



# IANA

INTERMODAL ASSOCIATION  
OF NORTH AMERICA

# Intermodal 101: Reflections on the Journey

Tuesday, February 18, 2025, 2:00 PM ET

Thank you for joining us.  
The program will begin shortly.



# IANA

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# Intermodal Insights

2025 Virtual Education Program

# Housekeeping

- Audience will be muted
- A question & answer session will follow the presentation
- Submit questions by clicking the Q&A icon at the bottom of your screen
- A recording of this webinar, including the slides, will be available in about a week on our Education On-Demand page:  
[intermodal.org/education-on-demand](https://intermodal.org/education-on-demand)

# Today's Presenter



**Ted Prince**

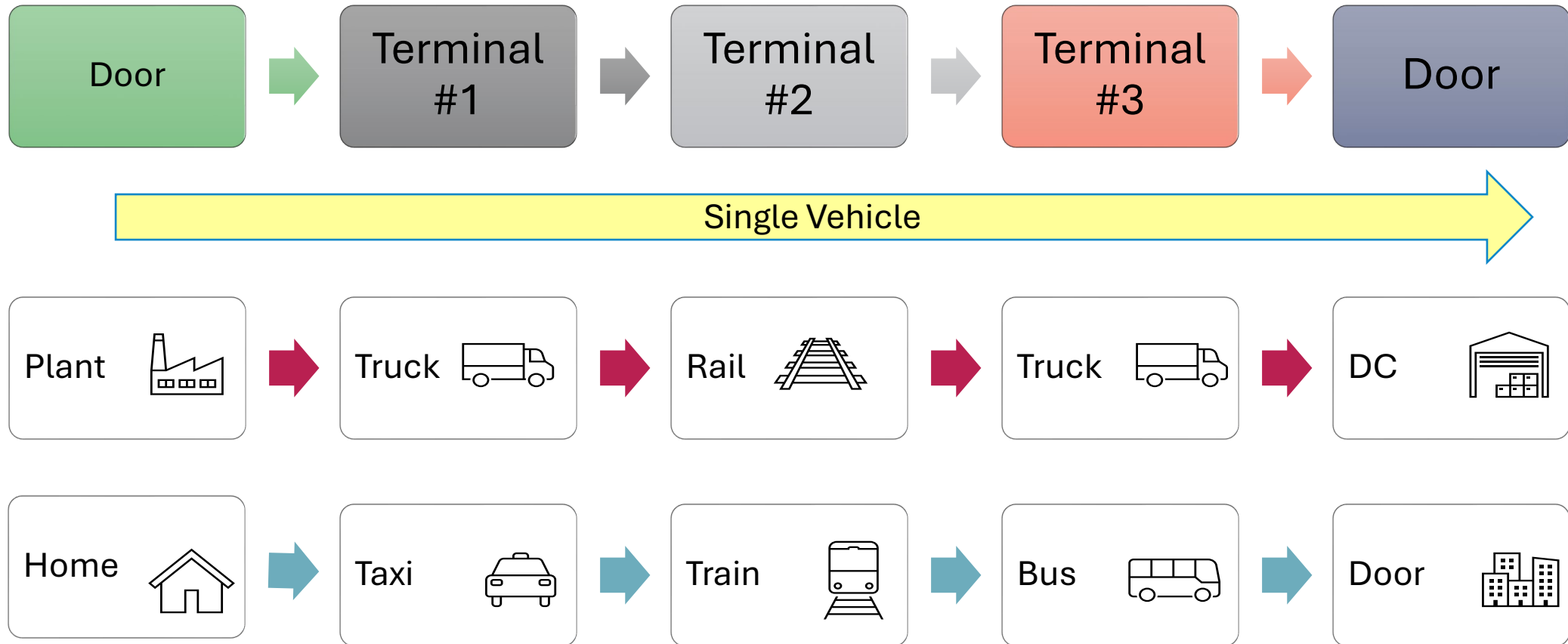
CEO & Founder



**TRI-CITIES**  
INTERMODAL  
|||||

# The Intermodal Network

- The topology is always identical for passenger or freight transportation
  - Intermodal vs. single vehicle



# Intermodal and Multimodal are not the same

## Multimodal

A shipment combining at least two or more different modes, (e.g., air, water, rail, or truck) to move cargo from one point to another

