Chassis..Sorting through the Mess!
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 !!!!!!!!!!
- 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 ?????????????

Since 1948

NACPC

North American Chassis Pool Cooperative

tcw

TRUCKING
Moves America Forward