

# Intermodal News Report

November 8, 2023

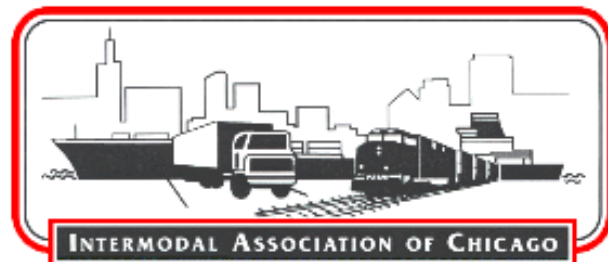
**International & Domestic Container Volumes Are Up  
Still A Driver Surplus**

**India Based Drayage Brokers**

**Why Railroads will never change**

**2024 Outlook**

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



**LoadMatch**  
**& DRAYAGE.com**

# Intermodal News

- 6/5/2023 STG Logistics (STG) acquired Best Dedicated Solutions (Vernon Hills IL)
- 6/14/2023 Tiger Cool out of business
- 6/30/2023 Conglobal replaces Parsec as the ramp contract at BNSF Logistics Park
- 7/11/2023 Redwood Logistics acquires Rockfarm Supply Chain Solutions
- 7/14/2023 Heinz opening new warehouse in Dekalb (will be responsible for distributing more than 60 percent food service business and 30 percent of all dry goods)
- 7/28/2023 Gov. Pritzker signed amended South Suburban Airport Act
- 8/16/2023 City of Rochelle Economic Development announced concrete, asphalt and gravel work has been completed at the Rochelle Intermodal Transload Center
- 9/6/2023 DrayNow + Norfolk Southern with drayage driver “app”
- 9/8/2023 Chinese "Gotion" announced new \$2 billion battery plant in Manteno IL
- 9/14/2023 JB Hunt buys BNSF Logistics (Schaumburg IL office)
- 9/21/2023 DNJ Intermodal rebrands to IMC (DNJ name has been on Drayage.com since 2008)

# LoadMatch.com = Container Posting Board

- 11,500 Shipper, 3PL, IMC, FF/NVO Company Accounts
- 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






- 5400+ unique draymen profiles listed (was 5900 in April)
- 96,000+ drivers represented under those profiles (was 107,000 in April)
- 24 years online
- Click on the city metro where a container needs to interchange, find the draymen who serve those port and rail terminals



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



**455 DRAYMEN FOUND SERVING THE CHICAGO INTERMODAL REGION**

<a href="#">clicks</a> 	<a href="#">PO new!</a>	Service Type	Abbreviations 	Fav/App/Ban 	Company (sort by)	Location (sort by)	Description <a href="#">show Service Region</a> <a href="#">speak Other Languages</a>
305		Rail <a href="#">20/40</a>	PK	<a href="#">detail</a> 	TZ Services Inc	Bridgeview, IL	Local and Regional Intermodal Drayage from Chic...
775		Rail <a href="#">20/40</a> HZ BD CH TR	PK	<a href="#">detail</a> 	R&M Trucking Co.	Elwood, IL	With 150+ power units and a large fleet of priv...
429		Rail <a href="#">20/40</a> 53' HZ BD CH	PK	<a href="#">detail</a> 	B-Bag Trucking LLC	Markham, IL	Intermodal/Drayage/ISO! 20',40',45',53' Intern...
534		Rail <a href="#">20/40</a> 53' HZ BD CH TR	PK	<a href="#">detail</a> 	MVK Transport Corp	Mokena, IL	Intermodal 20s & 40s, Warehousing, Cross-dock, ...
379		Rail <a href="#">20/40</a> 53' HZ CH	PK	<a href="#">detail</a> 	TAA Logistics Inc	Mokena, IL	Drayage,20,40,45and53', Over 30 Private chassis...
535	<a href="#">EQ1</a> <a href="#">PO</a>	Rail <a href="#">20/40</a> 53' CH TR	PK	<a href="#">detail</a> 	Clear Water Freight System Inc	Chicago, IL	Local and Regional Drayage, Asset-owned transpo...
335		Rail <a href="#">20/40</a> 53' HZ BD CH TR	PK	<a href="#">detail</a> 	Kavkaz Express LLC	Wheeling, IL	We offer service in all of the Chicago Rail Ram...
412	<a href="#">EQ3</a> <a href="#">PO</a>	Rail <a href="#">20/40</a> 53' HZ BD CH TR	PK-CY	<a href="#">detail</a> 	Reliable Transportation Specialists, Inc...	Chesterton, IN	At Reliable Transportation Specialists, Inc. we...
204		Rail <a href="#">20/40</a> 53' CH	PK	<a href="#">detail</a> 	Unix Intermodal Inc	Homer Glen, IL	We offer a wide services in the Midwest area de...
314	<a href="#">EQ5</a> <a href="#">PO</a>	Rail <a href="#">20/40</a> 53' HZ BD CH TR-WH	PK	<a href="#">detail</a> 	4D Trucking & Logistics, Inc.	Alsip, IL	Midwest container drayage, Van and Reefer servi...
458		Rail <a href="#">20/40</a> 53' CH TR	PK	<a href="#">detail</a> 	Legacy Express Trucking Inc.	Joliet, IL	With 200+ power units and a fleet of private ch...
209		Rail <a href="#">20/40</a> 53' BD CH	PK	<a href="#">detail</a> 	Transportation, Inc	Wilmington, IL	Open 24/7/365. Container drayage. Local/Regiona...
203		Rail <a href="#">20/40</a> HZ CH	PK	<a href="#">detail</a> 	Bosl Trucking Inc	Naperville, IL	Speak Mandarin With 45 private chassis, work we...
403		Rail <a href="#">20/40</a> 53' BD CH TR	PK	<a href="#">detail</a> 	Midwest Cargo Systems, Inc.	Hodgkins, IL	60 owned quad & triaxles for overweights, all C...
284		Rail <a href="#">20/40</a> 53' BD CH	PK	<a href="#">detail</a> 	Big Blue Boxes	Markham, IL	Intermodal Drayage, Landoll/Rolloff services, C...
416	<a href="#">EQ6</a> <a href="#">PO</a>	Rail <a href="#">20/40</a> 53' HZ BD CH TR	PK	<a href="#">detail</a> 	Centrans Truck Lines LLC	Mokena, IL	80 + TRUCKS IN CHICAGO. Nation Wide container d...
349		Rail <a href="#">20/40</a> 53' HZ BD CH TR-WH	PK	<a href="#">detail</a> 	Innovative Transport Solutions LLC	Wood Dale, IL	Heavy Lift capability (20 Tons per piece). ITS ...
178		Rail <a href="#">20/40</a> 53' HZ CH	PK	<a href="#">detail</a> 	Instant Trucking, Inc.	Blue Island, IL	Import/Export container drayage and power only
104		Rail <a href="#">20/40</a> 53'	PK	<a href="#">detail</a> 	Wheel Power Transportation Inc.	Waukegan, IL	Container drayage and power only services
206		Rail <a href="#">20/40</a> 53' CH TR	PK	<a href="#">detail</a> 	Rushmore Transportation Ltd	Franklin Park, IL	Drayage/Transloading/Warehousing/Overweight
158		Rail <a href="#">20/40</a> 53' TR	PK	<a href="#">detail</a> 	Smartlink Logistics Inc.	Alsip, IL	Asset-based provider of intermodal trucking, cr...
324	<a href="#">EQ4</a>	Rail <a href="#">20/40</a> 53' HZ BD	PK	<a href="#">detail</a> 	39 Transport (div Evans Delivery Company...	Countryside, IL	Intermodal, 53' domestic containers, xtowns, 2...
188	<a href="#">PO</a>	Rail <a href="#">20/40</a> 53' CH	PK	<a href="#">detail</a> 	A & W Heavy Haul, Inc.	Channahon, IL	Container Drayage. We handle overweight shipmen...
226		Rail <a href="#">20/40</a> 53' CH	PK	<a href="#">detail</a> 	A&M Intermodal	Chicago, IL	Company Drivers, with 2020 tractors. Overweight...
111		Rail <a href="#">20/40</a> 53' CH	PK	<a href="#">detail</a> 	A2B Freight Corp	Plainfield, IL	Imports, exports, OW, private chassis - local a...

