



**IANA**

**INTERMODAL ASSOCIATION  
OF NORTH AMERICA**

# *Intermodal Analyzed*

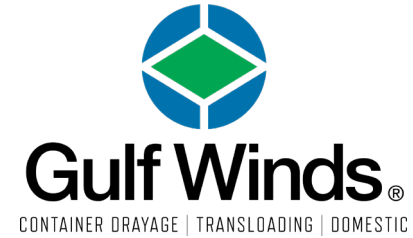
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**With Larry Gross**  
**Gross Transportation Consulting**

July 28<sup>th</sup> 2020, 2:00 PM ET



# Thank you to our *Platinum* sponsors!



# Housekeeping

- Audience will be muted
- A question & answer session will follow the presentation
- Submit questions at any time via the Questions pane in the Control Panel
- A recording of this webinar, including the slides, will be available in the near future



Our  
Moderator

Hal Pollard  
Director of Education  
IANA





**Our  
Guest**

**Larry Gross  
President  
Gross  
Transportation  
Consulting**

# *Hello!*

**Larry Gross:**

**President**

**Gross Transportation Consulting**

**516-455-8988**

**lgross@intermodalindepth.com**

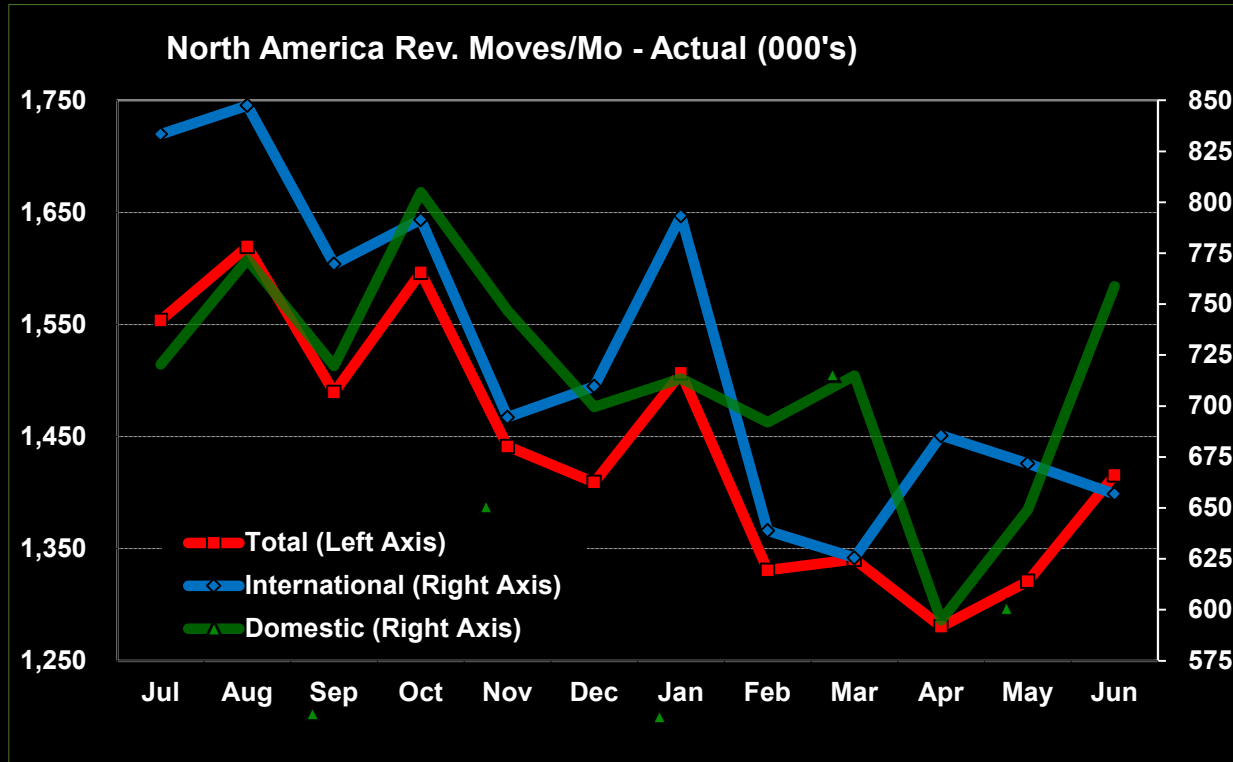
**@Intermodalist**

***INTERMODAL ANALYZED***

Intermodal Association of  
North America

*July 28<sup>th</sup>, 2020*

# THERE WAS A DISCONNECT BETWEEN INTERNATIONAL & DOMESTIC IN JUNE



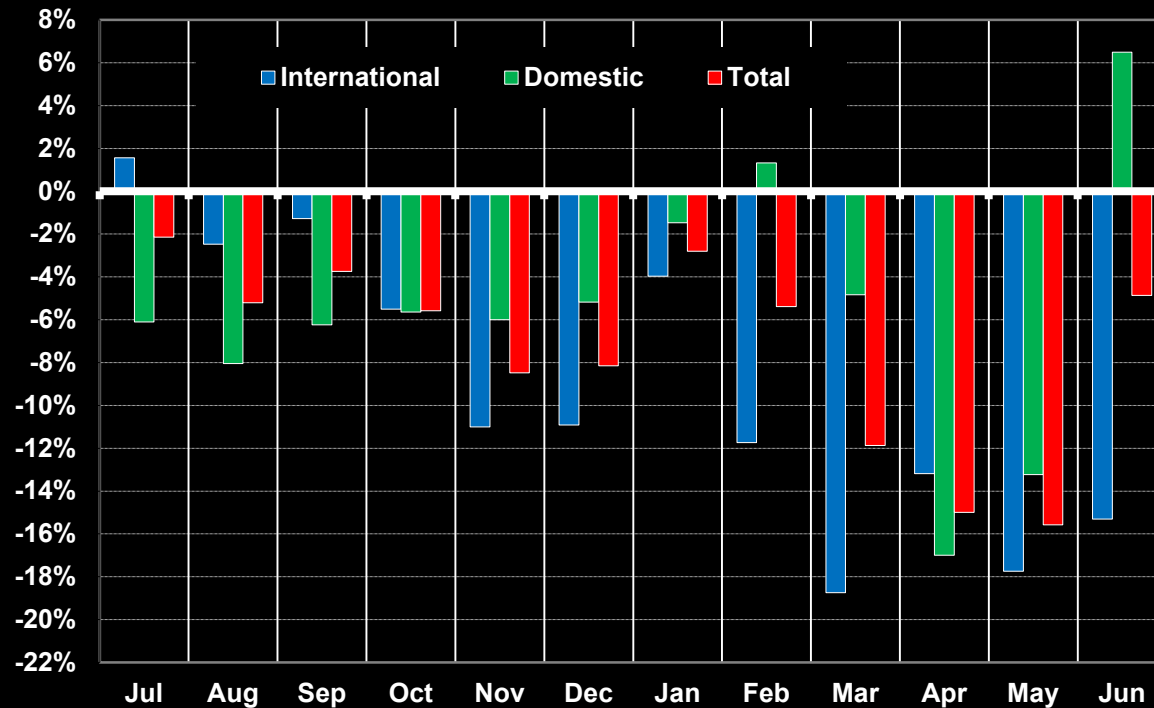
Huge jump in Domestic even as International continued to struggle