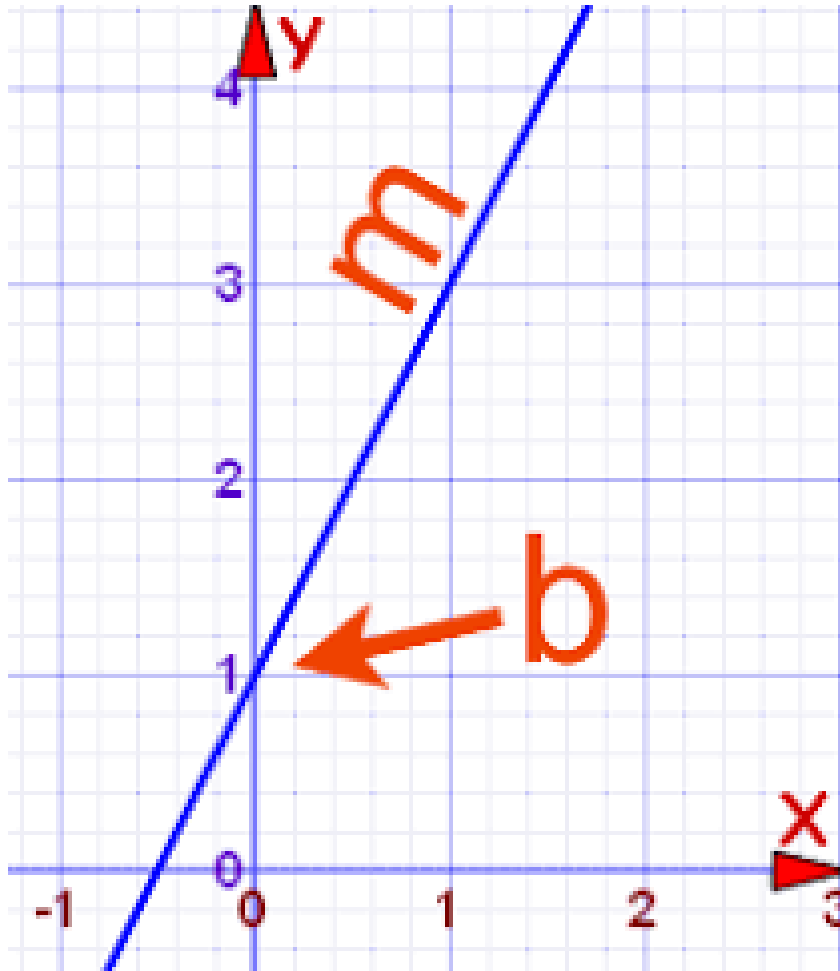


## Intermodal

A subset of multimodal where the cargo is contained in a unitized container throughout the transit