# 2023 Feb-Apr click counts



## ↓ Click Count past sixty days

79351 ~ CA - Los Angeles	11094 ~ MA - Boston	1711 ~ MA - Worcester/Ayer	263 ~ PA - Allentown/Beth.
69721 ~ NY - New York City/NJ	10429 ~ OH - Cleveland	1424 ~ CA - Stockton/Lathrop	250 ~ MA - Springfield
53591 ~ TX - Houston	9723 ~ OH - Columbus	1222 ~ AL - Huntsville	248 ~ AK - Anchorage
53054 ~ GA - Savannah	9130 ~ OH - Cincinnati	1078 ~ NC - Greensboro	241 ~ NC - Rocky Mount
45006 ~ IL - Chicago	9011 ~ FL - Tampa	860 ~ HI - Honolulu	210 ~ NY - Albany
31196 ~ CA - San Fran./Oakland	8034 ~ OR - Portland	720 ~ WI - Chippewa Falls	179 ~ KY - Georgetown
30191 ~ WA - Seattle/Tacoma	7762 ~ MO - St. Louis	664 ~ PA - Harrisburg/Rutherford	134 ~ VA - Front Royal
30070 ~ SC - Charleston	7759 ~ TN - Nashville	634 ~ DE - Wilmington, DE	119 ~ FL - Titusville
26815 ~ VA - Norfolk	7738 ~ KY - Louisville	631 ~ CA - San Bernardino	96 ~ IL - Decatur
25928 ~ MD - Baltimore	7294 ~ CO - Denver	557 ~ NV - Reno	93 ~ PA - Scranton/Taylor
21828 ~ GA - Atlanta	6709 ~ NC - Wilmington	555 ~ PA - Chambersburg	85 ~ MS - Jackson
20964 ~ FL - Miami/Ft.Lauderdale	5915 ~ UT - Salt Lake City	549 ~ GA - Chatsworth/ARP	79 ~ TX - Rio Valley/McAllen
20405 ~ TX - Dallas/Ft. Worth	5818 ~ IN - Indianapolis	463 ~ MS - Gulfport	73 ~ SC - Dillon
17665 ~ TN - Memphis	4276 ~ AZ - Phoenix/Tucson	458 ~ OH - Toledo/North Balt.	73 ~ WA - Spokane
16548 ~ MO - Kansas City	4116 ~ TX - El Paso/Santa Teresa	411 ~ VA - Richmond	70 ~ MN - Duluth
15371 ~ MI - Detroit	4105 ~ NE - Omaha	386 ~ FL - Winter Haven	52 ~ GA - Cordele
14805 ~ FL - Jacksonville	2782 ~ AL - Birmingham	364 ~ ME - Portland (Maine)	51 ~ FL - Panama City
14718 ~ AL - Mobile	2620 ~ NY - Buffalo	356 ~ NY - Syracuse	38 ~ CA - San Diego
12615 ~ LA - New Orleans	2142 ~ SC - Greer	332 ~ CA - Port Hueneme	
11955 ~ MN - Minne/St. Paul	2112 ~ TX - San Antonio	324 ~ NV - Las Vegas	
11563 ~ NC - Charlotte	2091 ~ TX - Laredo	296 ~ TX - Freeport	
11140 ~ PA - Philadelphia	1926 ~ PA - Pittsburgh		

