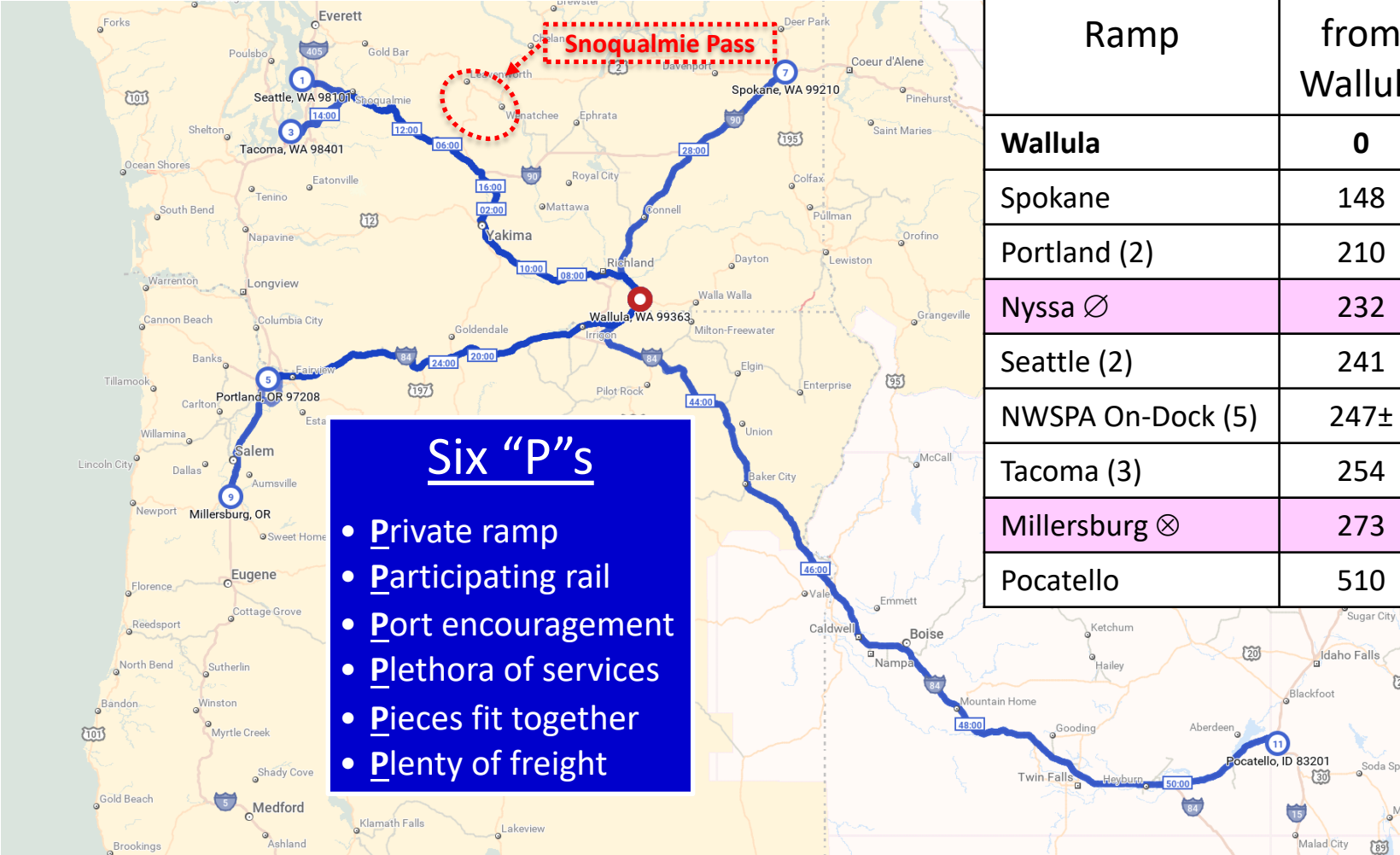
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A New Intermodal Terminal Model

- A new model (1 out of 17 regional ramps)

