

Intermodal News Report

November 7, 2022

Drayage Demand Declining

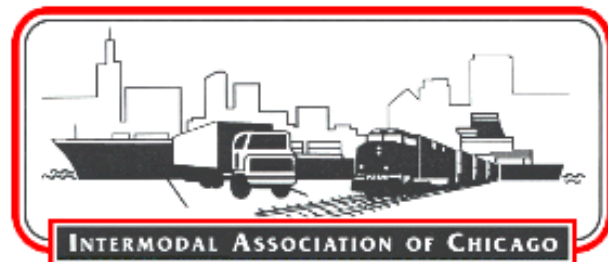
Drayage Trucking Stats

Drayage Driver Bill of Rights

Where did the Chassis go?

Why Railroads will never change

*Jason Hilsenbeck
LoadMatch & Drayage.com
President – Founder*



LoadMatch
& DRAYAGE.com

LoadMatch.com = Container Posting Board

- Container Load, Dray Rate Posting Board
 - Drayage truckers post having empty containers
 - Shippers/Freight Forwarders/Ocean Lines/IMCs post loads needing containers
 - Email or XML message sent to each party when a posting matches a need with a have
 - Free to post ...no transaction fees
 - Independently owned; not affiliated with any customer or vendor
 - LoadMatch doesn't broker and doesn't own any trucks
 - Online since 1999

Drayage.com = Directory of Draymen

- 6600+ unique draymen profiles listed
- 23 years online
- Click on the city metro where containers interchange, find the draymen who serve those terminals





Clicks (by humans) on each city metro are counted, indicating demand

you are here: [Search Draymen](#) > [City Metro](#) > [Chicago](#) -- clear -- -- new search --

Sort by Service: [Rail](#) container Type: [turn off 20/40'](#), 53', drays: [Refrigerated](#), [ISO Tank](#), [OpenTop](#), [FlatRack](#),

Show Only: [HZ-Haz-Mat](#) [BD-Customs Bonded](#) [CH-Chassis](#) [TR-Transload Warehouse](#) [PK-Parking Space](#)

Highlight: [ELD](#), [Day Cabs](#), [Overweight](#), [Household](#), [Liquor](#), [Tank Endorsed](#), [TWIC](#), [TSA/Airport](#), [Cargo Insurance](#) 
[Driver Count](#), [Chains/Binders](#), [SideLift/Landoll](#), [Accept CreditCard](#) [Menards Approved](#), [Amazon](#), [COFC](#)

Capacity: [Newest Added Carriers](#)  [Most Interactive](#) [Recent Login](#)

Did you know? Instead of calling each individual company...you can [post an email](#) to this group. View [Intermodal Terminals Map](#) for CHICAGO [drayage demand](#) 

you need to [Log In](#)



470 DRAYMEN FOUND SERVING THE CHICAGO INTERMODAL REGION

clicks 	PO new!	Service Type	Abbreviations 	App/Ban 	Company (sort by)	Location (sort by)	Description show Service Region speak Other Languages
887	EQ1130	Rail 20/40' 53' HZ BD CH	PK-CY	detail 	DNJ Intermodal Services LLC	Channahon, IL	Our intermodal operation specializes in over he...
700		Rail 20/40'	PK	detail 	TZ Services Inc	Bridgeview, IL	Local and Regional Intermodal Drayage from Chic...
888		Rail 20/40' 53' HZ CH	PK	detail 	Bosl Trucking Inc	Naperville, IL	Drayage Service
921		Rail 20/40' 53' BD CH TR	PK	detail 	Midwest Cargo Systems, Inc.	Hodgkins, IL	60 owned quad & triaxles for overweights, all C...
860		Rail 20/40' 53' HZ BD CH	PK	detail 	MVK Transport Corp	Mokena, IL	With over 12 years of experience in intermodal ...
462		Rail 20/40' CH	PK	detail 	XRP Trucking Inc	Oak Lawn, IL	Local and Midwest container drayage.
950	EQ5	Rail 20/40' 53' CH TR	PK	detail 	Legacy Express Trucking, Inc.	Joliet, IL	With 200+ power units and a fleet of private ch...
747		Rail 20/40' 53' HZ CH	PK	detail 	TAA Logistics Inc	Palos Hills, IL	Drayage,20,40,45and53',OWT/TRIAXLE, ISO TANK D...
787		Rail 20/40' HZ BD CH TR	PK	detail 	R&M Trucking Co.	Franklin Park, IL	With 150+ power units and a large fleet of priv...
484		Rail 20/40' 53' CH TR	PK	detail 	Rushmore Transportation Ltd	Franklin Park, IL	AMAZON direct service or transload , and Region...
704	EQ1	Rail 20/40' 53' HZ CH TR	PK	detail 	4D Trucking & Logistics, Inc.	Alsip, IL	Midwest container drayage, Van and Reefer servi...
509		Rail 20/40' 53' CH	PK	detail 	A & W Heavy Haul, Inc.	Channahon, IL	Container Drayage. We handle overweight shipmen...
185		Rail 20/40' 53'	PK	detail 	ABO Logistics Inc	Tinley Park, IL	Moving container loads, local and regional.
491		Rail 20/40' 53' CH TR	PK	detail 	Acme Transportation Company	University Park, IL	Container Drayage (Ocean & Domestic) Warehouse...
391	EQ1	Rail 20/40' 53' CH	PK	detail 	ADR Express Inc.	Homer Glen, IL	Local and regional container drayage, Intermoda...
422		Rail 20/40' HZ BD CH TR	PK	detail 	All Rails Transport Inc	Woodridge, IL	Drayage for Chicagoland
542	EQ8	Rail 20/40' 53' CH	PK	detail 	AllStar Trucking, Inc.	Channahon, IL	Import, Export, Overweight, Local and Regional ...
363		Rail 20/40' 53' BD	PK	detail 	American Carrier Transport LLC	Oak Brook, IL	We are a nationwide carrier with capacity in al...
286		Rail 20/40' 53'		detail 	American Carrier Transport LLC (ASB Logi...	Mokena, IL	Midwest container transportation for the Chicag...
210		Rail 20/40' CH	PK	detail 	American Eagle Towing Inc	Tinley Park, IL	Intermodal trucking.
256		Rail 20/40' TR	PK	detail 	Apex Logistic & Transportation LLC	Joliet, IL	FTL rail container. Transloading services at ou...
323		Rail 20/40' 53' CH TR	PK	detail 	Asfaltico Corp	Joliet, IL	* truck parking available * Chicagoland contain...
426		Rail 20/40' 53' CH TR	PK	detail 	AV, Inc.	Joliet, IL	Intermodal drayage from and to Chicago and Glob...
250		Rail 20/40'	PK	detail 	Bella Intermodal Corp	Oak Lawn, IL	Intermodal Drayage, local and regional.
364	EQ2	Rail 20/40' TR	PK	detail 	Benntech, Inc.	Chicago, IL	Drayage, storage, warehousing