**LoadMatch**  
& **DRAYAGE.com**

# 2023 Oct-Nov click counts

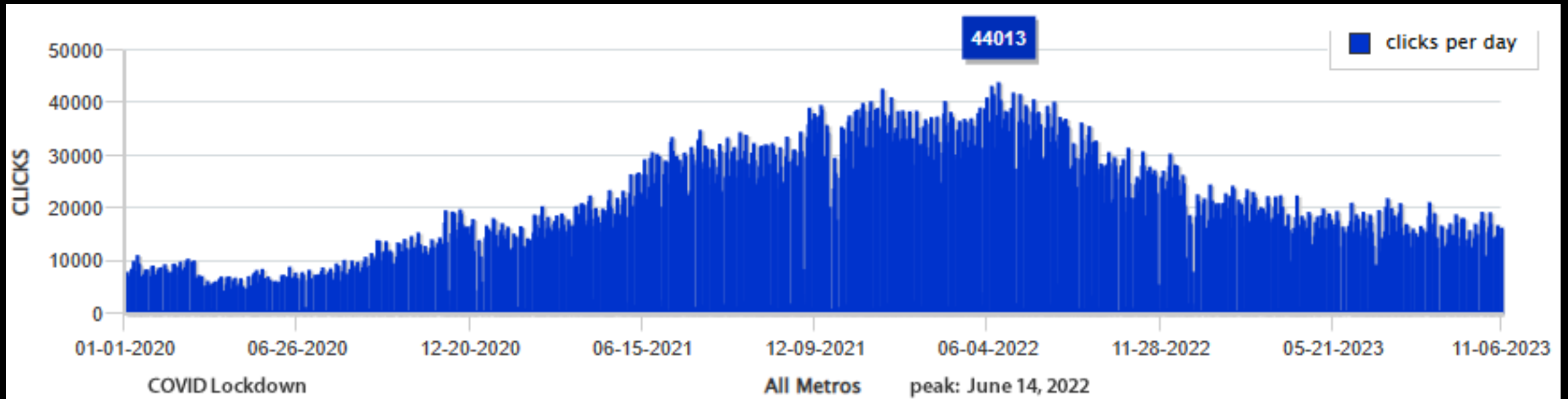


## ↓ Click Count past sixty days

64458 ~ CA - Los Angeles	8620 ~ PA - Philadelphia	1354 ~ SC - Greer	280 ~ ID - Pocatello
56883 ~ NY - New York City/NJ	8078 ~ FL - Tampa	1189 ~ CA - Stockton/Lathrop	274 ~ TX - Freeport
54741 ~ TX - Houston	7817 ~ OH - Cleveland	1030 ~ AL - Huntsville	231 ~ AK - Anchorage
44765 ~ GA - Savannah	6985 ~ OH - Columbus	978 ~ NC - Greensboro	230 ~ MA - Springfield
34069 ~ IL - Chicago	6670 ~ OH - Cincinnati	901 ~ HI - Honolulu	194 ~ NY - Albany
26960 ~ WA - Seattle/Tacoma	5758 ~ MO - St. Louis	843 ~ CA - San Bernardino	184 ~ KY - Georgetown
26467 ~ VA - Norfolk	5758 ~ UT - Salt Lake City	674 ~ DE - Wilmington, DE	162 ~ NC - Rocky Mount
26461 ~ CA - San Fran./Oakland	5480 ~ KY - Louisville	640 ~ PA - Harrisburg/Rutherford	107 ~ FL - Titusville
25900 ~ SC - Charleston	5244 ~ TN - Nashville	538 ~ FL - Winter Haven	93 ~ PA - Scranton/Taylor
21389 ~ GA - Atlanta	5234 ~ CO - Denver	500 ~ MS - Gulfport	89 ~ VA - Front Royal
19415 ~ MD - Baltimore	5084 ~ NC - Wilmington	492 ~ WI - Chippewa Falls	69 ~ IL - Decatur
16220 ~ TX - Dallas/Ft. Worth	5024 ~ OR - Portland	386 ~ GA - Chatsworth/ARP	66 ~ CA - San Diego
15632 ~ FL - Miami/Ft.Lauderdale	4092 ~ IN - Indianapolis	385 ~ PA - Chambersburg	64 ~ MS - Jackson
13138 ~ FL - Jacksonville	3798 ~ TX - El Paso/Santa Teresa	373 ~ NV - Reno	59 ~ SC - Dillon
13069 ~ MA - Boston	2943 ~ AZ - Phoenix/Tucson	364 ~ OH - Toledo/North Balt.	51 ~ MN - Duluth
12961 ~ TN - Memphis	2878 ~ NE - Omaha	361 ~ CA - Port Hueneme	49 ~ GA - Cordele
12223 ~ MI - Detroit	2047 ~ NY - Buffalo	329 ~ NV - Las Vegas	49 ~ TX - Rio Valley/McAllen
12030 ~ MO - Kansas City	1865 ~ AL - Birmingham	314 ~ ME - Portland (Maine)	42 ~ WA - Spokane
11172 ~ NC - Charlotte	1803 ~ TX - San Antonio	311 ~ VA - Richmond	
10868 ~ AL - Mobile	1787 ~ MA - Worcester/Ayer	297 ~ PA - Allentown/Beth.	
10593 ~ LA - New Orleans	1665 ~ PA - Pittsburgh	292 ~ NY - Syracuse	
10136 ~ MN - Minne/St. Paul	1405 ~ TX - Laredo		