# Intermodal economics explained by linear equation



Variable Cost per-mile

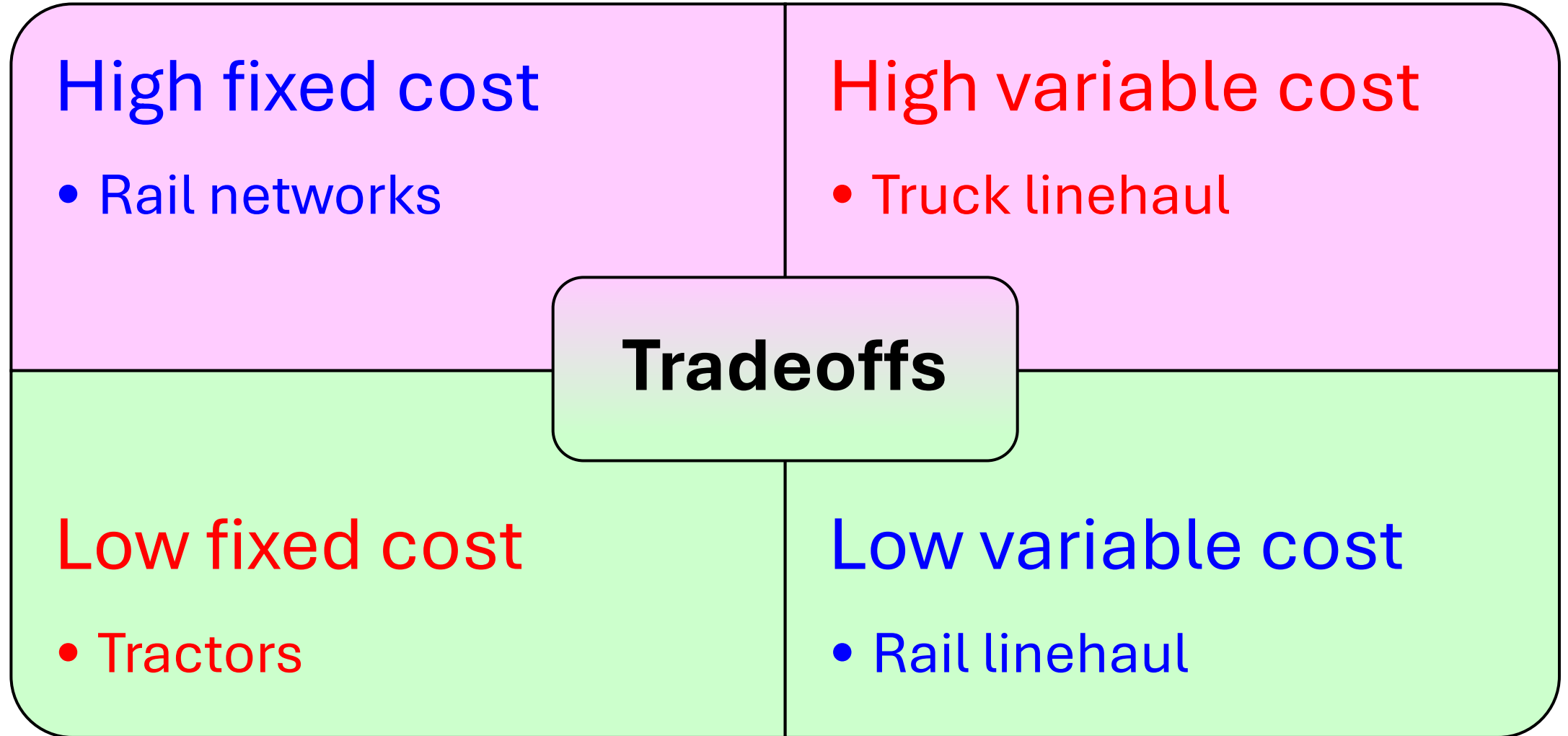
Miles

$$y = mx + b$$

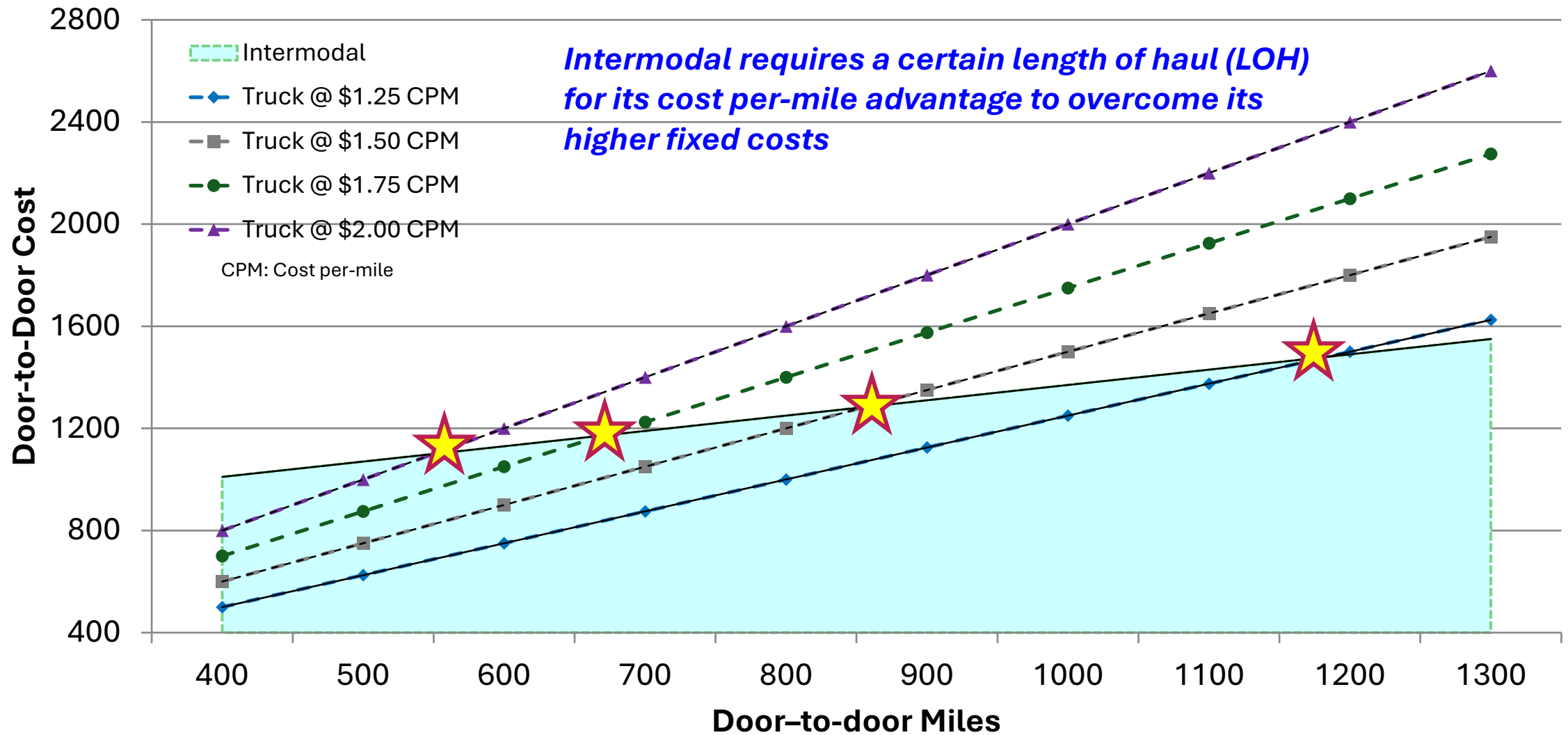
Total Cost

Fixed Cost

# Rail-Truck Intermodal Economics



# Intermodal Price Competitiveness



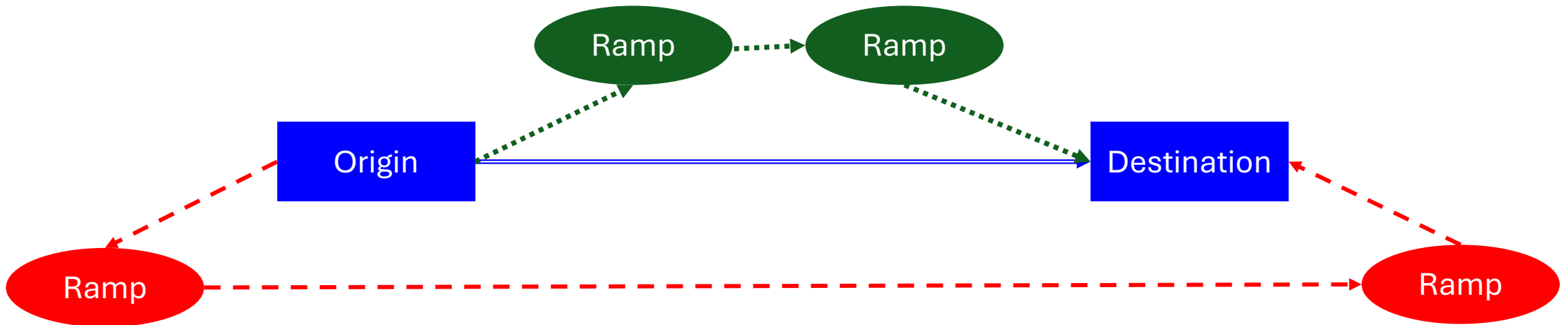
# Intermodal Structural Advantages

Factor	Good for Intermodal	Bad for Intermodal
Length of Haul (LOH)	Longer	Shorter
Diesel Price-per gallon (PPG)	High	Low
Demand Patterns	Peaks and Valleys	Steady
Traffic Balance	Imbalanced	Balanced
Railroad Service	East – West	North - South
Railroad Circuitry	Low	High