Clicks are tallied up to create total count

2022 Feb-Apr click counts



↓ Click Count past sixty days

270906 ~ NY - New York City/NJ	12815 ~ OR - Portland	1376 ~ SC - Greer	299 ~ NC - Rocky Mount
171443 ~ CA - Los Angeles	12675 ~ NC - Charlotte	1332 ~ TX - San Antonio	298 ~ MS - Gulfport
112988 ~ TX - Houston	11407 ~ MN - Minne/St. Paul	1151 ~ AL - Huntsville	288 ~ KY - Georgetown
101154 ~ GA - Savannah	10420 ~ MO - St. Louis	1139 ~ PA - Pittsburgh	260 ~ GA - Chatsworth/ARP
93742 ~ VA - Norfolk	10116 ~ OH - Cincinnati	1131 ~ CA - San Bernardino	259 ~ FL - Titusville
89376 ~ SC - Charleston	9932 ~ KY - Louisville	900 ~ FL - Winter Haven	183 ~ AK - Anchorage
69838 ~ IL - Chicago	8461 ~ TN - Nashville	870 ~ NC - Greensboro	179 ~ SC - Dillon
68855 ~ WA - Seattle/Tacoma	8259 ~ MA - Boston	692 ~ WI - Chippewa Falls	162 ~ VA - Front Royal
61805 ~ CA - San Fran./Oakland	7309 ~ FL - Tampa	667 ~ PA - Chambersburg	117 ~ PA - Scranton/Taylor
40478 ~ MD - Baltimore	6759 ~ NC - Wilmington	661 ~ NV - Reno	102 ~ IL - Decatur
34285 ~ GA - Atlanta	6176 ~ UT - Salt Lake City	658 ~ OH - Toledo/North Balt.	101 ~ TX - Rio Valley/McAllen
30947 ~ FL - Miami/Ft. Lauderdale	6004 ~ IN - Indianapolis	644 ~ VA - Richmond	91 ~ CA - San Diego
26709 ~ TX - Dallas/Ft. Worth	5576 ~ CO - Denver	604 ~ TX - Freeport	83 ~ MS - Jackson
26655 ~ TN - Memphis	2990 ~ CA - Stockton/Lathrop	553 ~ MA - Springfield	72 ~ MN - Duluth
26096 ~ MO - Kansas City	2787 ~ TX - El Paso	550 ~ NY - Syracuse	63 ~ GA - Cordele
22501 ~ FL - Jacksonville	2583 ~ MA - Worcester/Ayer	501 ~ NV - Las Vegas	63 ~ WA - Spokane
18253 ~ OH - Columbus	2526 ~ NE - Omaha	495 ~ PA - Allentown/Beth.	46 ~ FL - Panama City
17850 ~ LA - New Orleans	2198 ~ NY - Buffalo	471 ~ DE - Wilmington, DE	-
16069 ~ AL - Mobile	2110 ~ AL - Birmingham	445 ~ ME - Portland (Maine)	
15860 ~ MI - Detroit	1952 ~ AZ - Phoenix/Tucson	442 ~ NY - Albany	
14650 ~ PA - Philadelphia	1500 ~ TX - Laredo	299 ~ HI - Honolulu	
14441 ~ OH - Cleveland	1435 ~ PA - Harrisburg/Rutherford		

LoadMatch
& **DRAYAGE.com**

2022 Sep-Nov click counts

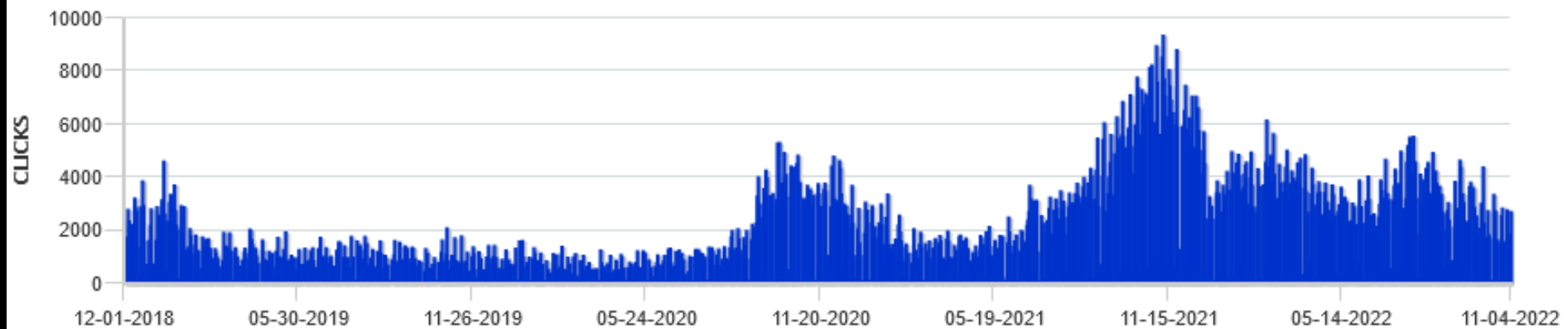


↓ Click Count past sixty days

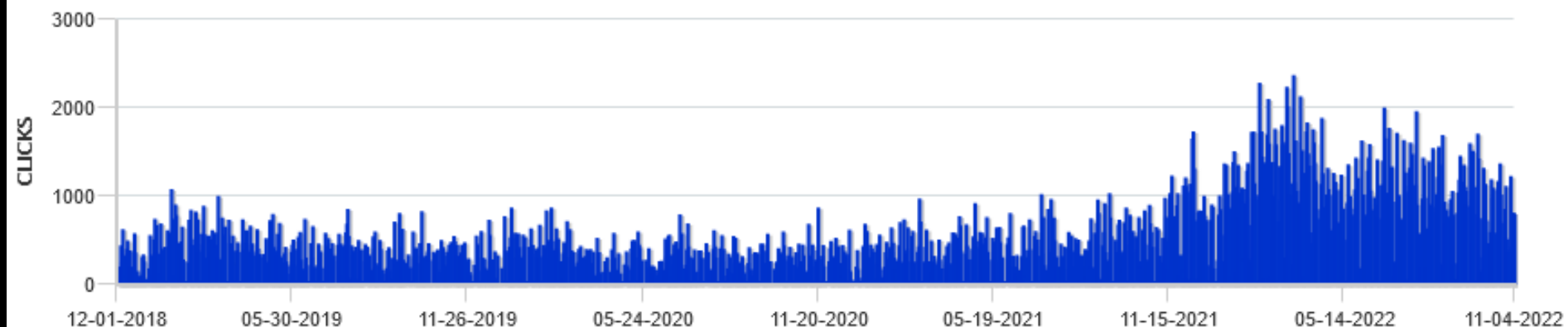
116668 ~ NY - New York City/NJ	16398 ~ PA - Philadelphia	1972 ~ TX - Laredo	410 ~ DE - Wilmington, DE
114061 ~ CA - Los Angeles	14859 ~ NC - Charlotte	1788 ~ TX - San Antonio	372 ~ KY - Georgetown
84449 ~ TX - Houston	13356 ~ OH - Columbus	1384 ~ AL - Huntsville	364 ~ NC - Rocky Mount
77026 ~ GA - Savannah	11831 ~ TN - Nashville	1183 ~ NC - Greensboro	280 ~ NY - Albany
65897 ~ IL - Chicago	11661 ~ IN - Indianapolis	1007 ~ PA - Harrisburg/Rutherford	208 ~ AK - Anchorage
55035 ~ SC - Charleston	11049 ~ OH - Cincinnati	978 ~ CA - San Bernardino	188 ~ FL - Titusville
45936 ~ VA - Norfolk	10226 ~ KY - Louisville	933 ~ PA - Chambersburg	176 ~ VA - Front Royal
43669 ~ MD - Baltimore	9749 ~ MO - St. Louis	733 ~ WI - Chippewa Falls	130 ~ PA - Scranton/Taylor
43041 ~ CA - San Fran./Oakland	9611 ~ FL - Tampa	642 ~ OH - Toledo/North Balt.	127 ~ IL - Decatur
39740 ~ WA - Seattle/Tacoma	8700 ~ OR - Portland	638 ~ FL - Winter Haven	126 ~ SC - Dillon
29845 ~ TN - Memphis	7780 ~ CO - Denver	623 ~ HI - Honolulu	118 ~ TX - Rio Valley/McAllen
29316 ~ GA - Atlanta	7603 ~ NC - Wilmington	558 ~ NY - Syracuse	81 ~ CA - San Diego
29252 ~ TX - Dallas/Ft. Worth	6351 ~ UT - Salt Lake City	544 ~ ME - Portland (Maine)	78 ~ MS - Jackson
28646 ~ FL - Miami/Ft.Lauderdale	4793 ~ TX - El Paso	538 ~ MS - Gulfport	73 ~ GA - Cordele
22075 ~ MO - Kansas City	4018 ~ NE - Omaha	495 ~ TX - Freeport	73 ~ MN - Duluth
21548 ~ MA - Boston	3751 ~ MA - Worcester/Ayer	488 ~ MA - Springfield	56 ~ FL - Panama City
20552 ~ FL - Jacksonville	3228 ~ NY - Buffalo	485 ~ NV - Las Vegas	49 ~ WA - Spokane
19222 ~ OH - Cleveland	3112 ~ AZ - Phoenix/Tucson	452 ~ NV - Reno	
18385 ~ MN - Minne/St. Paul	2880 ~ SC - Greer	437 ~ GA - Chatsworth/ARP	
18375 ~ AL - Mobile	2767 ~ CA - Stockton/Lathrop	435 ~ VA - Richmond	
17327 ~ LA - New Orleans	2651 ~ AL - Birmingham	423 ~ PA - Allentown/Beth.	
17252 ~ MI - Detroit	2075 ~ PA - Pittsburgh		