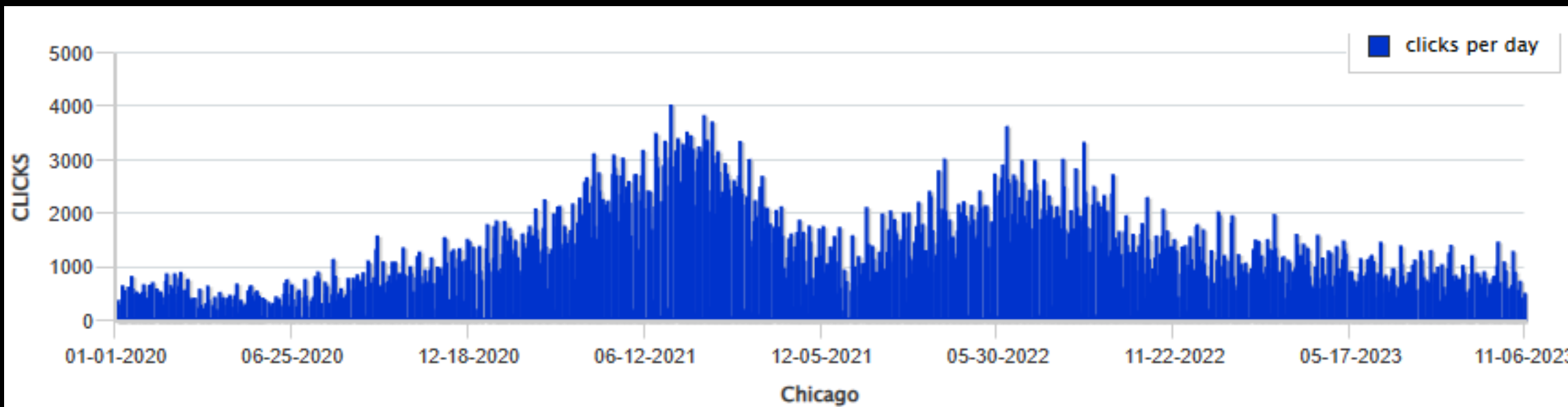
**LoadMatch**  
& **DRAYAGE.com**

# Current U.S Drayage Demand ALL Metros Combined

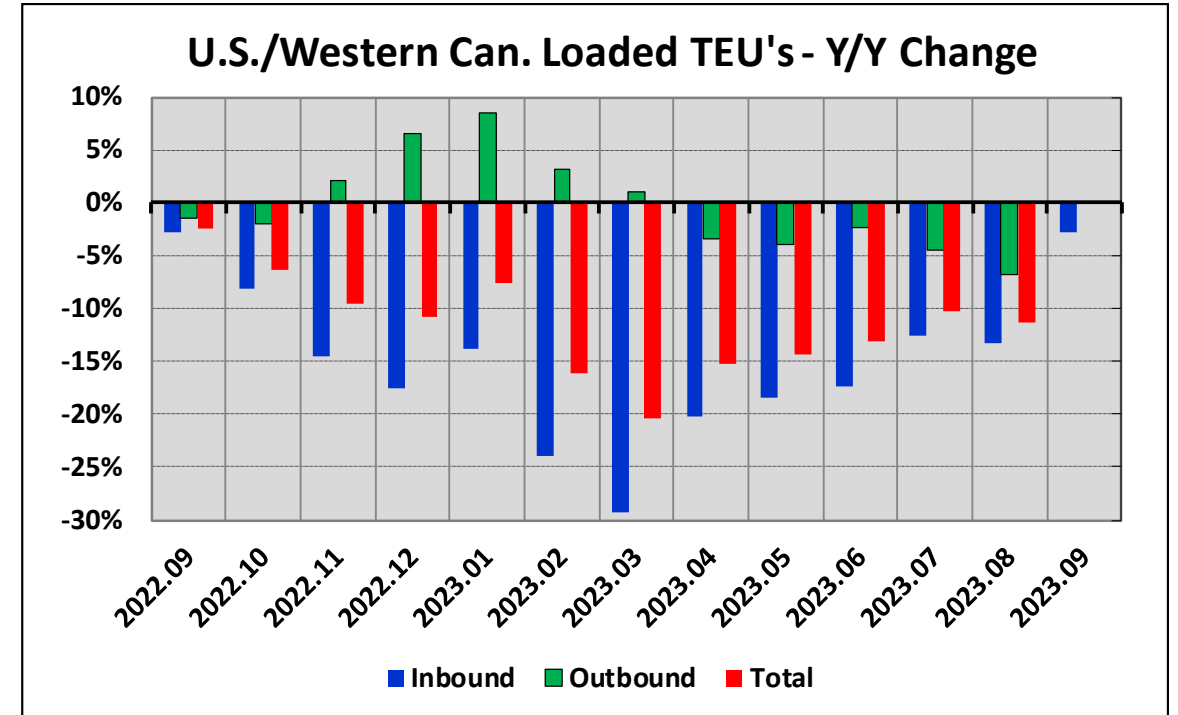
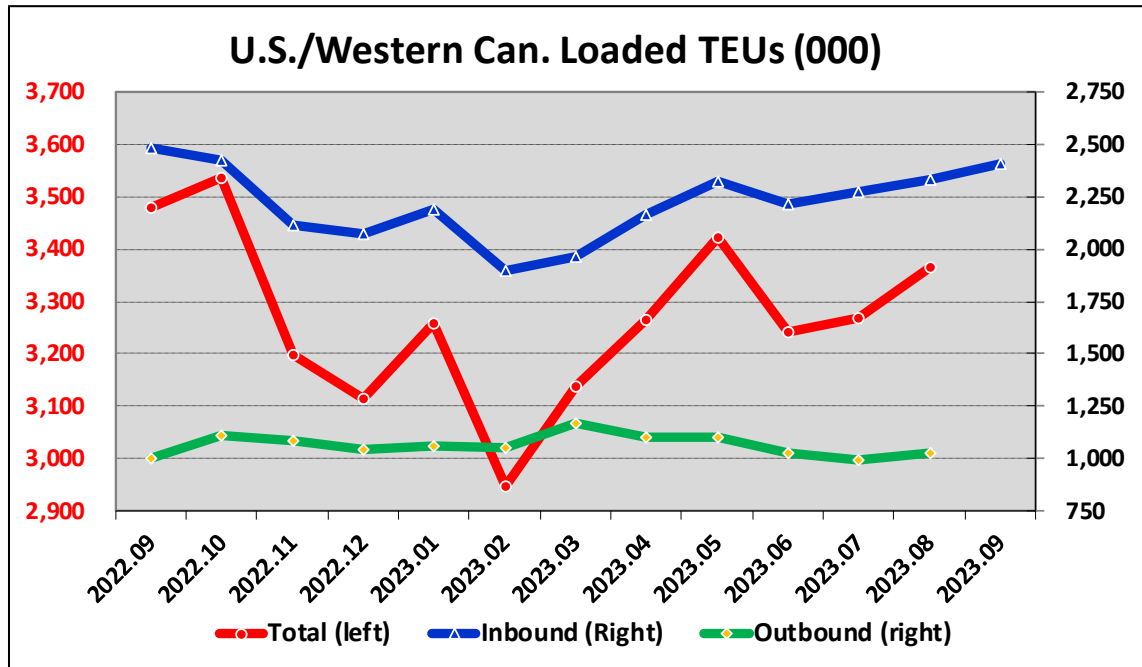