*These are “rule of thumb” guidelines – and there are always exceptions*

# Intermodal Price Advantages

Factor	Good for Intermodal	Bad for Intermodal
Truck Market	“Hot” (Low discount)	“Cold” (High Discount)
Pickup and Delivery Distance	Close	Far
Pickup and Delivery Roundtrip	Load/Load	Load/Empty or Empty/Load
Pickup/Delivery Complexity	Single stop	Multiple Stops
Door-to-door circuitry	Low	High



# Drivers of Change



Globalization



Deregulation



Outsourcing



Y2K

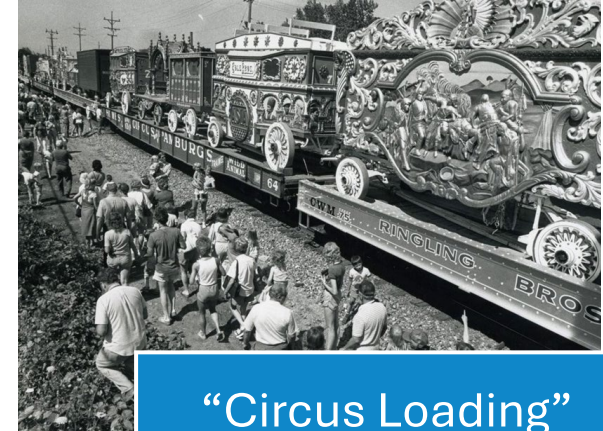
# A Brief History of Domestic Intermodal



Early LCL



Piggyback (TOFC)



"Circus Loading"



Early Lifts (TOFC)



Domestic Containers



Early Lifts (COFC)