Source: IANA ETSO, GTC Analysis



# ALL DOMESTIC EQUIPMENT TYPES MOVED AHEAD OF 2019 LEVELS IN JUNE

North Amer. Revenue Moves: Yr/Yr % Change

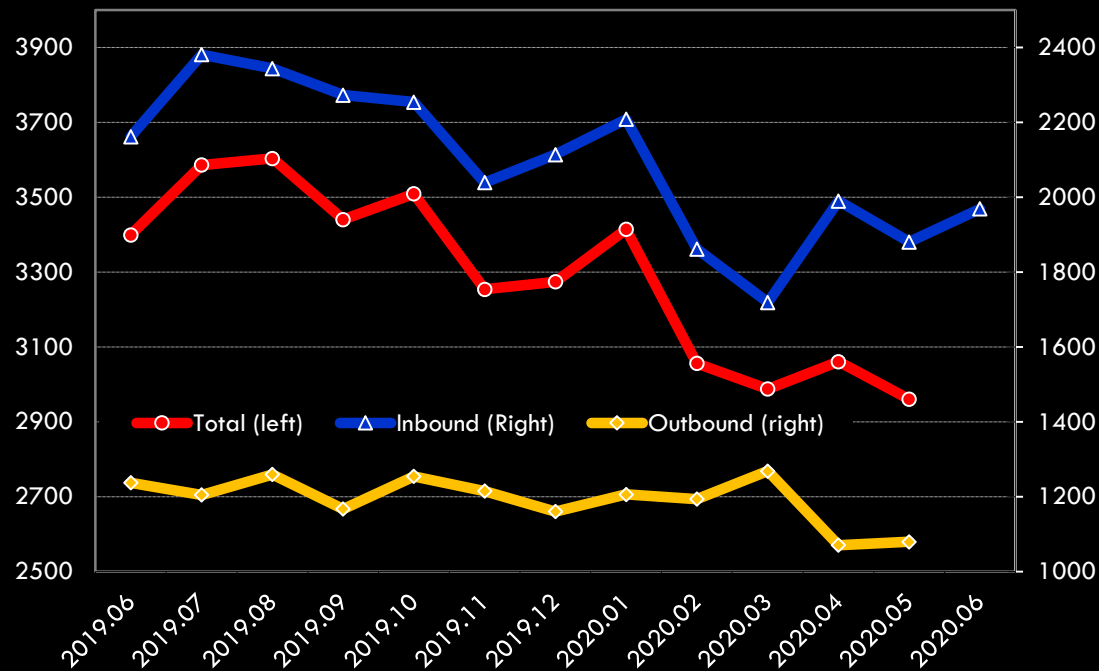


Sources: IANA ETSO, GTC Analysis; Copyright GTC 2020

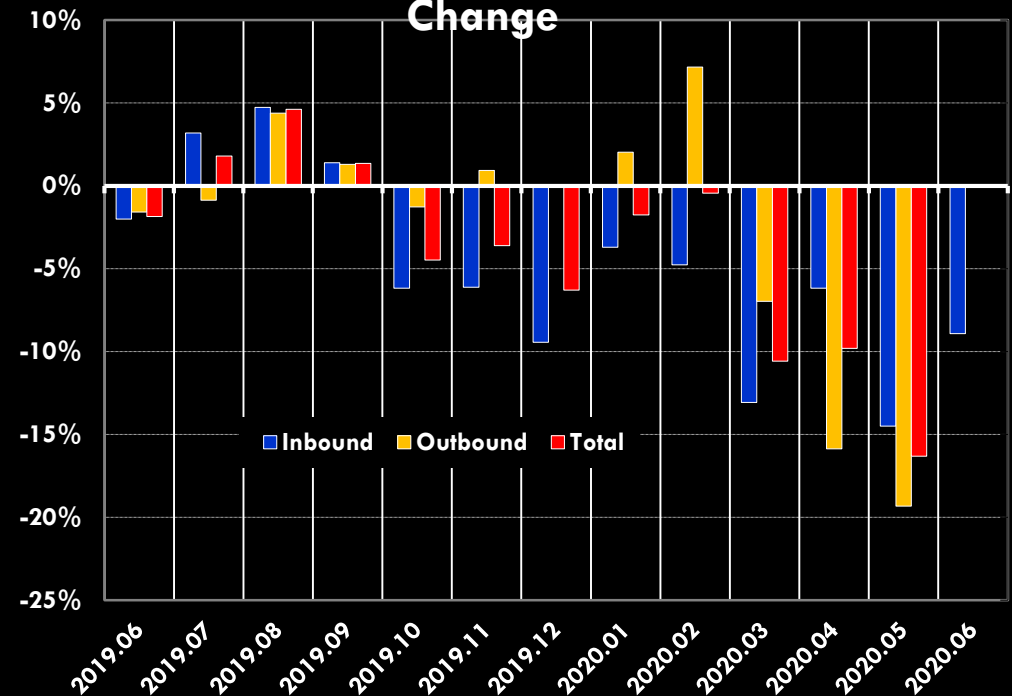
	M/M	Y/Y
<b>International</b>	<b>-2.2%</b>	<b>-15.3%</b>
<i>Short Trailer</i>	+14.5%	+2.3%
<i>53' Trailer</i>	+18.7%	+5.5%
Total Trailer	+17.5%	+4.6%
<i>Private DC</i>	+12.2%	+6.2%
<i>Rail DC</i>	+30.1%	+8.4%
Dom Con	+16.8%	+6.8%
<b>Domestic</b>	<b>+16.9%</b>	<b>+6.5%</b>
<b>Total</b>	<b>+7.2%</b>	<b>-4.9%</b>