# Click activity on Chicago Dray list:



# IMPORTS HAVE CONTINUED TO INCREASE BEYOND THE NORMAL AUGUST PEAK

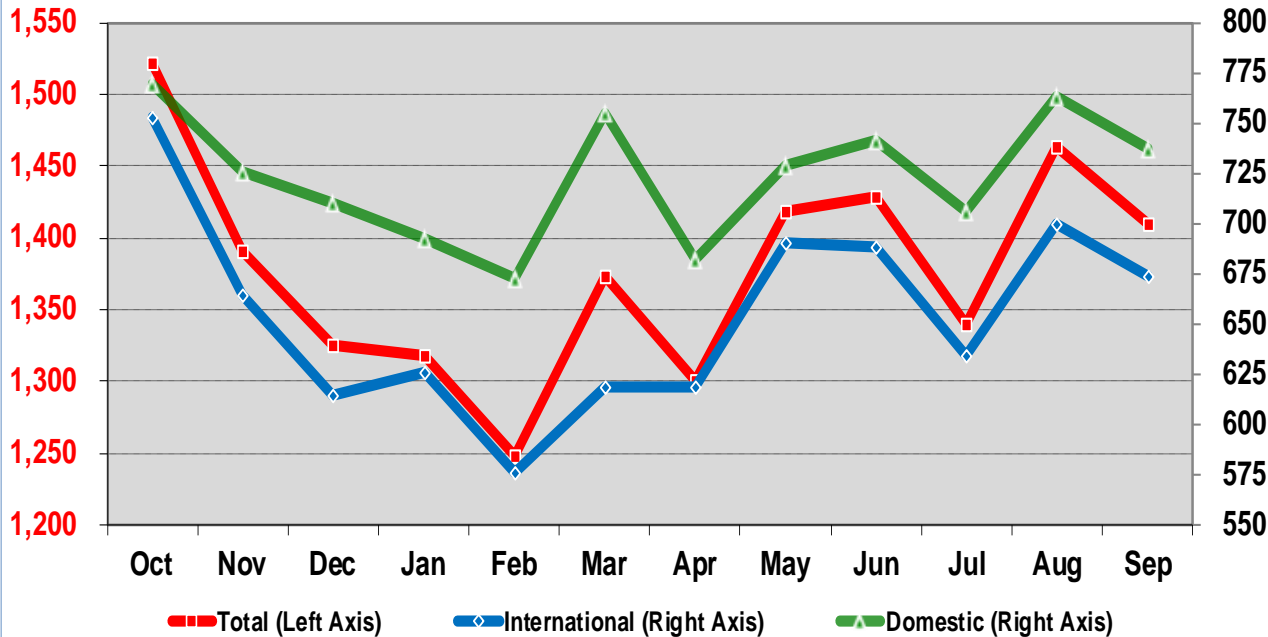


Source: Port Reports, IHS PIERS, GTC Analysis

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 Twitter: @intermodalist

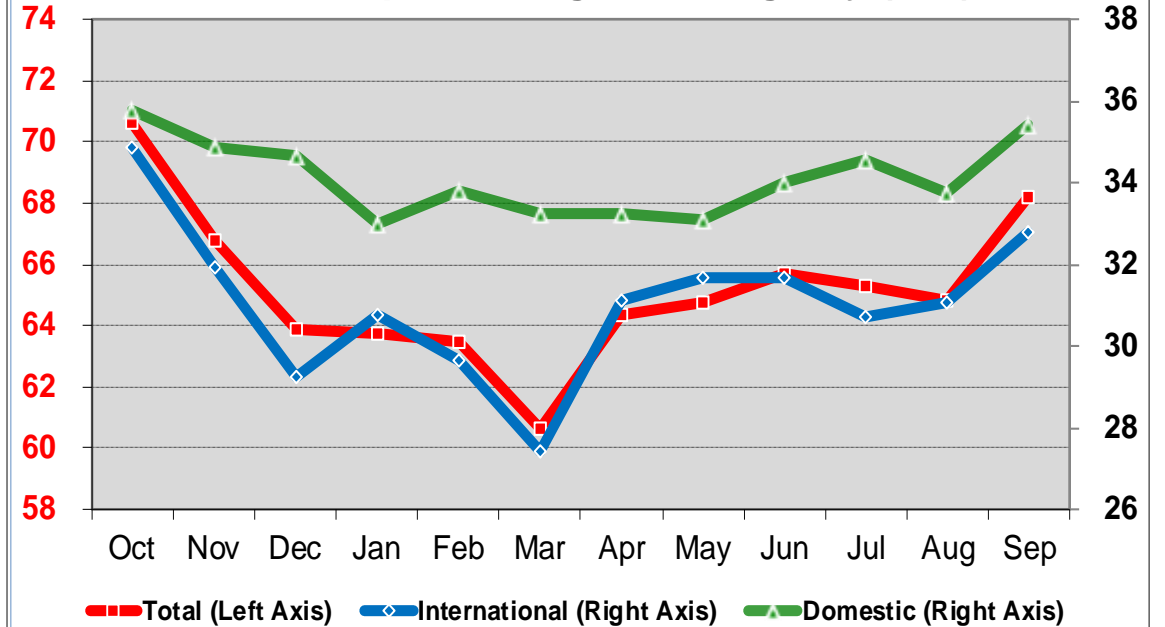
# NEVER MIND THE MONTHLY FIGURES, VOLUME IS MOVING UP

North America Rev. Moves/Mo - Actual (000's)



Sources: IANA ETSO, GTC Analysis; Copyright GTC 2023

Rev. Moves per Average Working Day (000)