# Drayage Overview



First and Last Mile



"To transport by a sideless cart",



Make intermodal look like truck



Motor Carrier Subsidiaries



Many challenges



Clean Trucks



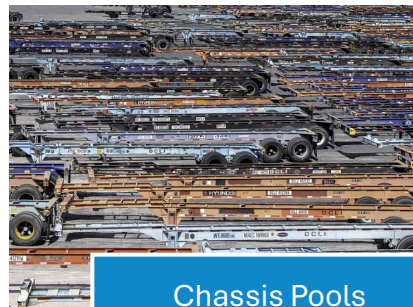
Driver Classification



Gate Congestion



Gate Hours



Chassis Pools



Lack of Respect



Customer Dwell

# Trans-Pacific Ocean Service

## All-Water

- Via Panama or Suez Canal
- No rail

## Land-bridge

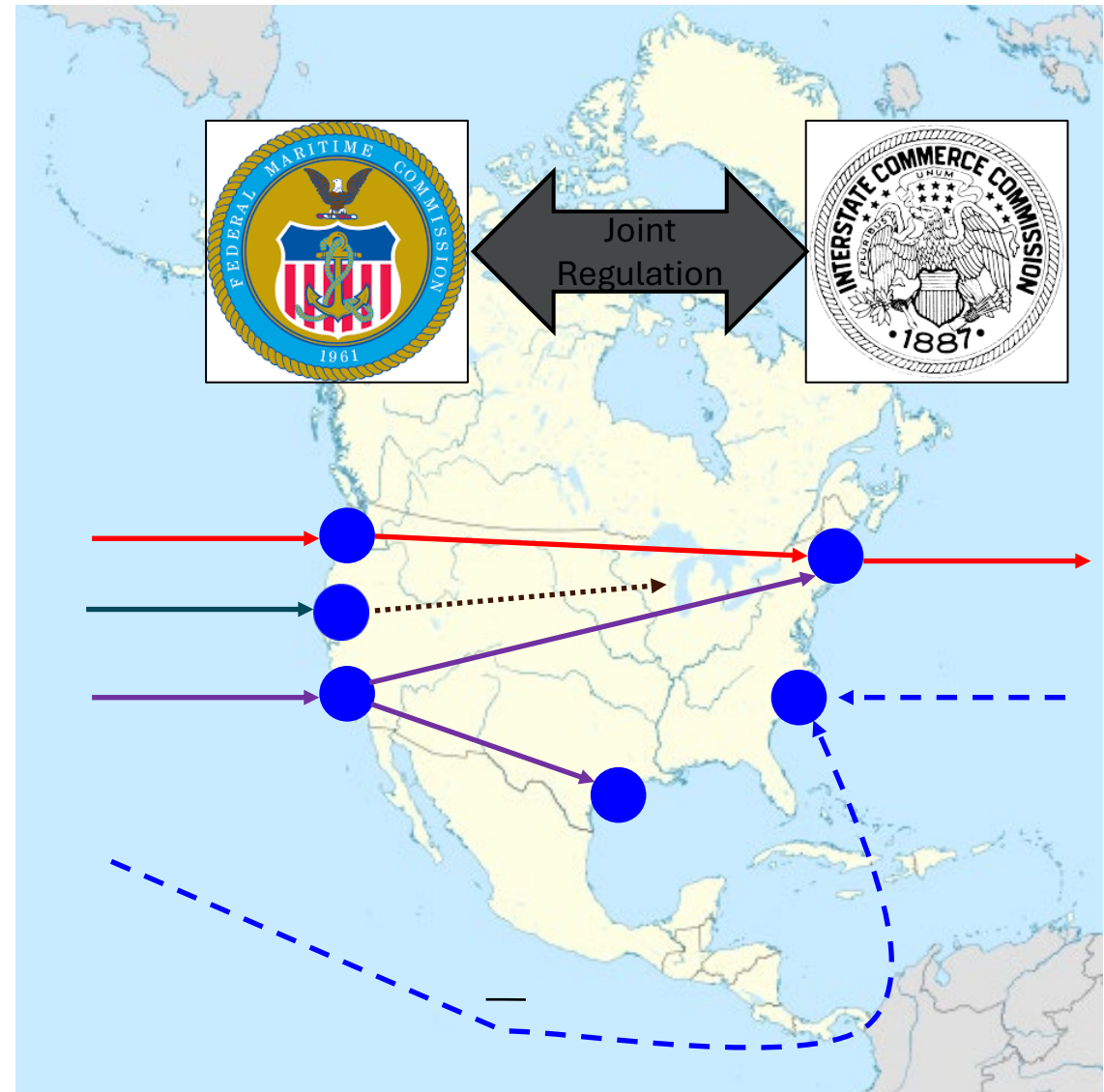
- Rail port-to-port movement connecting two ocean legs
- Utilized during Suez Canal closure 1967-1975

