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ALEXANDER

I N T E R N A T I O N A L   L O G I S T I C S

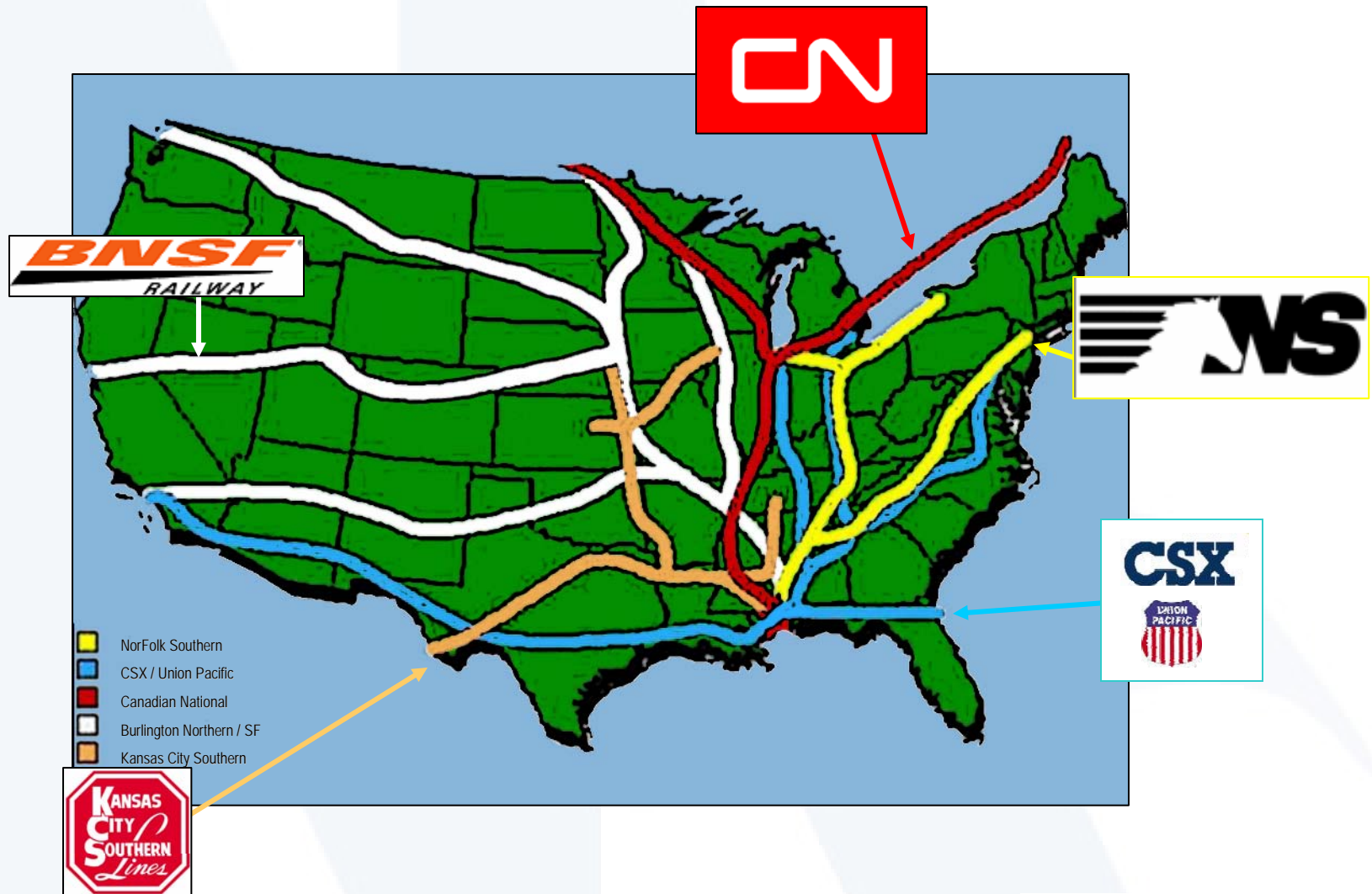
Innovative Truck/Rail Transport and  
Future of Trucking and Agriculture  
Shipping