# IMPORTS STABLE IN JUNE AT DEPRESSED LEVEL EXPORTS DROPPED IN APRIL & STAYED DOWN

North America Loaded TEUs (000)



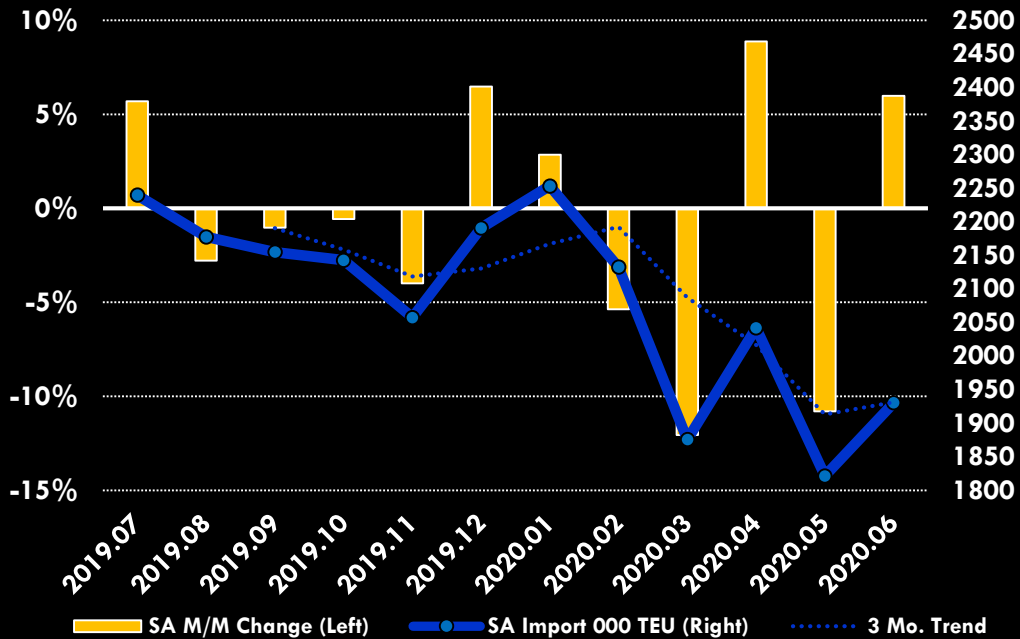
North America Loaded TEU's - Y/Y Change



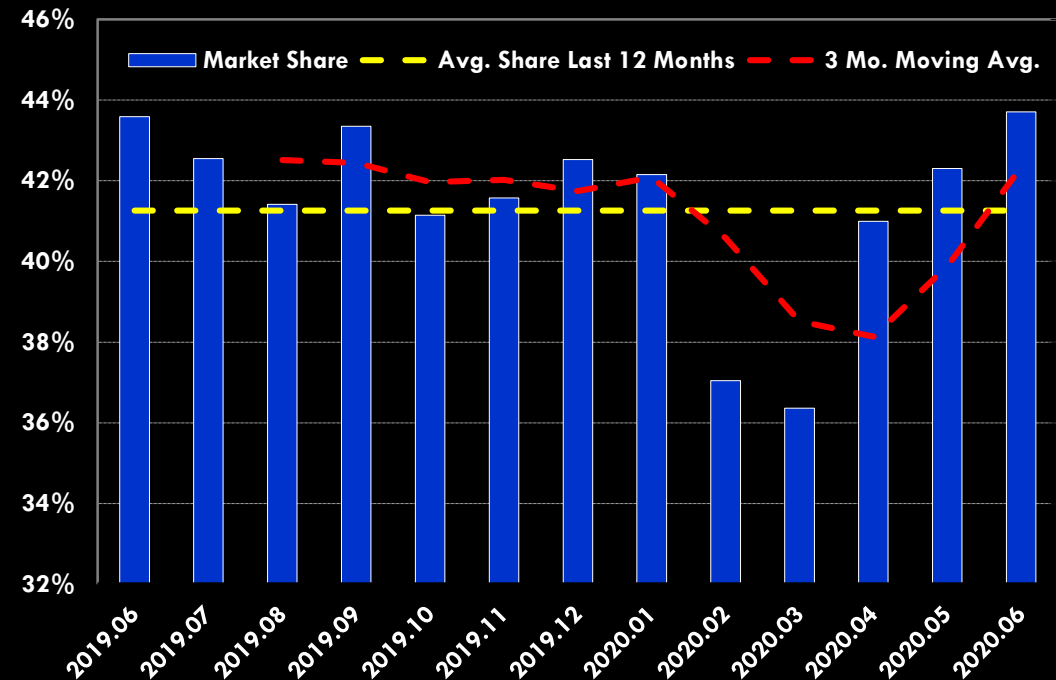
Source: Port Reports, IHS PIERS, GTC Analysis