LoadMatch
& **DRAYAGE.com**

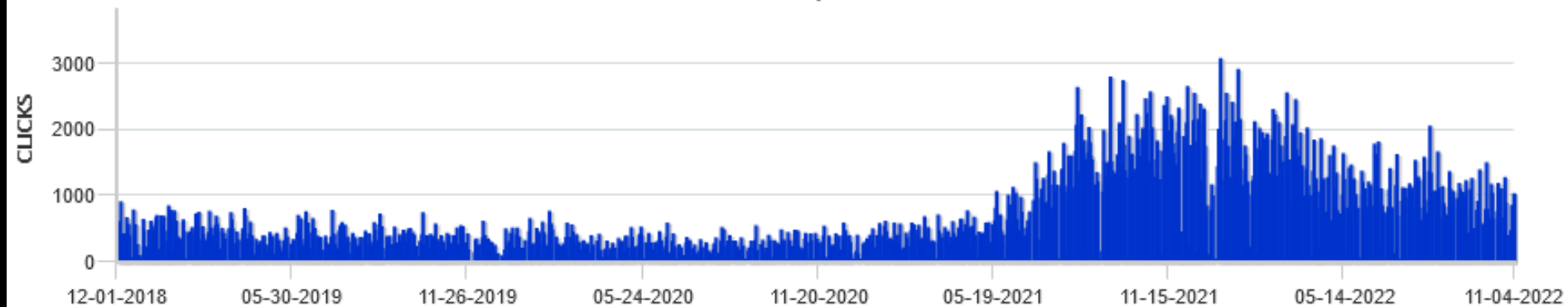
Drayage Demand - Clicks per day – West Coast



Los Angeles

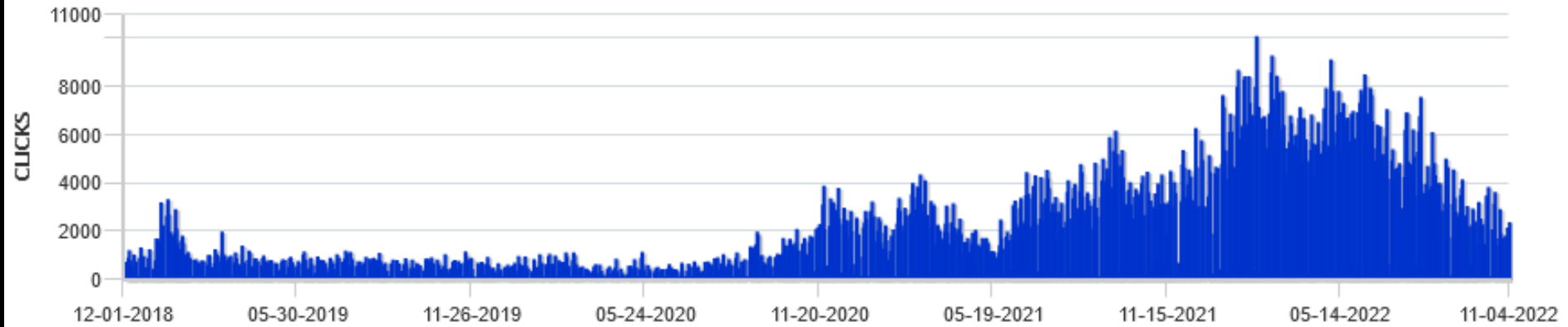


San Fran./Oakland

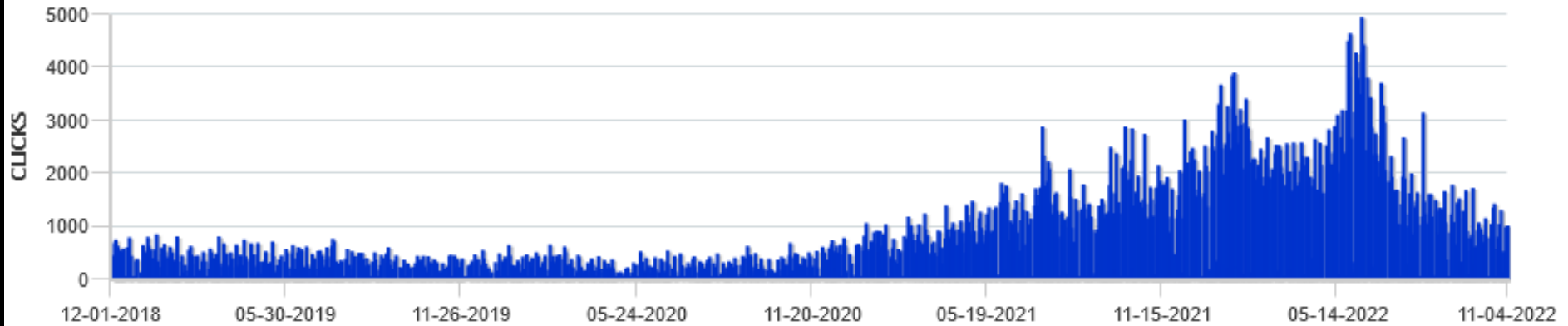


Seattle/Tacoma

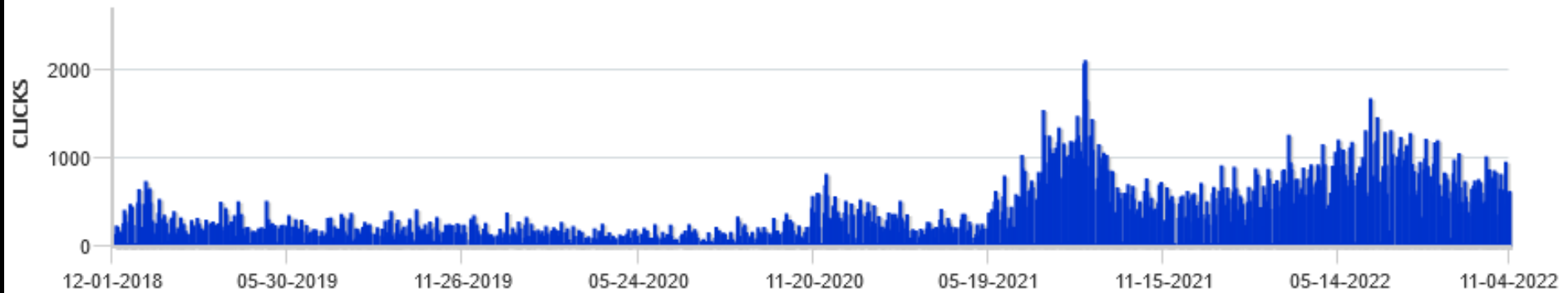
Drayage Demand - Clicks per day – East Coast