Presented by Donna Lemm

# Agenda

- Challenges
  - US rail and truck infrastructure
  - Ramp closures
  - Carrier Removal of certain CY locations
  - Weight limitations
- US Hub locations
- Security Concerns

# Intermodal Infrastructure



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# Trucking Infrastructure



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# Cancellation of Services



## CSX

- Chicago to BNSF Houston and Robstown
- Birmingham, AL to BNSF El Paso, TX and Phoenix, AZ
- Columbus, OH to Worcester, MA



## NS

- NACS service from NS origins to KCS Laredo, TX and interior MX points
- NS EMP container service to and from Toledo, OH
- EMP/NACS interline service to and from Cincinnati with UP/BNSF/CPRS/CN
- EMP service between NS terminals and UP Ft. Smith, AR
- EMP service to and from Houston/Englewood, TX via Memphis interchange



## BNSF

- Closed Richmond, CA ramp



## UP

- Barbours Cut, TX to Oakland, CA
- Marion, AR to Englewood, TX (48' and 53' service)
- Houston, TX to Dallas, TX
- Hawk Fresno Ramp Closed (Fresno, CA)

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Confidence worldwide

# Ag Export Issues:

## Some Ocean Carriers - Eliminating Store Door and CY services

- Major World Class Carrier eliminating service to major US Cities including:
  - Denver, CO
  - Kansas City, KS
  - St. Paul, MN
  - Minneapolis, MN
  - St. Louis, MO
  - Omaha, NE
  - Buffalo, NY
  - Syracuse, NY
  - Salt Lake City, UT

# A Second Leading Global Carrier Eliminated these Store Door and Ramp Services

- Portland, OR (Oregon)
- Salt Lake City, UT (Utah)
- Denver, CO (Colorado)
- El Paso, TX (Texas)
- San Antonio, TX (Texas)
- Dallas, TX (Texas)
- Omaha, IA (Iowa)
- Cincinnati, OH (Ohio)
- Buffalo, NY (New York)
- Huntsville, AL (Alabama)
- Tampa, FL (Florida)
- Seattle, WA (Washington)

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# Service Cancellations:



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# Limited US Infrastructure Capacity & Congestion Issues