# SA IMPORTS SHOW NOT MUCH PROGRESS BUT USWC SHARE HAS RECOVERED

Seasonally Adjusted North American Inbound



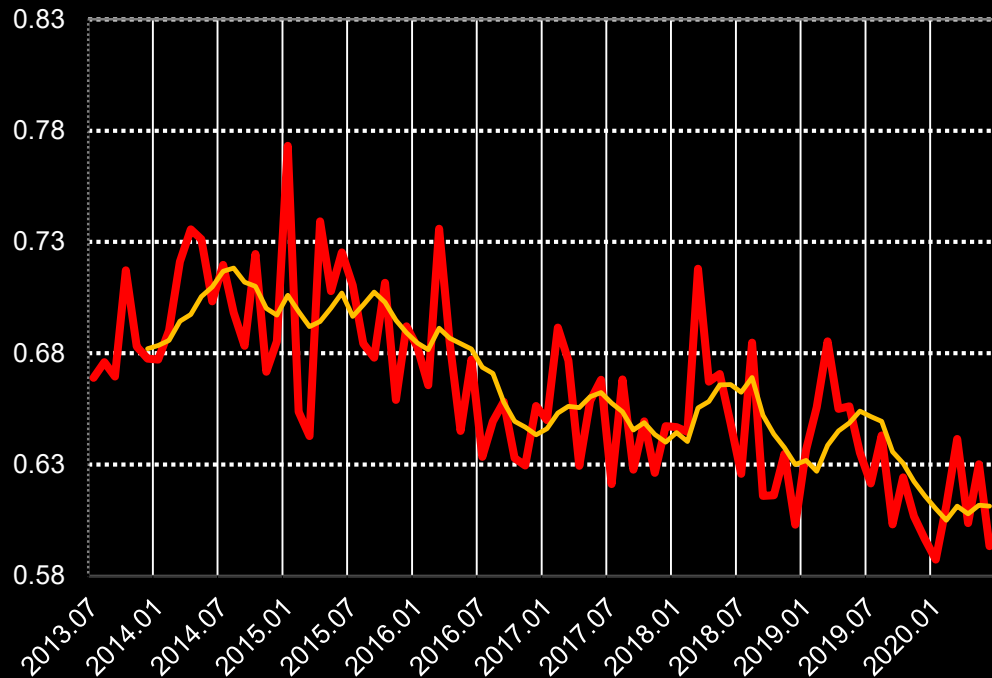
U.S. West Coast: Share of N.A. Import TEU



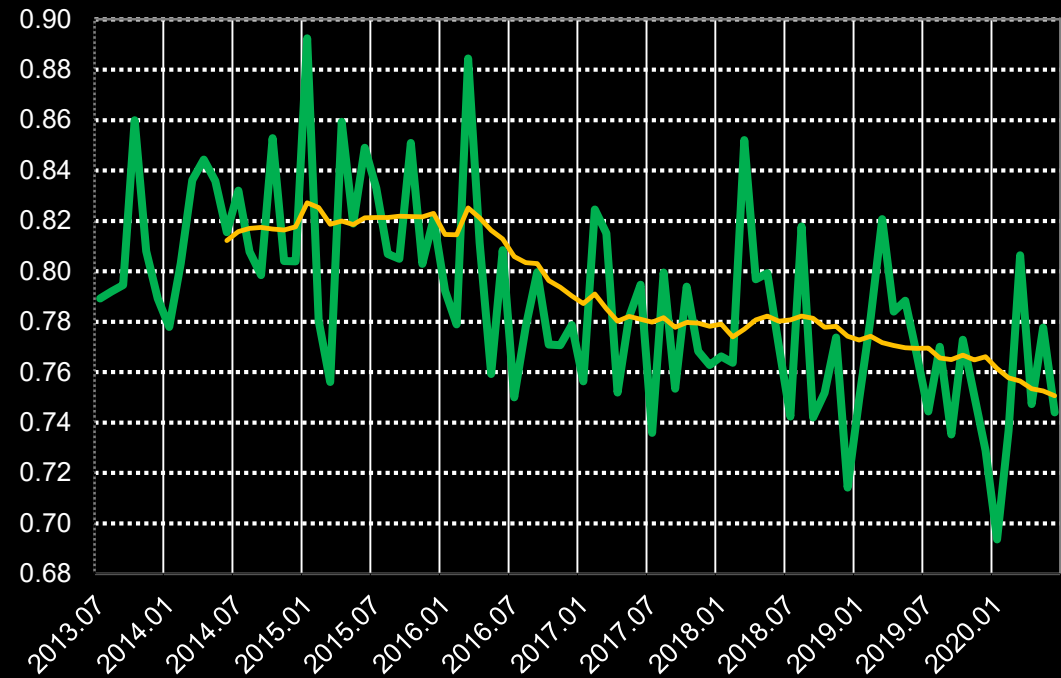
Source: Port Reports, IHS PIERS, GTC Analysis