New York City/NJ

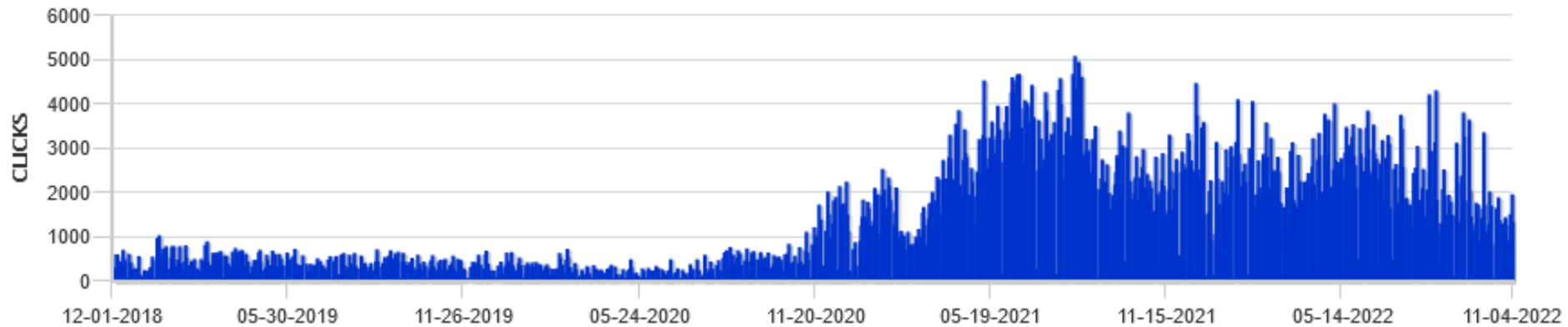


Norfolk

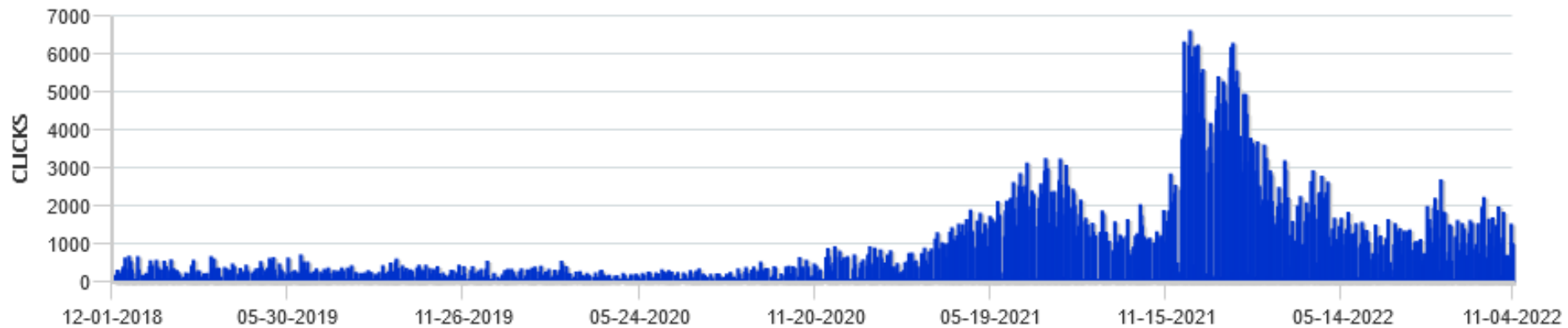


Miami/Ft.Lauderdale

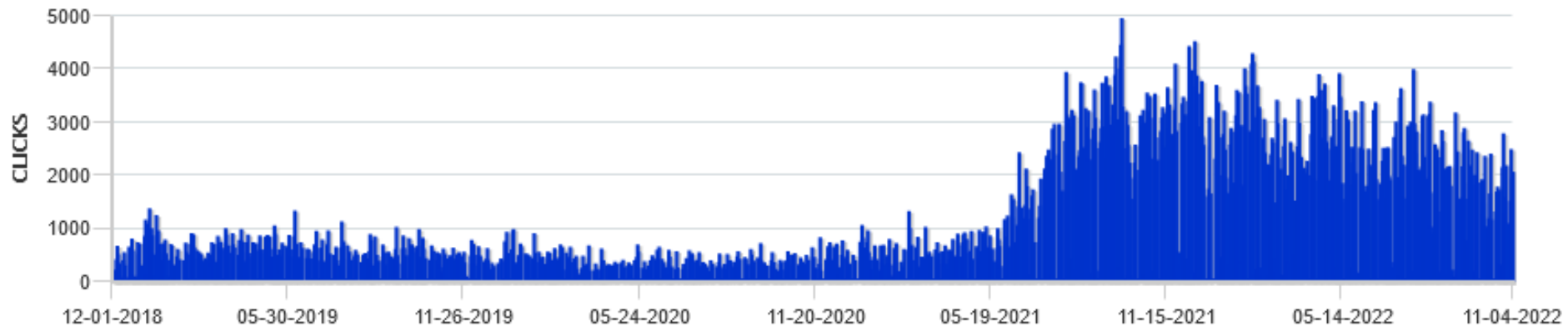
Drayage Demand - Clicks per day – East, Gulf Coast