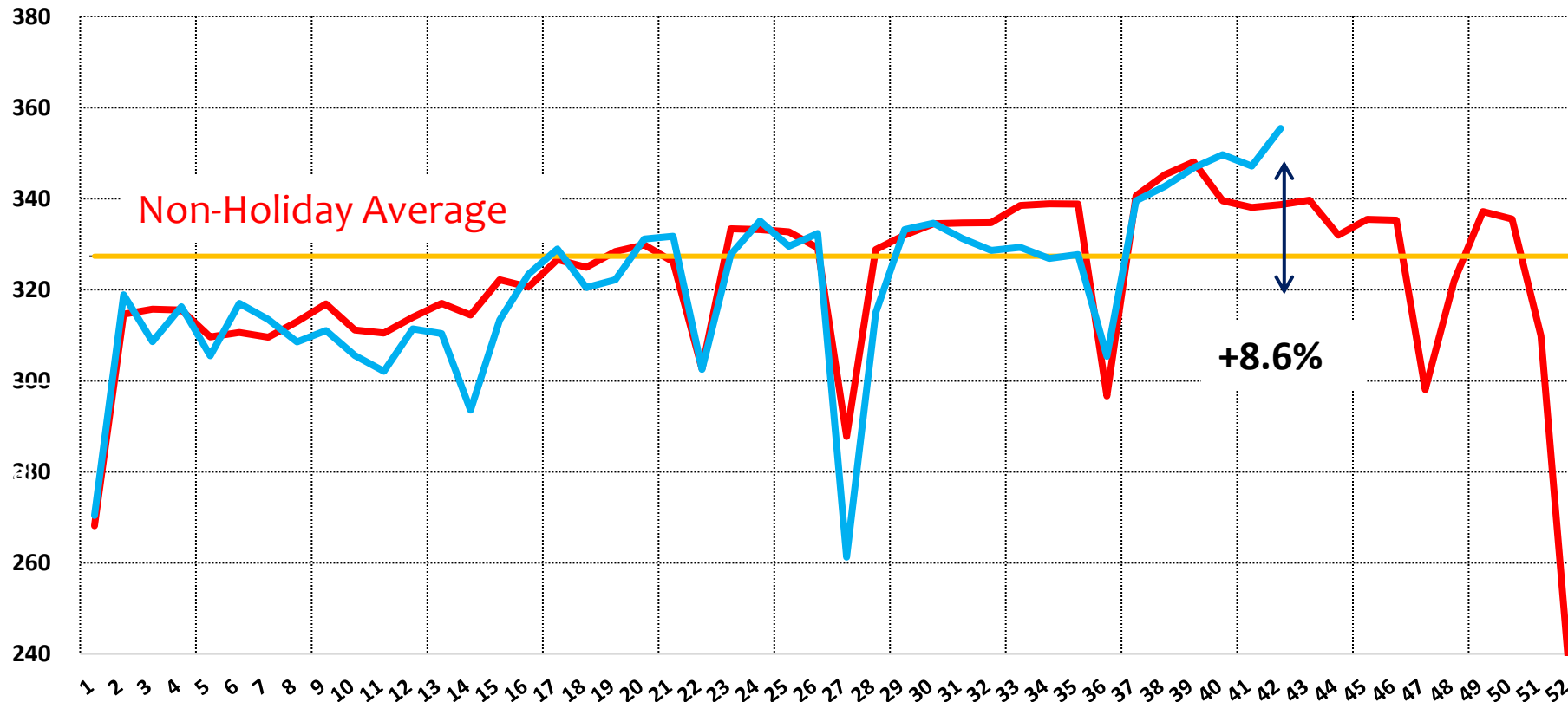


Sources: IANA ETSO, GTC Analysis; Copyright GTC 2023

*July had 5-6.5% fewer working days than June*

# THIS IS 2023 SO FAR AS COMPARED TO A NORMAL YEAR

AAR Weekly N.A. Intermodal Originations (000's) - 2023 vs. 10 Year Average 2010-2019

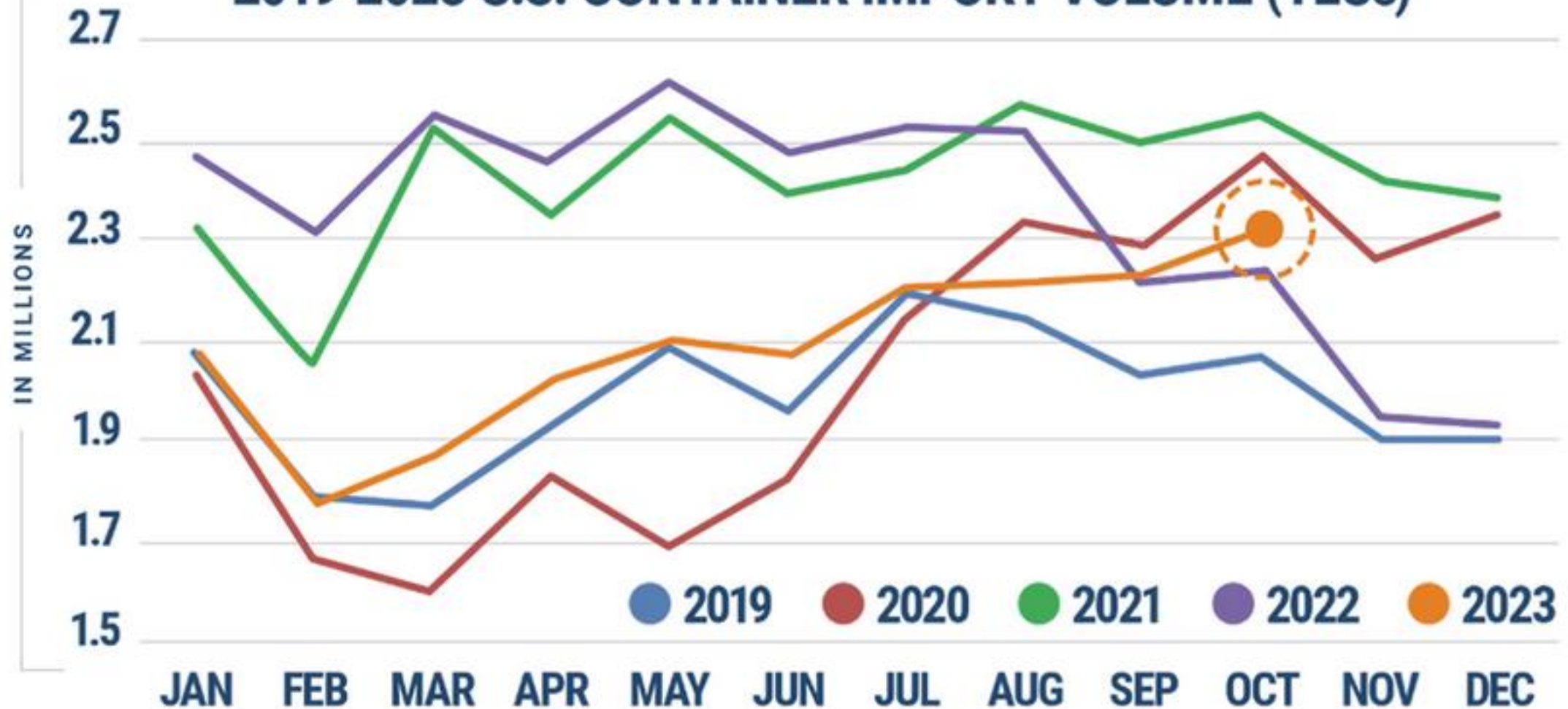


**Year to Date  
2023  
versus  
Average for  
Same Period  
2010-2019:  
-0.6%**

Source: AAR, GTC Analysis

— Ten Year Average — Average Weekly Volume Excluding Holiday Weeks — 2023

## 2019-2023 U.S. CONTAINER IMPORT VOLUME (TEUs)



(Chart: Descartes. Data: Descartes Datamyne)