## Mini-Land-Bridge

- Port-to-port ocean B/L with rail substitution to Gulf or Atlantic ports

## Overland Common Point

- Rail inland “unbundled” from ocean tariff -- and beyond conference and FMC oversight)



# Growth of International Containerization



Vietnam War



Japan & 4 Tigers



APL Liner Train



Quota Cargo



Winter of 1977-78



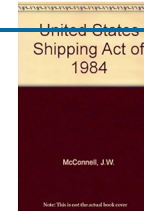
Staggers Act



Double-stack I



Double-stack II



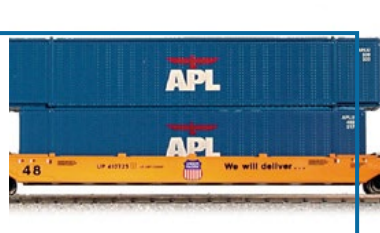
Shipping Act



Plaza Accord



"Voluntary Restraints"



Domestic Containers



US Lines Bankruptcy



Panamax



China WTO

# The On-dock History



Gate Congestion



Cover-up Bad Investment



Port Paranoia



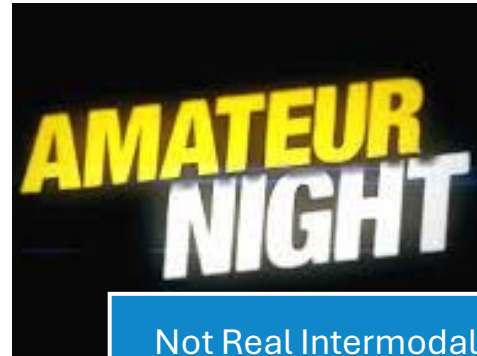
“Ghost of ICTF”