Savannah

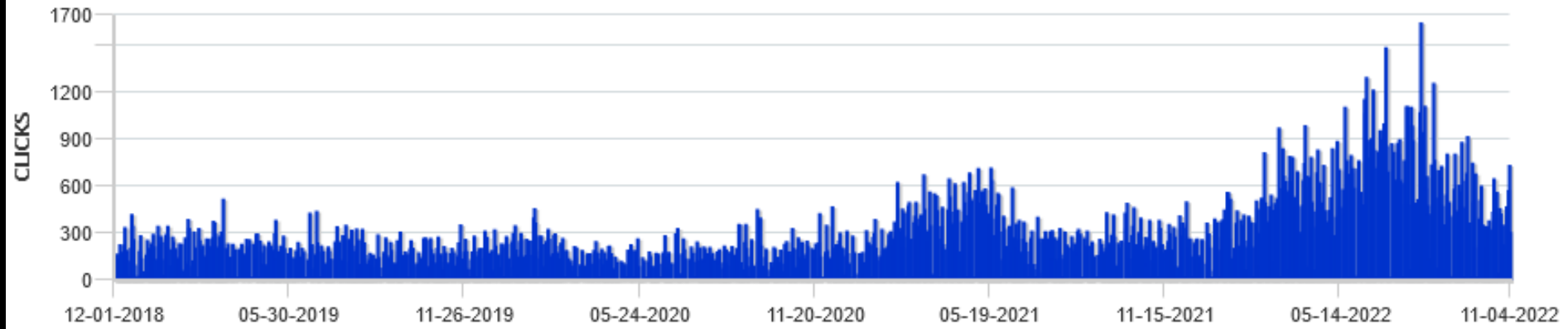


Charleston

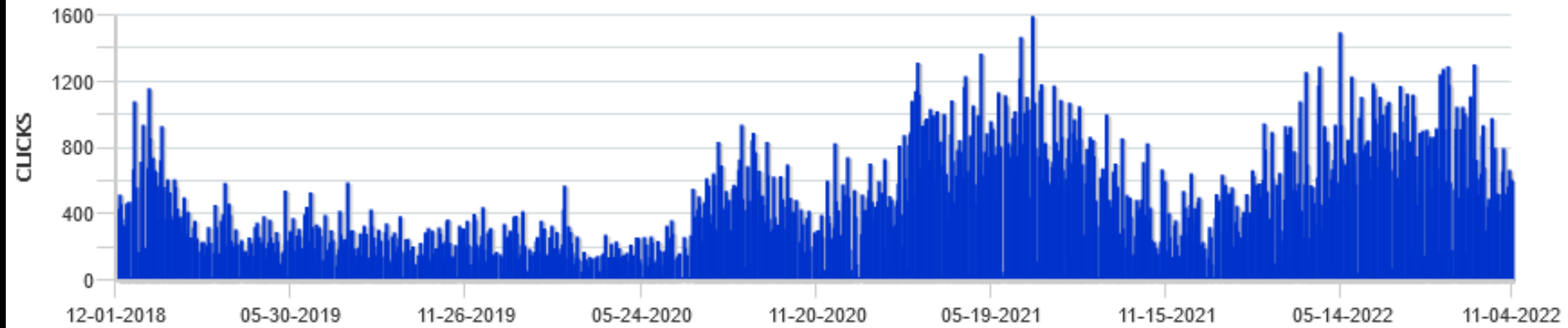


Houston

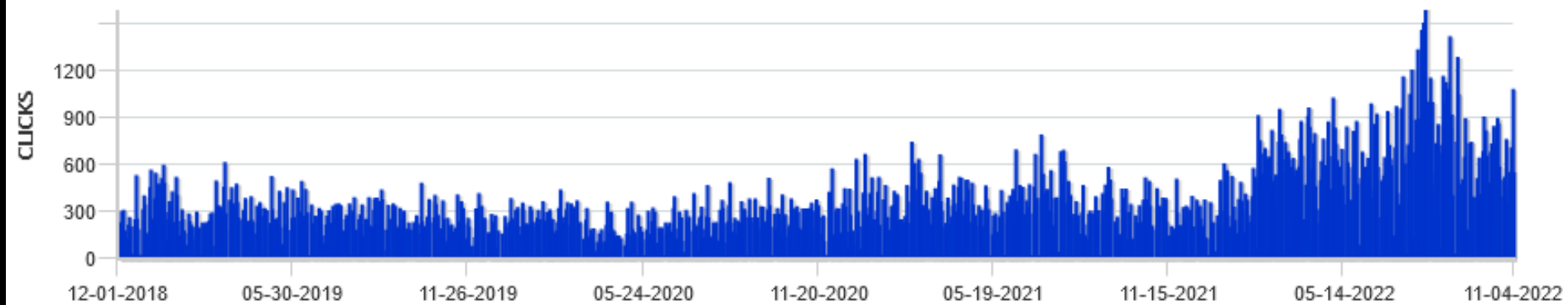
Drayage Demand - Clicks per day – Central



Kansas City

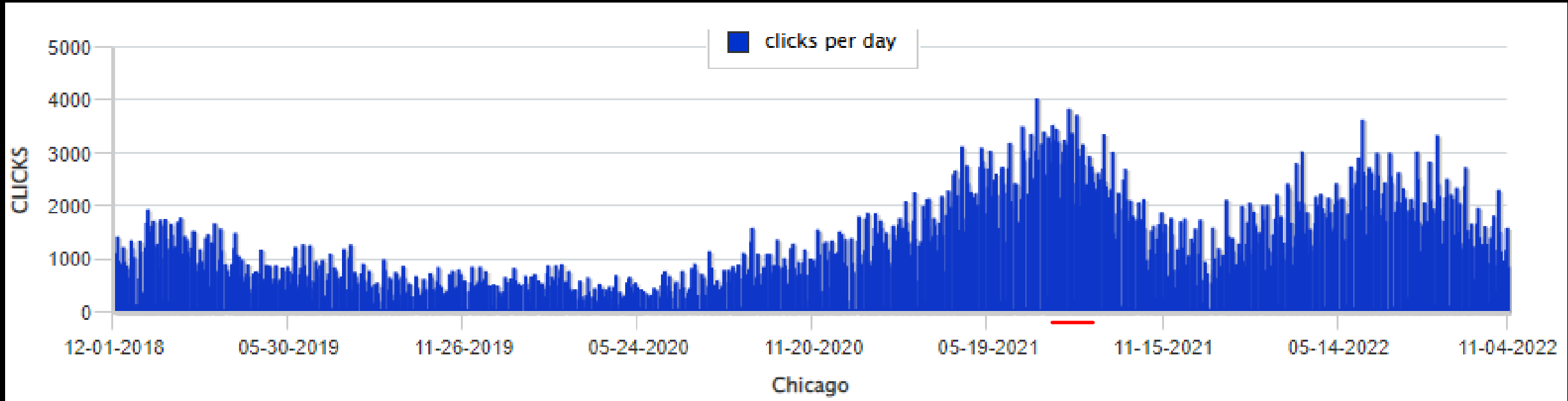


Memphis



Dallas/Ft. Worth

Click activity on Chicago Dray list:



\$12,478,137

Ramp Storage Penalties

Paid to Railroads for just Chicago, just for the month August 2021

79 of 800 companies responded

draymen, third-parties, bco/shippers (no ocean lines reported)



No more private 53' AMHU as of June 2022

Intermodal News

- Sept 2022 – REMPREX acquired H&M International Transportation Inc., a provider of lift services for three intermodal rail terminals in Illinois, New Jersey and Virginia. (H&M NS-Landers?)
- September 2022 – SalSon Logistics acquired by Total Transportation Services (TTSI bought Vision Logistics in Chicago in April 2021)
- October 2022 – jury in Illinois ordered BNSF Railway to pay \$228 million to a class of truck drivers for collecting the fingerprints without consent
- November 1, 2022 – CP officially discontinued the EMP program
- December 5, 2022 – Ken Kellaway, RoadOne IntermodaLogistic, to be honored by Containerization and Intermodal Institute at luncheon Elizabeth, N.J.
- December 5, 2022 – New Intermodal Seal Requirements in effect on Union Pacific <https://www.up.com/customers/announcements/intermodal/allintermodal/IM2022-139.html>

U.S. Railroad News

- January 2022 – APL Logistics shifts domestic intermodal from BNSF routing to U.P.
- January 2022 – Swift shifts intermodal routing from BNSF routing to U.P.
- January 2023 – Schneider will officially shift intermodal routing from BNSF to U.P.
- March 2022 – JB Hunt announces plan to grow its intermodal fleet to 150,000 containers next three to five years, 40+% increase from its count at the end of 2021 (JB Hunt uses BNSF routing)