# HAS THE INTERMODAL IMPORT PARTICIPATION RATIO IMPORTS STABILIZED?

IPI TEUs vs. Import TEUs

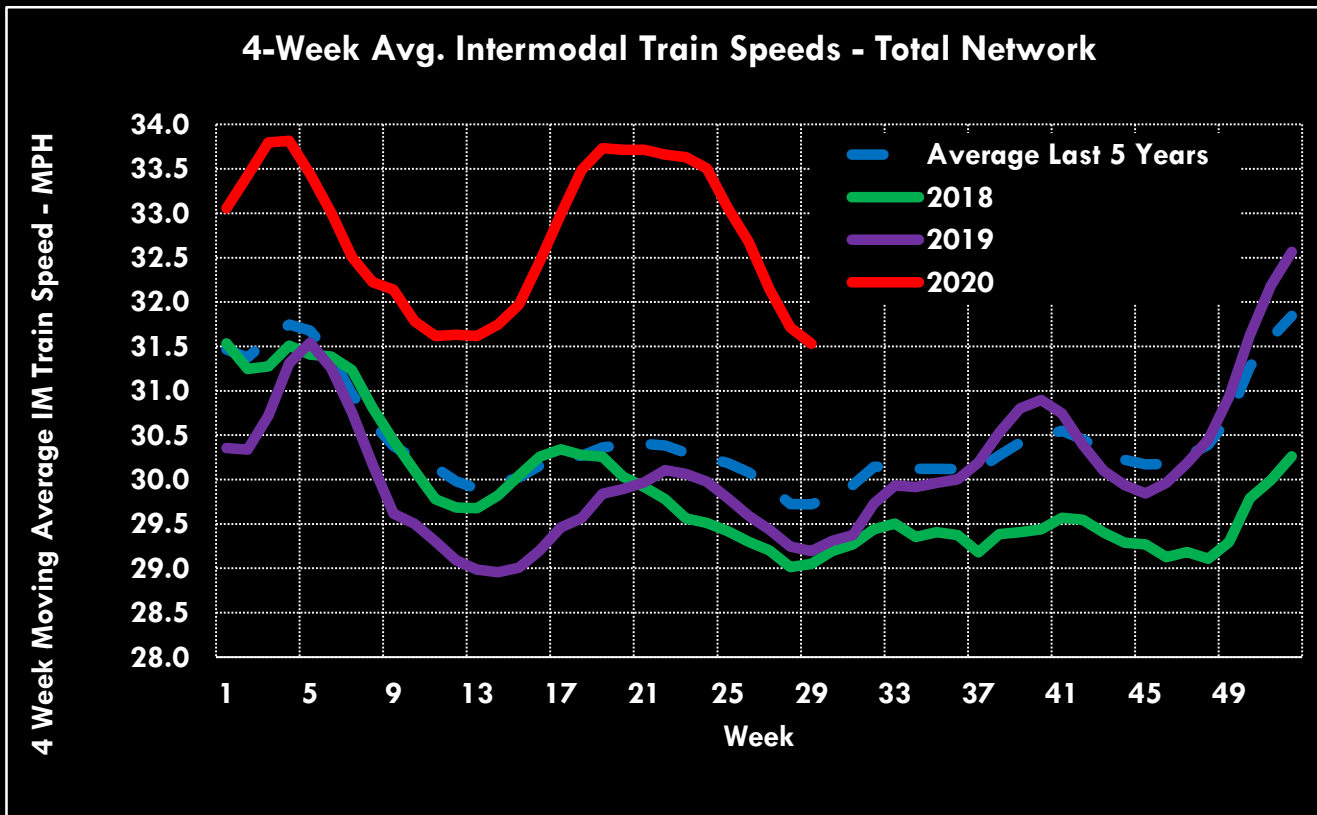


IPI + SoCal Transload TEUs vs. Import TEUs



Source: Port Reports, IHS PIERS, GTC Analysis

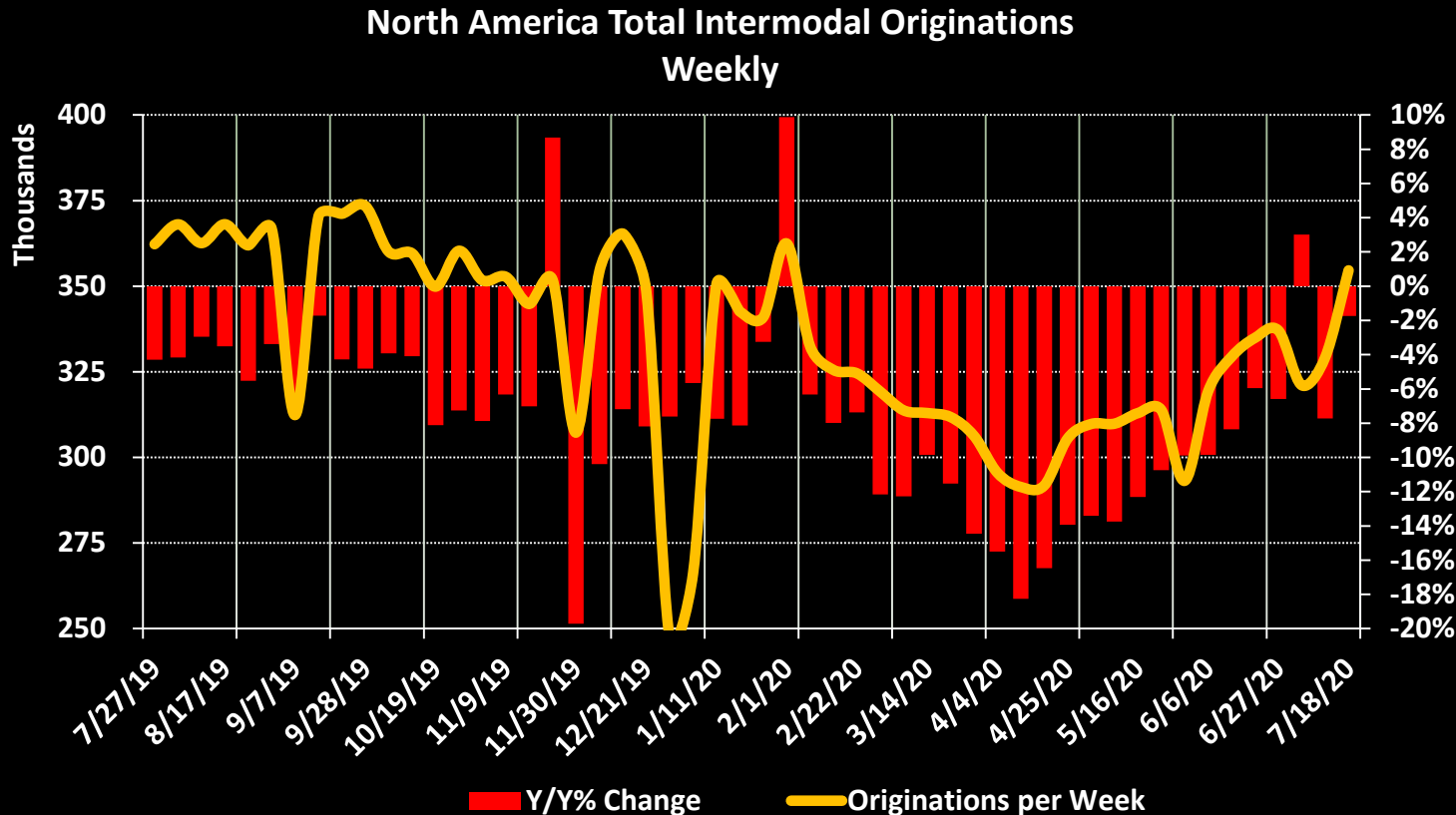
# INTERMODAL TRAIN SPEEDS HAVE DECLINED BUT PICTURE REMAINS