Port Permits



The Question Never Asked

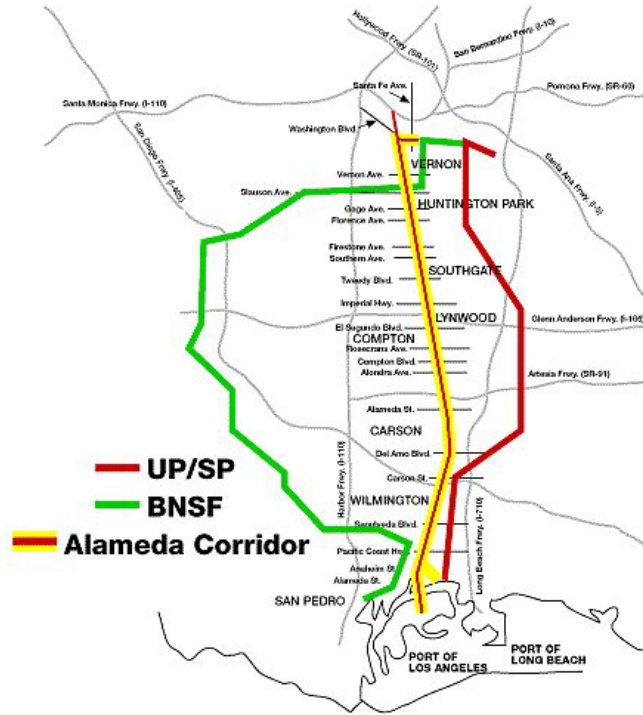


Not Real Intermodal

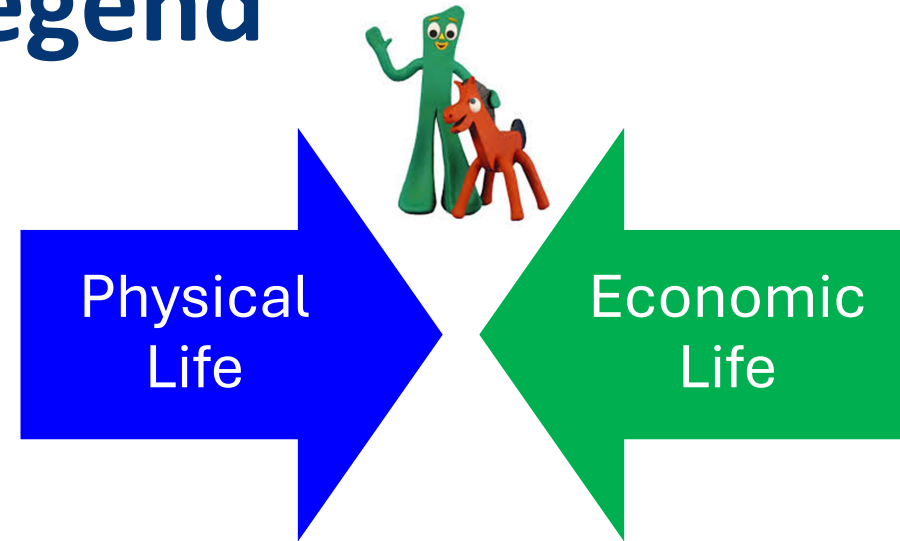


The Legacy

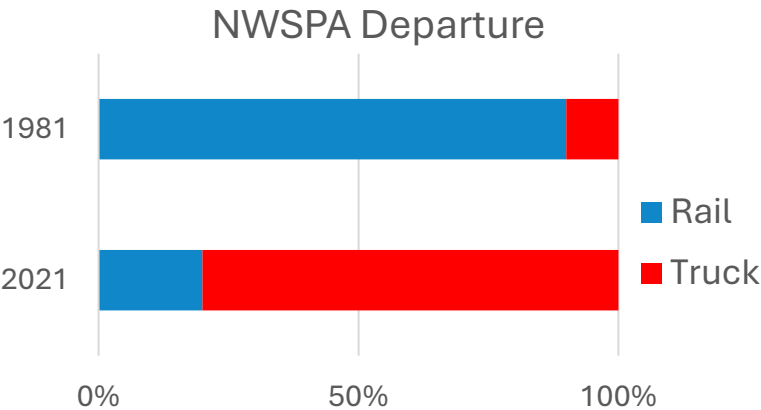
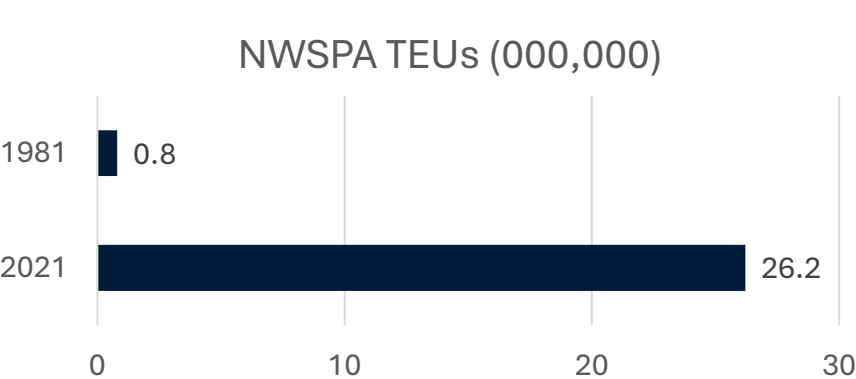
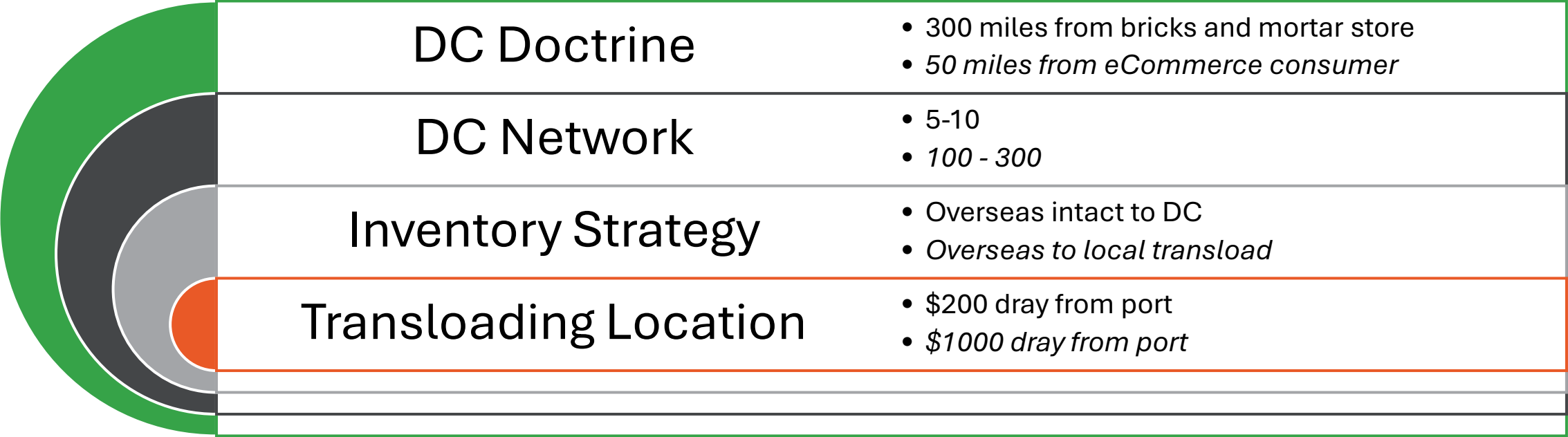
# The Alameda Corridor Legend