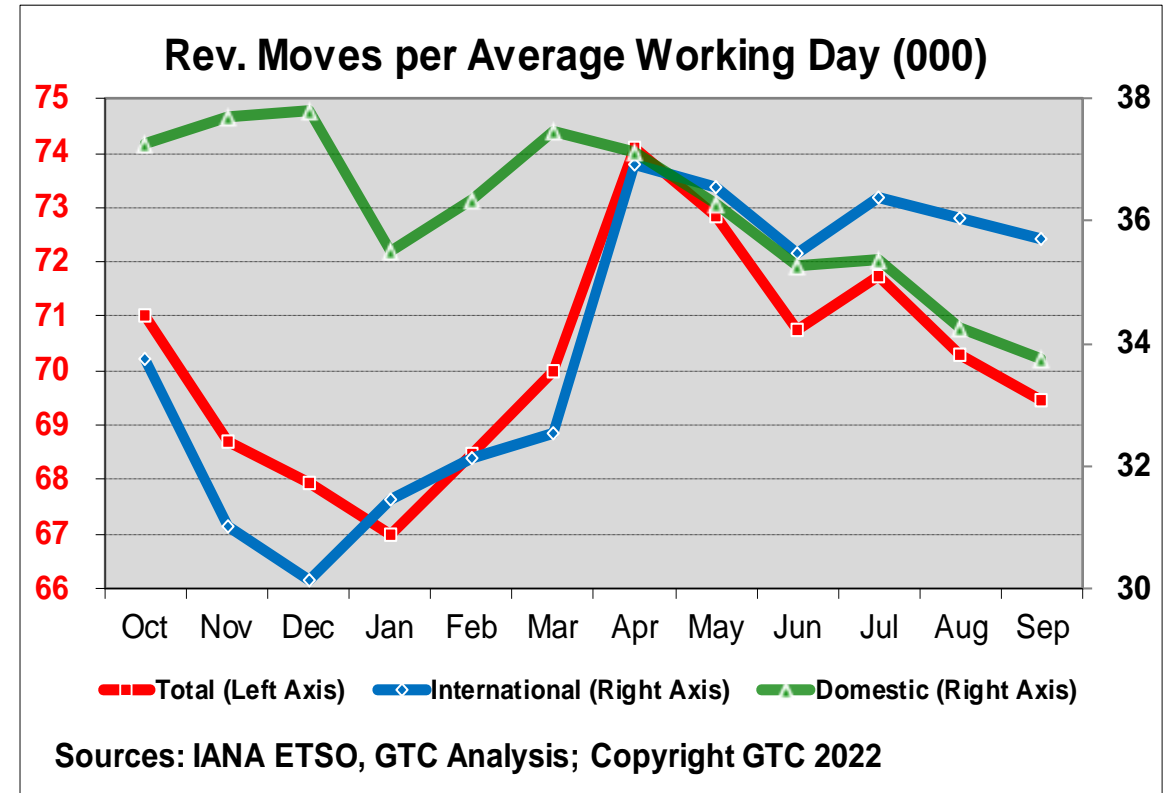
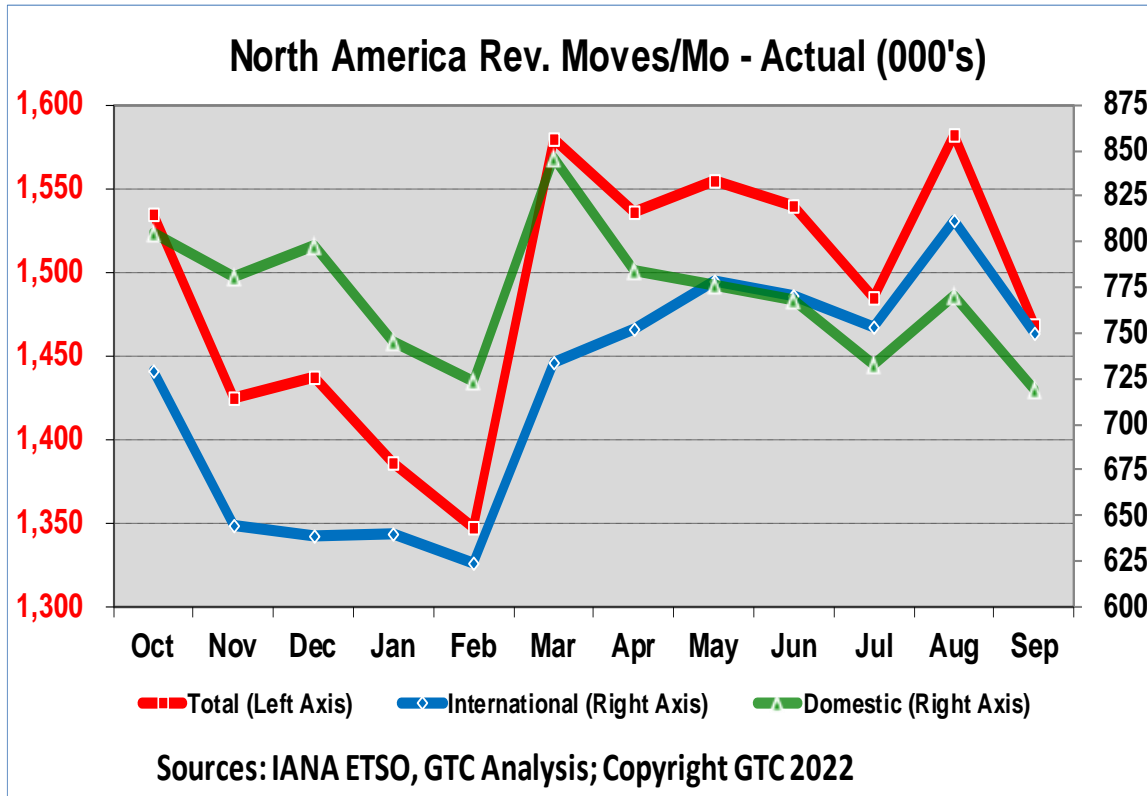
BNSF loses -38,800 x 53' to U.P. (27,000 SNLU +10,800 SWRU +1000 APDU)

BNSF gains +64,000 x 53' from private fleet growth (40,000 JBHU +10,000 CFQU +9000 WAMU +5000 (est) AZNU +2500 various)

BNSF net gain +27,700 & U.P. gain +38,800 *is there enough room at the rail terminals?*

"NORMAL" CONDITIONS REMAIN ELUSIVE FOR INTERMODAL

Analysis by calendar working day provides more accurate view of trend:



Igross@IntermodalinDepth.com
 Twitter: @intermodalist

WHY CALENDAR EFFECT IS SO IMPORTANT

July 2022

SU	M	TU	W	TH	F	SA
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

20 Work Days

August 2022

SU	M	TU	W	TH	F	SA
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

23 Work Days



**Month-to-Month
Change = 15%**

WHY CALENDAR EFFECT IS SO IMPORTANT

August 2021

SU	M	TU	W	TH	F	SA
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

22 Work Days

August 2022

SU	M	TU	W	TH	F	SA
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

23 Work Days



**Year-to-Year
Change = 4.5%**

Drayage Trucking Industry

October 31, 2022

UIIA MCs: 14,573 (+400)

IDD Active Drivers: 529,779 (+5289)

August 31, 2022 (driver surplus)

UIIA MCs: 14,173 (+2713)

IDD Active Drivers: 524,490 (+43941)

March 31, 2022

UIIA MCs: 11,460 (+867)

IDD Active Drivers: 480,549

January 2022

UIIA MCs: 10,593

IDD Active Drivers: 483,511

January 2021

UIIA MCs: 8,094

IDD Active Drivers: 472,700

September 2019

UIIA MCs: 8,000

IDD Active Drivers: 471,955

1.1% of MCs have UIIA

15% of CDL Combination drivers do containers

MC=Motor Carrier

UIIA=Uniform Intermodal Interchange Agreement

IDD=Intermodal Driver Database * UIIA & IDD are managed by IANA



How many drivers needed to dray 10,000 containers per day, city-wide from all terminals?

if 1 driver averages 2.5 containers per day:

need **4,000 drivers** each day

(4,000 drivers x 2.5 = 10,000 containers)

if 1 driver decreases to 2 containers per day:

now need **5,000 drivers** each day

(5,000 drivers x 2.0 = 10,000 containers)

Once the terminals get congested and take longer to process drivers, containers get left behind and problems quickly cascade. Need to magically find more drivers or terminals need a decline in container volume to get caught up.

How many hours are needed to dray 10,000 containers per day, city-wide from all terminals?

at 45 minute transaction time per driver within a terminal:
need **7,500 hours** each day

(10,000 containers x 45 minutes = 450,000 minutes / 60 = 7,500 hours)

at 75 minute transaction time per driver within a terminal:
now need **12,500 hours** each day

(10,000 containers x 75 minutes = 750,000 minutes / 60 = 12,500 hours)

Extra 5,000 driver hours x \$100 /hour = \$500,000 extra cost per day when terminals slow down processing drivers. Who should pay this cost of a terminal's inefficiency?

"Drayage Driver Bill of Rights"

- Treatment of Drivers by terminal operators should be handled like how the airlines treat passengers when delayed on the tarmac (Passenger Bill of Rights: government mandates passengers can't sit inside an airplane longer than 3 hours)
<https://www.transportation.gov/airconsumer/fly-rights>
- Owner-operator existence is threatened by AB5 in California, "PRO Act" from U.S. Congress. (the driver classification debate, contractor vs employee)
- Ron Faherty, President of ARL Transport, along with a few others, recently formed "TIE" Truckers Integral to our Economy, a 501(C) 4 association, that is solely focused on the promoting and preserving the Independent Contractor business model.

** Uber and Lyft drivers, who are owners and operators of their own vehicles, won EXEMPT status from AB5 **

Nov 3, 2022 - Department of Labor's (DOL) Notice of Proposed Rulemaking (NPRM)

Wage and Hour Division (WHD) seeks to rescind the Trump-era regulations regarding the determination of differentiating between an employee and independent contractor and reverting to the previous version, back to using "totality of the circumstances" analysis:

- Opportunity for profit or loss
- Investment
- Permanency
- The degree of control by the employer over the worker
- Whether the work is an integral part of the business
- Skill and Initiative

"totality" can mean anything. Even carriers could be misclassified as employees.

