

# Presentation: AgTC Annual Meeting

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# Agenda

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- Introduction with focus on inland rails and gulf
- Motor Carriers: What do we see?
  - Closed terminals/light trains/inconsistent schedules
- Motor Carriers: What can't we see?
  - Blank sailings and forecast
- Where do we get caught in the middle?
  - Per diem! *Solutions?*
  - Direct billing on store door moves, get the trucker out of the middle
  - Inland rail hubs: gray interoperable pools with choice on merchant haulage



# What Do We See?

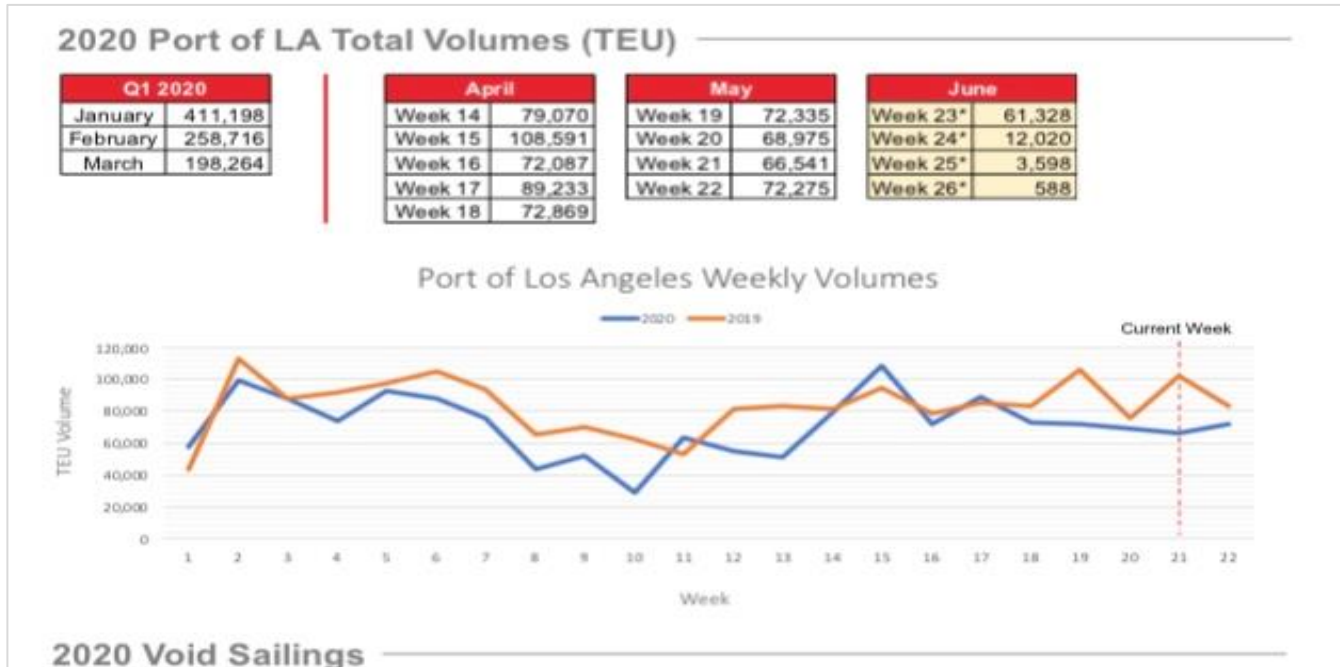
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- **West Coast: blank sailings**
  - Terminal closures: vessel integrity and scheduling
  - Export challenges in returning loaded equipment
  - Driver uncertainty : we cannot idle our trucks!
- **East Coast: blank sailings**
  - Volume reportedly off 20% with blank sailings
  - Problems with vessel integrity and cutoff shifting
  - Driver uncertainty: we cannot idle our trucks!
- **Gulf Coast: Blank Sailings**
  - equipment shortages
    - Problem with vessel integrity and cutoffs
    - Driver uncertainty: we cannot idle our trucks!
- **Inland Rail:** light trains, importers scrambling for storage, export equipment imbalances and driver uncertainty!



# What Can't We See?

- The US Supply Chain is operating blind. One exception that has been useful credits the Port of Long Angeles and GE Transportation Port Optimizer, a Webtec Company. This tool is very helpful.
- Inland Rail: light trains – we can track the train manifest but no control and no forecast



# Solutions

- **Direct billing on store door moves**
  - Get the trucker out of the middle
- **Inland rail hubs**
  - Gray interoperable pools with choice on merchant haulage
- **FMC Memphis Supply Chain Innovation Team**
  - Gray, interoperable chassis pool with CHOICE
  - More than 50% of inbound containers arrive at railhubs on merchant haulage basis, yet restricted to certain wheels. Ag the heartland of the interior are largely merchant haulage. Shippers and Motor carriers need greater supply, interoperability, choice and accountability of the wheels needed to operate effectively.
  - Commissioner Dye testified at the STB.
  - URGENT Appeal : the industry deserves more than 2 limited options on chassis as noted in Dallas and Gulf markets.
- **Applaud the FMC Final Rule on Detention and Demurrage**



# Thank you!

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