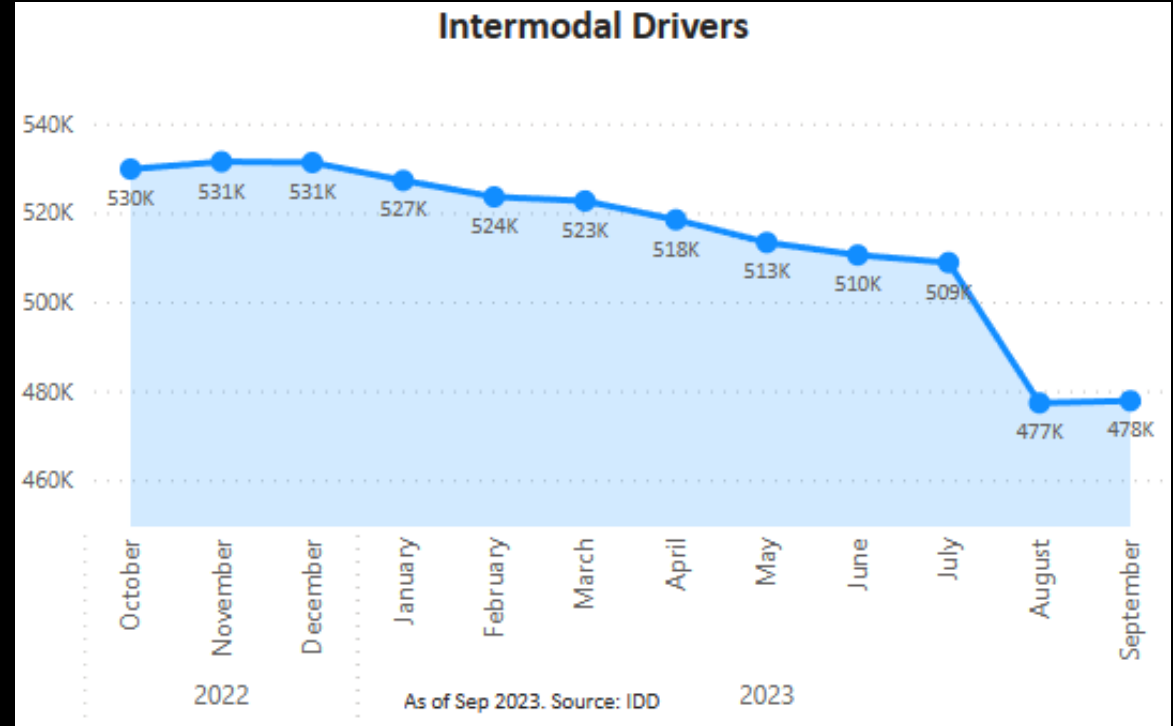
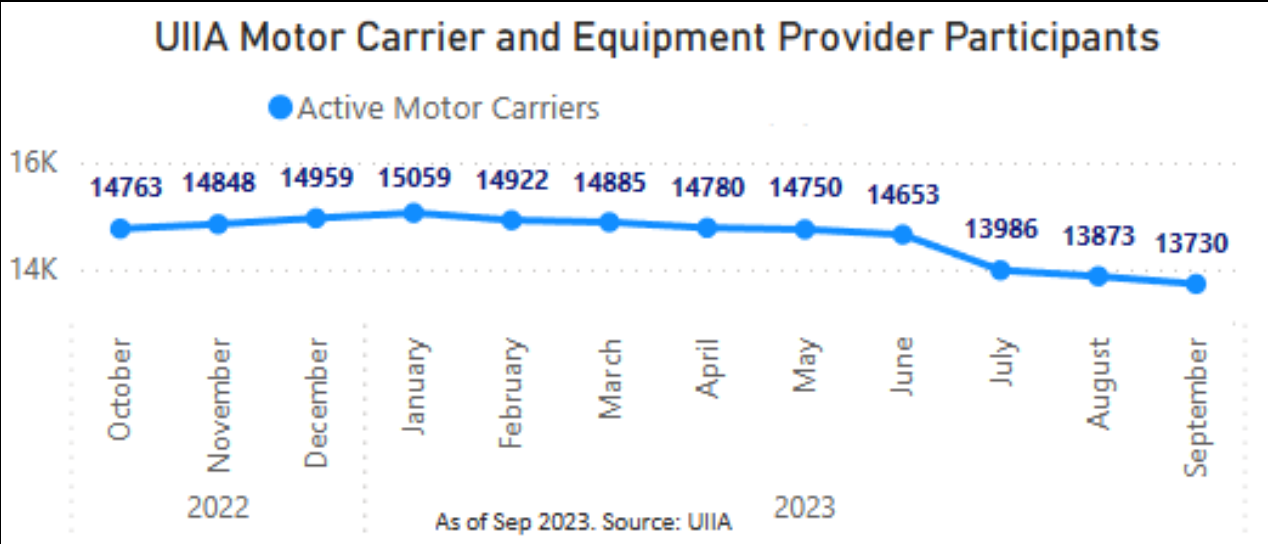
October imports up 4% year on year and up 11.5% vs. 2019, pre-COVID

# Drayage Trucking Industry

September 30, 2023

UIIA MCs: 13,730

IDD Active Drivers: 477,741



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

# India Based Brokerages



Erick Clapton

Ethan Hawk

Jessie James

John Wick

Kevin Hart

Kyle Flamingo

Mike John

Nod Silver

Olive Green

Shaggy Blake

Tappy Torreto

Tony Stark

Yogi Bear

# India Based Brokerages



Signed Up:	Broker Name:	Location:
3/23/2016	American Logistics Group ALG	Melville, NY
5/13/2016	S&S Brokerage	Iselin, NJ
3/15/2017	Best Bay Logistics	Wilmington, CA
6/20/2019	Value Logistics / A1 Value Logistics	Atlanta, GA
9/11/2019	Nex Group LLC / Nex Logistics	Cheyenne, WY
9/28/2020	Eternity Solutions / Eternity Logistics	Deer Park, NY
5/20/2021	Vineyard Brokerage / US Contracting Services	Indianapolis, IN
6/15/2021	Cargo Solution Brokerage	Fontana, CA
7/15/2021	S&R Brokerage LLC / 7 Star Brokerage	Okemos, MI
8/17/2021	TransJet Cargo	Indianapolis, IN
9/2/2021	Big Bird Transportation	Lodi, CA
9/22/2021	Sky Fly Trucking	Columbus, OH
11/30/2021	Adroit Logistics / US Ravens Logistics	Dover, DE
12/14/2021	Grace Logistics	Modesto, CA
12/21/2021	VAB Logistics	Sheridan, WY
3/21/2022	SJR Freight Service	Stockton, CA
6/22/2022	Route King Logistics	Albert Lea, MN
7/25/2022	Pamm Logistics	Spokane, WA
8/25/2022	Kings Team Logistic	Dublin, CA
11/7/2022	Strong Wheels Logistics	Springfield, MA

*\* just a few of the biggest, there are many more.*



# India Based Brokerages



- They have legitimate U.S. MC#s with Broker Authority.
- There is no law requiring operations or sales to be performed within U.S. borders.
- Outsourcing backend office to Central America and Eastern Europe as been going on for years.