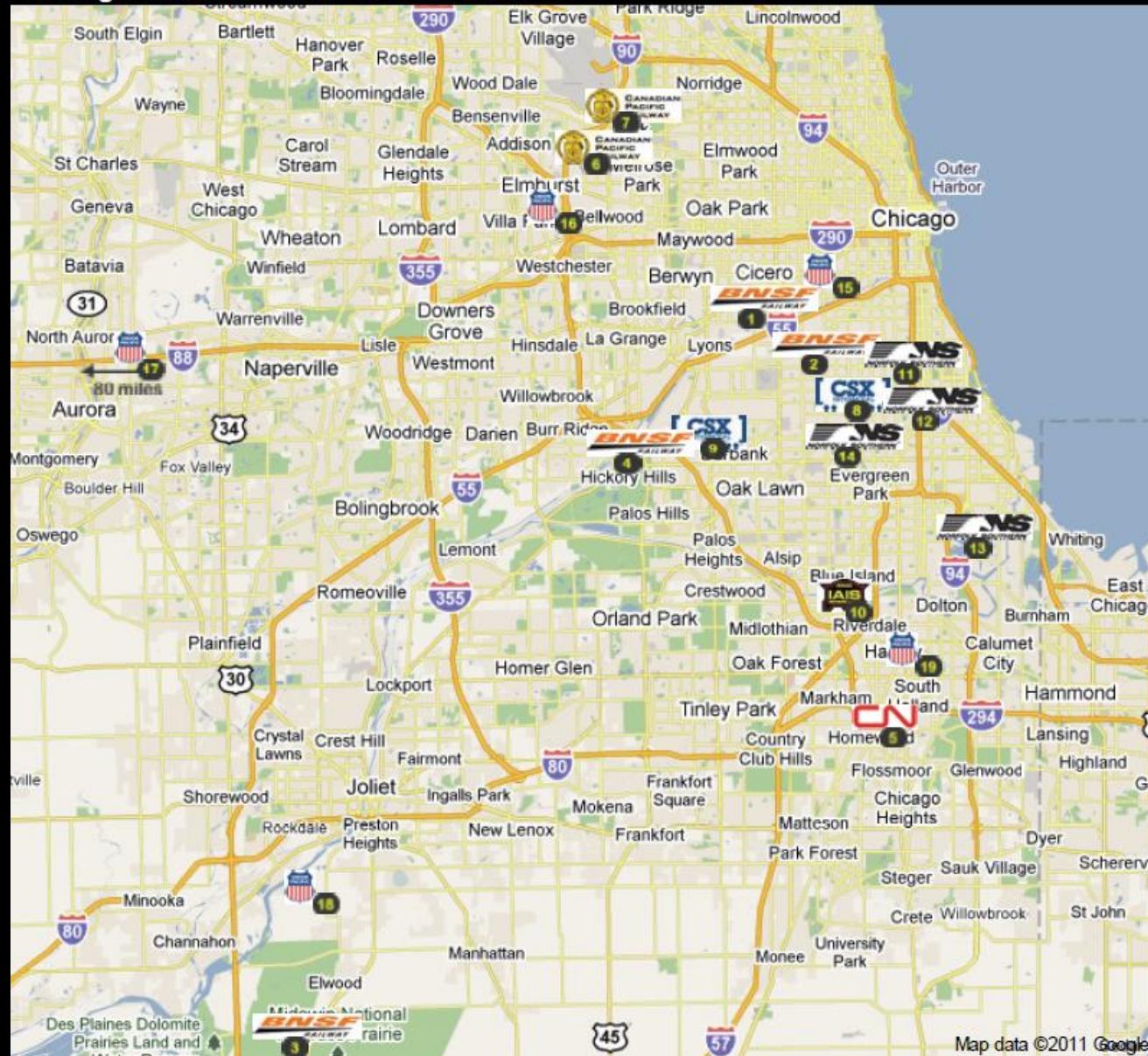
Contact your Members of Congress Today!

<https://www.votervoice.net/Transportation/campaigns/98352/respond>

In January of 2021, right before President Trump left office, the DOL published the "Independent Contractor Status Under the Fair Labor Standards Act" (2021 IC Rule). The 2021 rule relied heavily on two core factors that hold the most weight and - depending on the answers - are most indicative of the worker's status as either an employee or independent contractor. Those core factors were the degree of control over the work, and the worker's opportunity for profit or loss. If these two factors pointed toward the same worker classification, there is a great chance that the classification is correct. There were other factors, but these two provided industry stakeholders and businesses more clarity and certainty in their classification.

Chicago Area Intermodal Rail Terminals

14 different
railroad
intermodal
terminal
locations
dozens of rate
combinations

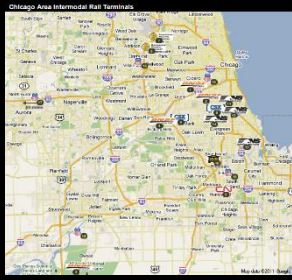


Note distance
to Chicago
from BNSF-
LPC and UP-
Joliet located
here bottom
corner:

Knowing
railroad
routing is
very
important in
determining a
dray rate

Draymen
need 1-2 days
notice to plan
a route for
each driver to
maximize
hours-of-
service HOS

'Wheeled' vs 'Grounded' Intermodal Terminals



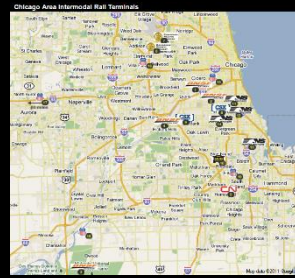
All 53' containers are 'wheeled' at all intermodal terminals

- JB Hunt provides their own private 53' chassis
- Schneider provides their own private 53' chassis
- STG Logistics, FedEx are supplying their own 53' chassis at some intermodal terminals
- All other Private owned and Rail owned 53' containers are placed on railroad owned (UP/NS) or DCLI 53' pool chassis.

Wheeled terminal operations require a supply of chassis within the terminal, next to railroad track, so containers can get lifted directly from railcar onto the chassis (goal is no extra lifts)

** Railroad or rail Contractor chooses chassis, not the driver **

'Wheeled' vs 'Grounded' Intermodal Terminals



20/40/45' containers 'wheeled' or 'grounded'?

- GROUNDED 20/40/45: NS Landers, CSX 59th, all CN, all CP
- WHEELED 20/40/45 : all BNSF, all Union Pacific

Grounded terminal operations require extra lifts, off train to stack, plus lift(s) from stack to trucker's chassis. Lifts cost time and money. *(what is the actual cost per lift?)*

**Driver chooses chassis, not the railroad/rail contractor **

*In Canada, all 53' containers are wheeled, all 20/40' containers are grounded
(truckers automatically bring their own 20/40' chassis)*

Where did all the Pool Chassis go?

In 2020/21, lack of chassis due to unprecedented volume of 20&40's during pandemic buying surge. More containers require more chassis, based on normal days of chassis use.

In 2022, volumes decline, but 20&40's started taking even longer to unload, and the # of days chassis dwelling at customers increased so much that not enough pool chassis are available at terminals to move less container volume.

“normal” average Street Dwell: 4-5 days

“post-pandemic over-bought” current Street Dwell: 11-12 days

If there are approx. 70,000 x 20&40' pool chassis in Chicago and taking twice as long to turn, need approx twice as many chassis (140,000 pool chassis needed, who is going to pay for and store these extra chassis when cycle days speed up?)

2,000 chassis x \$15,000 per chassis = \$30 million



Where did all the Pool Chassis go?