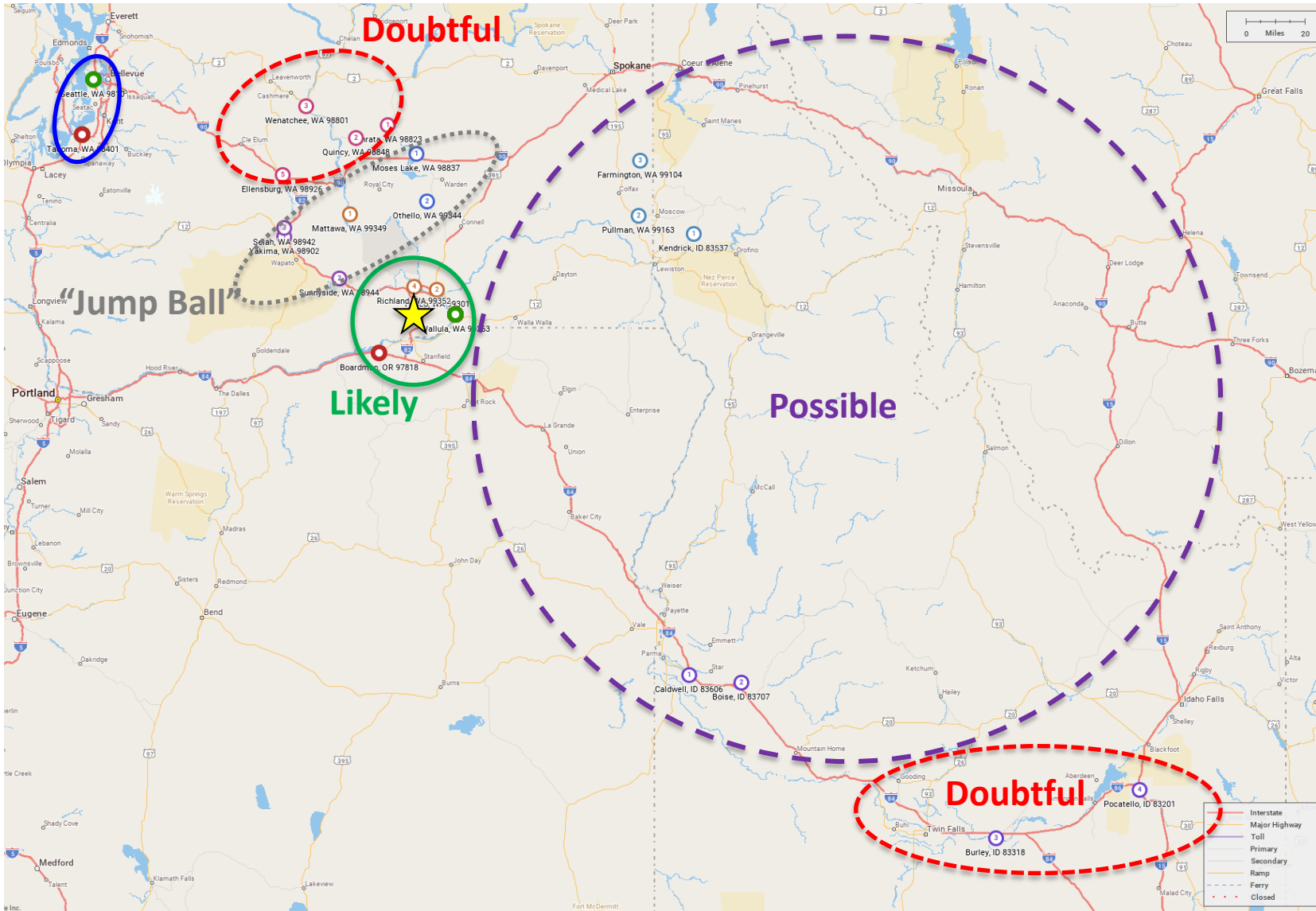


Ramp	Miles from Wallula	Service and Equipment	
Wallula	0	East & West	Domestic & ISO
Spokane	148	East	Domestic
Portland (2)	210	East	Domestic
Nyssa ∅	232	West	Domestic
Seattle (2)	241	East	Domestic & ISO
NWSPA On-Dock (5)	247±	East	ISO
Tacoma (3)	254	East	Domestic & ISO
Millersburg ⊗	273	West	ISO
Pocatello	510	West	ISO

Seventh "P"

- Possible elsewhere

Market Scope – The Intermodal “Possible”



- Traditional rules of intermodal competitiveness apply
 - No reverse circuitry
 - On-dock obviates one drayage leg

Market Scope – Beyond the Intermodal “Possible”



The Supply Chain World is Changing



Imports

- The straw that stirs the drink



Exports

- The red-headed step child



Change

- "What once was is no more"

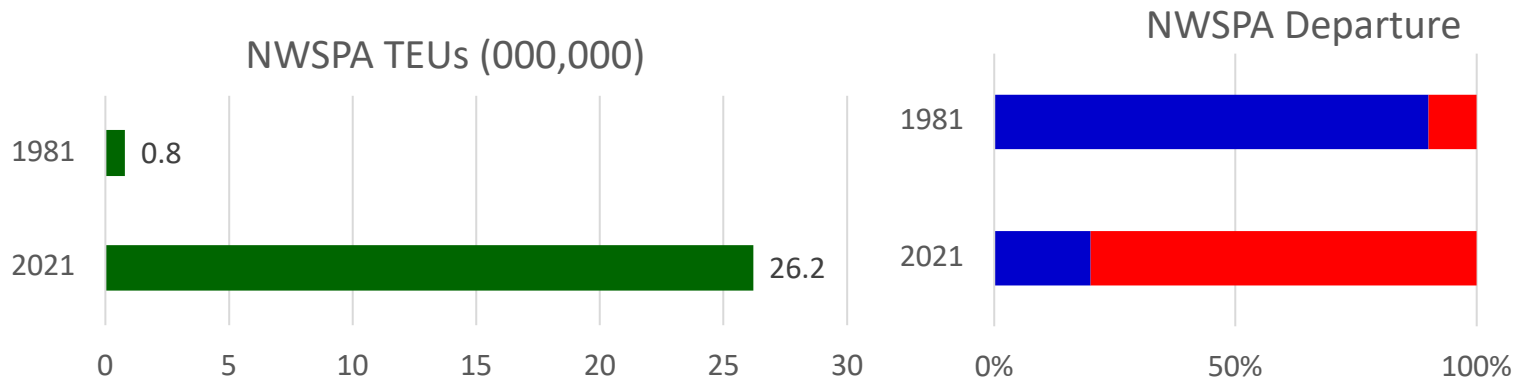


California

- No longer the solution

Import Supply Chain Realities

DC Doctrine	<ul style="list-style-type: none"> • 300 miles from bricks and mortar store • <i>50 miles from eCommerce consumer</i>
DC Network	<ul style="list-style-type: none"> • 5-10 • <i>100 - 300</i>
Inventory Strategy	<ul style="list-style-type: none"> • Overseas intact to DC • <i>Overseas to local transload</i>
Transloading Location	<ul style="list-style-type: none"> • \$200 dray from port • <i>\$1000 dray from port</i>



All the Pieces Can Fit Together



Transload



Compelling Economics for Exporters (and Importers)

- Transportation is a major component of landed cost – and driver of global competitiveness