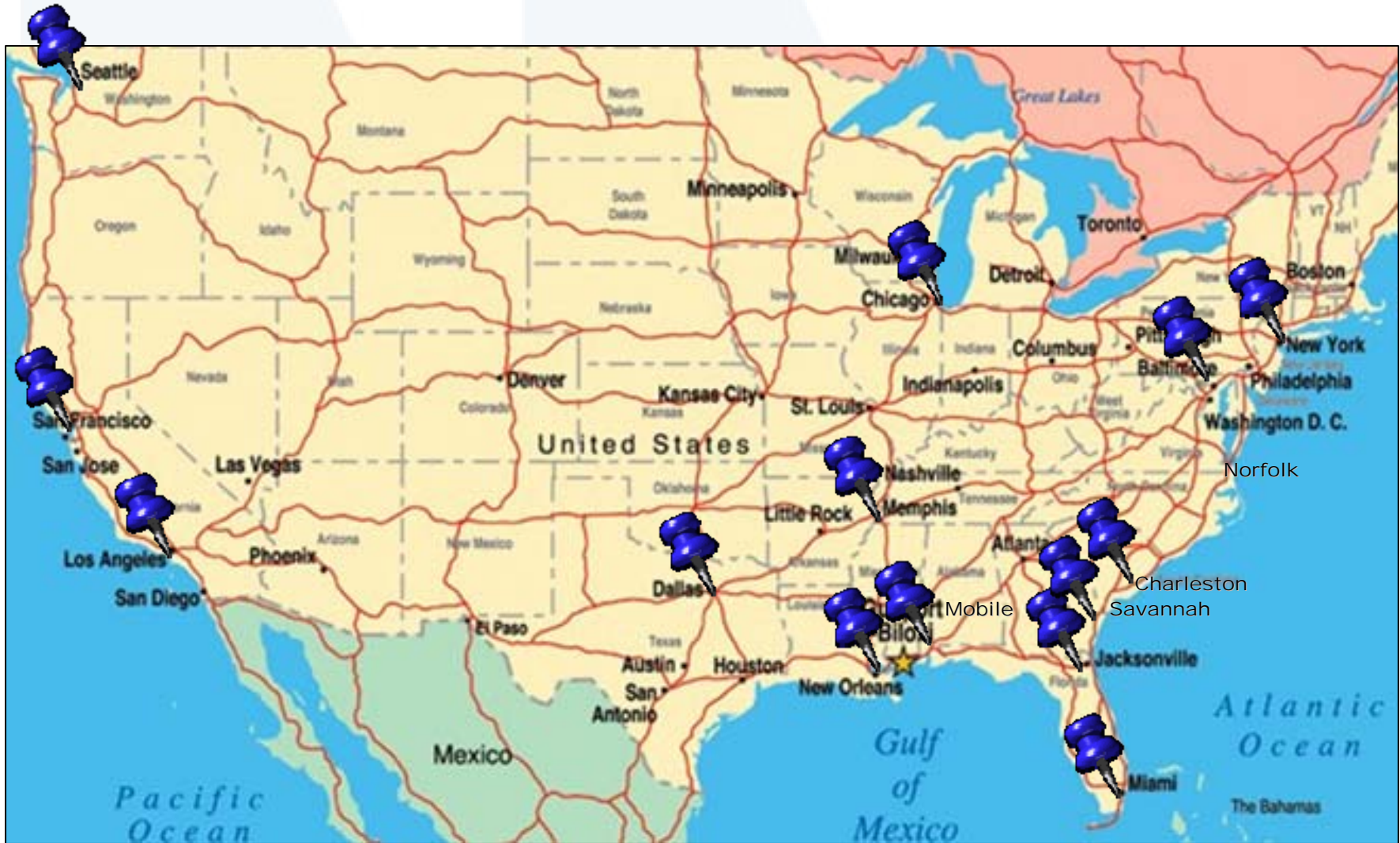
- US infrastructure cannot accommodate growing volume and shipper demands.
- Railroads are closing ramps and intermodal options are fewer today, than ever before.
- Increased pressure on trucking capacity
- Increased fees and tolls increase transportation costs.
- SAFETEA-LU at least \$100 billion short of needed funding

# Shipper Dilemma

## Given Restricted Equipment Usage and Limitations on Services

- Chassis charges
- Repositioning charges as cy's are eliminated
- Free time concerns on equipment
- Forced transloading
- Push for private equipment, elimination of NACS 48' equipment by BNSF, NS, and KCS.

# Equipment Locations



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# Infrastructure Options for Shippers

## Increased Trucking Opportunities

- Shippers are looking at warehousing and transloading near equipment, rail and trucking hubs.
- Match back programs – exporters and importers working in concert.
- Bottom line, as Rail options decrease, Trucking options increase.
- Increase in port to door movement across the US.
- Key areas of opportunity include the East Coast and West Coast Gateways.
- Atlanta, Memphis, Dallas, Chicago will act as regional hubs for international and domestic truck opportunities.

# Additional Agricultural Shipper Concerns: Security!

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# AG Export Security Concerns



Raw Materials



Warehouse Terminal  
Receipt of Freight

*Inspect locks/seals on boxcars at pull and place.*



*Use rail boxcars, trailers, and containers dedicated for food products.*



Inland Movement

*High secured seals (PAS ISO17712 high security seals) are recommended*



Customs  
Entry at  
Foreign Port

*WCO – customs guidelines are being implemented in other countries*



Overseas  
Ocean  
Transport



Port of  
Loading

# Potential Solutions

- Security Concerns – Know your supply chain.
- Verify all contracted transporters have a security program in effect. (truckers, rail providers, warehouses, terminals, ocean carriers, forwarders)
- Assess and identify vulnerable points of contamination
- Define and implement controls to prevent product adulteration or contamination during transportation and storage.
- Use tamper resistant seals.

*Thank you!*

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