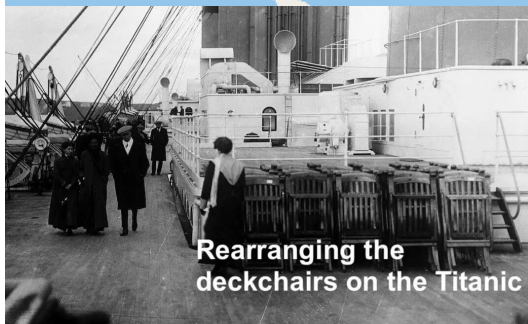
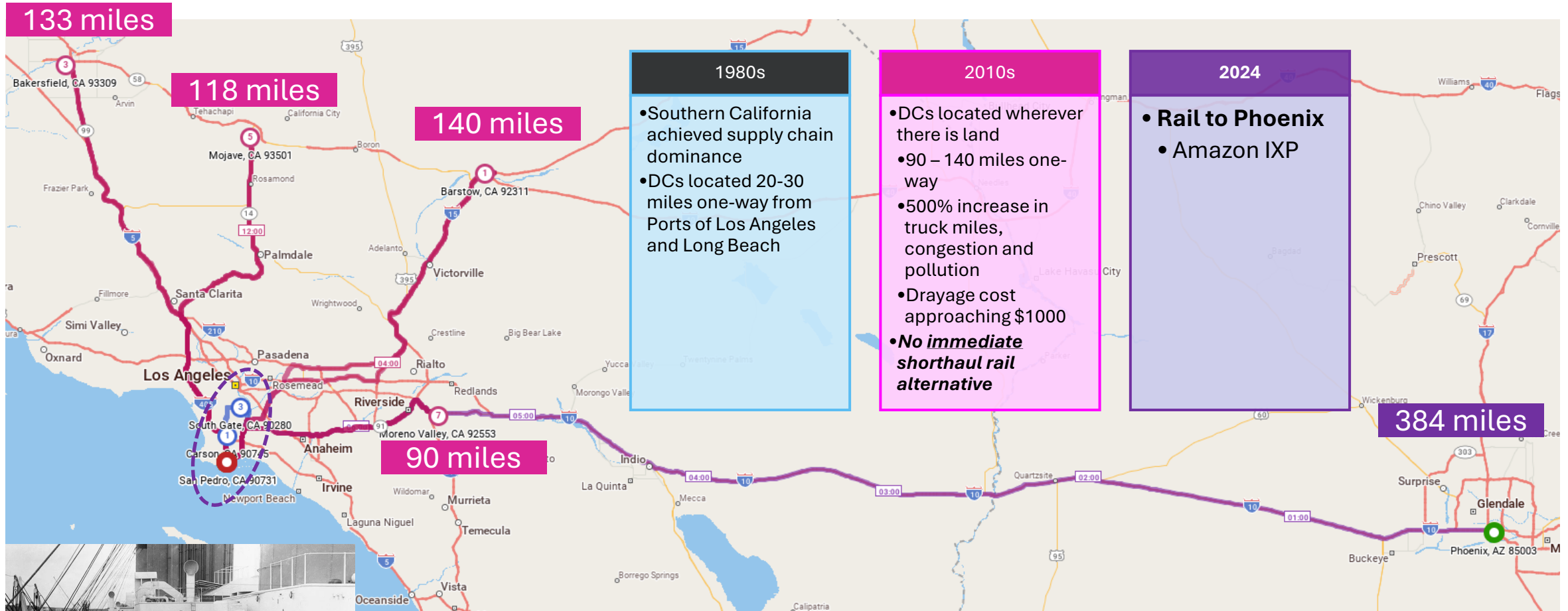
- Alameda Corridor plan never considered that traffic mix might change
- What happens when the traffic comes – but moves in a different way?



# Import Supply Chain Realities



# Southern California is Illustrative



# Effectively Delivering A Low Carbon Solution

Intermodal can lower GHG emissions ***up to 90%***

Electric semi-trucks are not ready for prime time – most definitely not for ***heavy*** exports

Conversion from diesel truck to diesel intermodal ***immediately*** removes more GHG than diesel truck conversion to EV

Immediate benefits are available ***today*** with extant infrastructure – and no public investment

*l'ennemi du bien est le bien*

Don't let the perfect be the enemy of the good

**Green supply chains today!**



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# Q&A

# IANA Announcements

- Visit the Upcoming Education page for more information about 2025's Intermodal Insights Virtual Education Program @ [intermodal.org/upcoming-education](https://intermodal.org/upcoming-education)
- Registration is now open for IANA's Business Meeting, May 5-7 in Kansas City, MO @ <https://intermodal.org/business-meeting>



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## Thank you for joining us!

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