Example from DCLI:

Our fleet model is based on container volumes, terminal and street dwell, factoring in grounded terminals and depots, and fleet buffer stock for bare chassis on terminal, our estimate of the effect of one extra day of street and terminal dwell:

- Street increase of 1 day = 9.3% more fleet
- Terminal increase of 1 day = 5.2% more fleet
- Street + Terminal of 1 day = 14.5% more fleet

* in Chicago, just a 1 day reduction in street and terminal dwell would free up approximate 2,175 more chassis out of our existing DCLI chassis fleet

Bill Shea, CEO of DCLI, is amazing for his help on this

*TRAC responded, FlexiVan did not
I would expect 1 day faster chassis turn on all 3 fleets would feel
like another +10,000 more available chassis in Chicago*

November 4, 2022 – Status of Chicago terminals: BNSF & Union Pacific

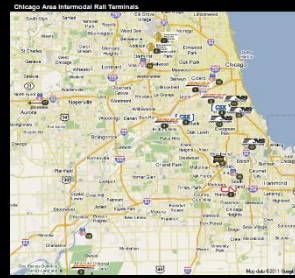
- BNSF is the worst, wait time I still over 3 hours, the lift crane has no since of urgency. Up second worse, one crane only by the outgate to lift off, that's only if you pay to keep chassis. If you do not pay for lift they will take your chassis by force and force you to bobail. The issue is this is not a fair policy, if paying for the chassis to do multiple loads, why should the rail keep it, their needs to be a way to address this where trac and dcli, refund the rentals, same for bnsf, if you lift and try to take your chassis out they refuse to let you out, you must drop the chassis, this is not a fair policy. Ns been fairly good, cp is also good, csx has been improving at 59st.
- BNSF/LPC is horrible. Wait times are ridiculous, and no 40 foot pool chassis available. One trucker told Yusen they will not go into LPC for the time being(they don't have any private chassis so it is a triple-whammy for them). UP/G4 continues to add more loads to their stacks, and still no live-lifting allowed.
- Almost all of our issues are at LPC. Returning empties is fine, but returning a load on one of our chassis takes forever. LPC needs to get with the times and figure out how to lift in a responsible amount of time.
- We have some drivers that refuse to go to BNSF Elwood.
- If you use a private chassis to get a container mounted, if they empty has to go back to LPC, it takes 2-6 hours to navigate the flip line. I expect to lose a driver for the rest of the day if he has to get a lift at LPC. Same with Global 4.
- BNSF will not lift off empty 20's unless they have equipment to lift them back onto. Not sure why they are just not creating stacks with the empties to get the drivers moving along.several drivers waiting 5,6,7 hours for just a lift off.
- Union Pacific Global 4, it takes a few days to in gate an export. Our last export took we made a reservation on Wed Nov 2nd and nothing was available until Monday Nov 7th.
- BNSF LPC wait times have been excruciating long, our drivers have ran out of their log hour's waiting. I been this is caused by the Automation of cranes instead of a live person.
- We currently have 17 boxes in the stacks at Global 4. Oldest 6 loads from September. I think the most frustrating thing about the rail situation is the lack of communication from the railroads to the local trucking community. Why must we have boxes in stacks for nearly two months?

- Our only complaint is lift operators at LPC approaching our drivers from lift line telling them for \$80 cash they can get lifted on side track by reefers. Total BS that we already pay \$100 and now they trying to bribe for more to cut. Our wait has been 4-6 hours for the past 3 months.
- the last minute scrambling due to constant changes are difficult. I've been in Chicago dray for a year now coming from running warehouses. Even in may past transportation life, I never saw this kind of stuff... even as a driver.
- We constantly have drivers spending hours in lift lines on a weekly basis. We had a driver at LPC spend 9 hours on Monday waiting to get box lifted off. The workers never want to help our drivers and the way they talk to the drivers is unprofessional most of the times. Same goes for Driver's assistance, long lines and rude service. There have been multiple times LPC could not locate a box and would tell our drivers to look through the whole yard. G4 is usually good but there are some workers our drivers avoid because they are just unprofessional: yelling at drivers to move, ignoring them, saying they can't help without even knowing the issue
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- We have a major complaint against Global 4. We have about 20 loads on our load board that are in the stacks. Issue is, the loads are inaccessible and yet a last free day is given. Multiple customers of mine have tried and failed to get the UP to waive the storage fees as the issue has nothing to do with the trucker's service or anything in the customer's control. How can my customers be responsible for storage that is created by the rail? The UP will not release their loads, nor will the UP excuse the storage incurred. Lastly, why can't the UP lift loads on private chassis to move their stacked loads?

Hours spent waiting for lifts when the driver has a chassis is ridiculous.

Shortage of lift machines and labor is a separate issue from chassis shortage

Why the Driver Experience at Rail Intermodal Terminals will never change

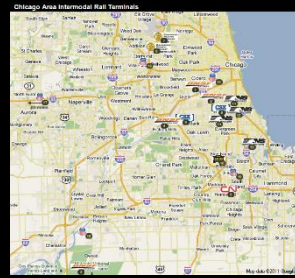


Wheeled or Grounded, the primary goal of every railroad is to work the train, not the driver. Load/Unload container railcars first, drayage drivers second.

- There is no cost of driver time within the intermodal terminal tied to the railroad.
- There is no incentive for the railroads to invest money into lift machines nor labor to improve driver experience.

The purpose of Gate Reservations and Terminal Appointments is spread out the driver arrivals in effort to maintain space around the railcars to unload/load the train.

Why the Driver Experience at Rail Intermodal Terminals will never change



Railroads own their intermodal terminals. Railroads are private businesses. There is no government oversight/regulation on intermodal transportation, ramp storage cost, lift pricing, etc.

- When ramp storage penalties cease being an incentive and become a profit center, Surface Transportation Board (STB) has no power to rule on that business practice.
- Intermodal isn't regulated, but container assets of Intermodal are captive.
- Ocean Port Terminals are owned by a state/city, a government entity. This entity has leverage on the terminal operator/ocean lines that use the terminal.

*Do Railroads pay state or local property taxes?
If so, is it possible to tie the property tax amount to the average
driver turn time within the terminal?*

Federal Maritime Commission - FMC

Competition and Integrity for America's Ocean Supply Chain



OSHRA – Ocean Shipping Reform Act of 2022

FMC Interpretive Rule on Demurrage and Detention Under the Shipping Act

FMC Shipper Advisory Board:

“when incentives such as demurrage and detention no longer function because shippers are prevented from picking up cargo or returning containers within time allotted,” absent extenuating circumstances, “charges should be suspended.”

Commission did not incorporate into the analysis of what constitutes “reasonable” demurrage and detention policies

<https://www.federalregister.gov/documents/2020/05/18/2020-09370/interpretive-rule-on-demurrage-and-detention-under-the-shipping-act>

Does “America’s Ocean Supply Chain” extend inland to the rail terminals?

Should FMC rules apply to inland rail 20/40/45’ since STB has no effect on intermodal?

Federal Maritime Commission - FMC

Competition and Integrity for America's Ocean Supply Chain



October 7, 2022 – FMC Proposing New Demurrage & Detention Billing Requirements

“If this proposed rule is adopted, VOCCs, NVOCCs, and MTOs will all be required to issue bills for demurrage or detention only to parties that they have a contractual relationship with.”

- * this would dramatically change which parties may be billed for demurrage or detention charges.
- * in other words, extra charges would be billed to the company paying for the ocean linehaul service. The Ocean Line or Cargo Owner/Shipper would get the bill for storage, demurrage, detention, per diem; not the trucker (truly a gigantic change if adopted)

<https://www.fmc.gov/fmc-proposing-new-demurrage-detention-billing-requirements/>

Why do railroads bill ramp storage to the trucker for containers that the trucker doesn't own?

Railroads bill a shipper/container owner for linehaul transport, shouldn't storage be billed to the company paying the railroad for linehaul transport?

NCBFAA and Rich Roche, Mohawk Global, is instrumental in these discussions with FMC www.ncbfaa.org



In Closing

- Driver Surplus will dissipate
- Potential Rail Strike late November
- Potential West Coast Port Labor Strike
- War between Russia vs Ukraine effecting entire world (grain, petroleum/diesel/natural gas)
- Continued Global Heating, continued Population Growth/Shift
- Go vote! and think long-term when you do

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