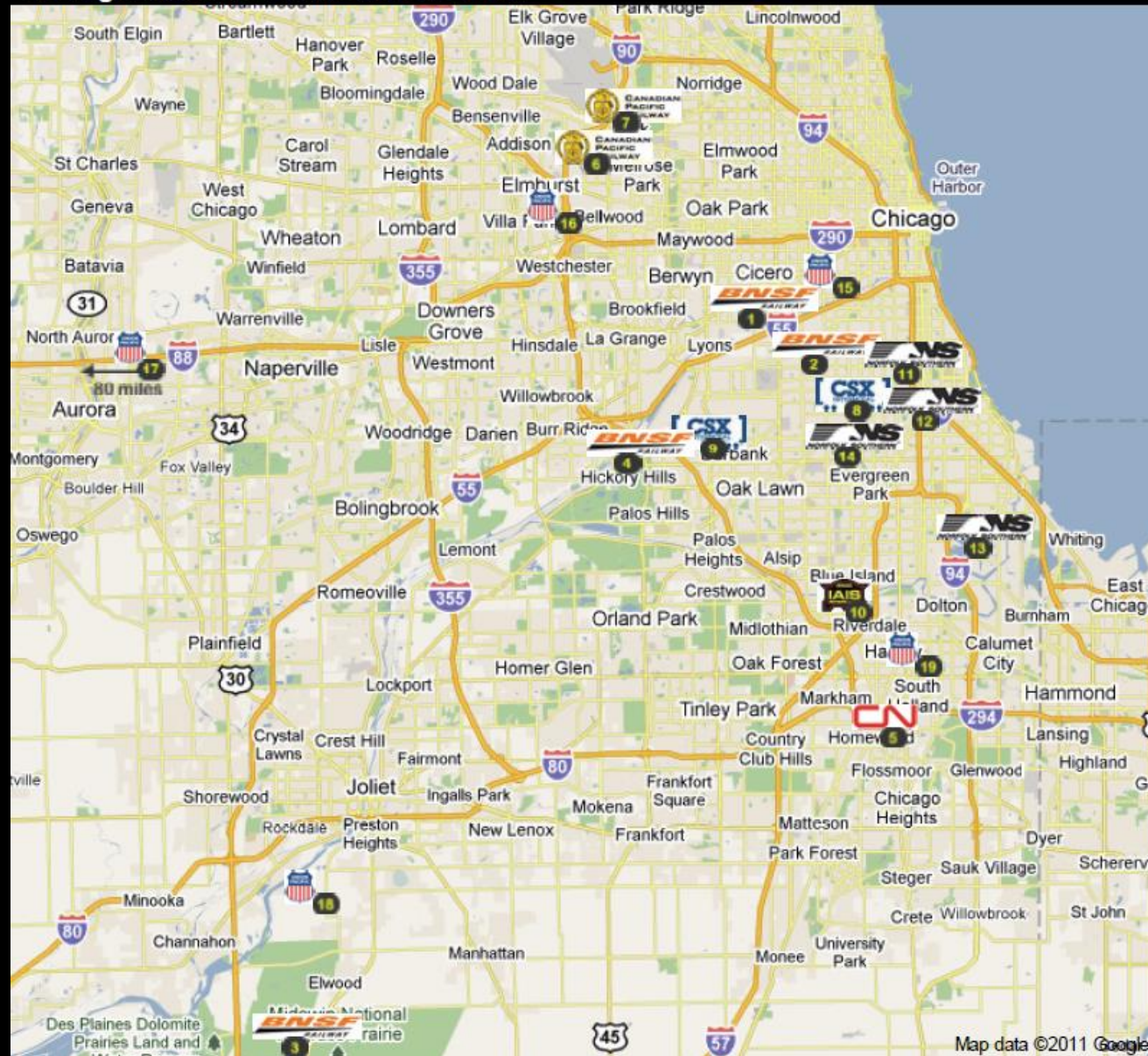
Why is it so bothering?

- The logistics community isn't used to the call-center style, unsolicited barrage of emails and phone calls with the Indian accent.
- Looking for business from customers and lacking knowledge about the customer being contacted.
- Asking draymen for rates and not knowing details on the drayage being requested.

**We estimate on LoadMatch about three dozen 3PL Broker profiles having accounts that have legitimate U.S. Broker Authority MC#s but are actually based in India. Guessing conservatively 600-1000 India based individuals doing drayage brokerage type sales.**

## Chicago Area Intermodal Rail Terminals

14 different  
railroad  
intermodal  
terminal  
locations  
dozens of rate  
combinations

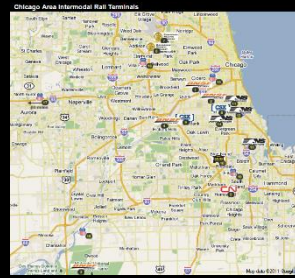


Note distance  
to Chicago  
from BNSF-  
LPC and UP-  
Joliet located  
here bottom  
corner:

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

# Why the Driver Experience at Rail Intermodal Terminals will never change

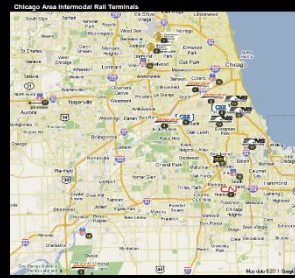


Wheeled or Grounded, the primary goal of every railroad is to work the train, not the driver. Load/Unload container railcars first, drayage drivers second.

- 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 to 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?*

# 2024 Outlook

- J.B. Hunt estimates there are roughly 7 million to 11 million loads annually that could be converted from full highway transit to intermodal rail service. (November 07, 2023)
- Larry Gross estimated if 3<sup>rd</sup> quarter 2023 volume was adjusted to Q3 2017 level, would have been +17.9% more loads = 1.4 million loads. (\$3.5 billion dollars)
- Higher inventory stocking levels probably now considered normal.
- Panama Canal drought effecting non-container passage, delaying container ships. Good for West Coast volume, both intact & transload.
- Get ready for making gate appointments for a specific time to enter a rail intermodal terminal to pick up loaded containers. (Norfolk Southern)

# In Closing

- NOT a Freight Recession, this is an Over Capacity challenge (there is more volume moving now than in 2019)
- Matter of attrition, pay attention to details and your processes
- Potential more domestic and import intermodal volume if fuel prices increase
- Mexico Intermodal is in high growth mode
- Wars, Population Growth/Shift, continued Global Heating, effecting entire world (food, water, petroleum)

World Population 1973: 3.92 Billion

World Population 2023: 8.00 Billion

94 million barrels of oil consumed per day worldwide

<https://www.statista.com/statistics/265203/global-oil-production-in-barrels-per-day/>



Jason Hilsenbeck

President

LoadMatch & Drayage.com

Naperville, IL

[www.loadmatch.com](http://www.loadmatch.com) = Container Load Board

[www.drayage.com](http://www.drayage.com) = Phonebook of Draymen

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