FAVORABLE



- Average speed most recent week: 31.5 mph
- 6.1% better than 5-year average

Source: STB EP 724 Rail Service Issues Reports, GTC Analysis

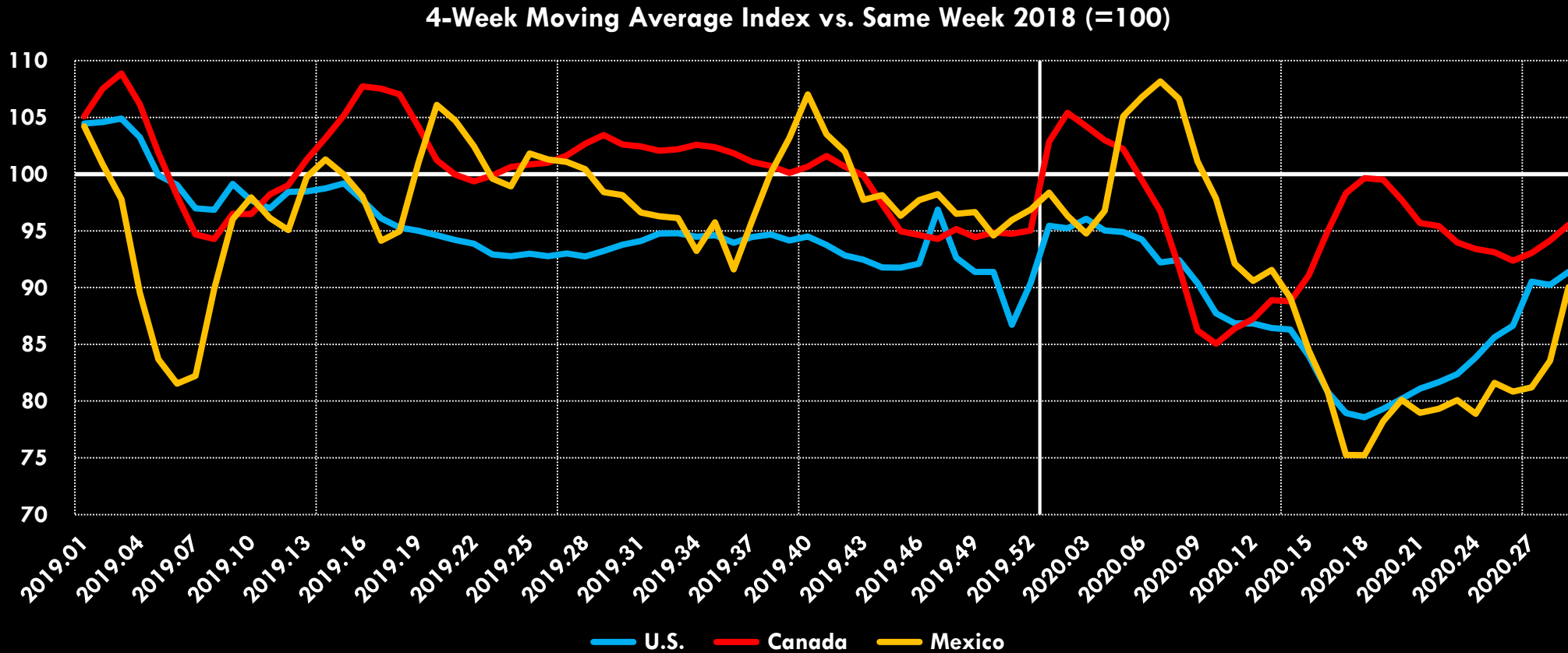
# AAR WEEKLY DATA INDICATES THE RALLY CONTINUED INTO JULY



- Latest weekly deficit: 1.7%

Source: AAR, GTC Analysis

# THE PERFORMANCE OF THE THREE USMCA NATIONS IS CONVERGING



Source: AAR, GTC Analysis

# GENERAL OUTLOOK – NO CHANGE UNCERTAINTY RULES!

## Pros

- Freight volumes appear strong across the board
- Government support has kept incomes reasonably level
- Money to spend but no services to spend it on. Therefore, more “stuff” bought = more freight

## Cons

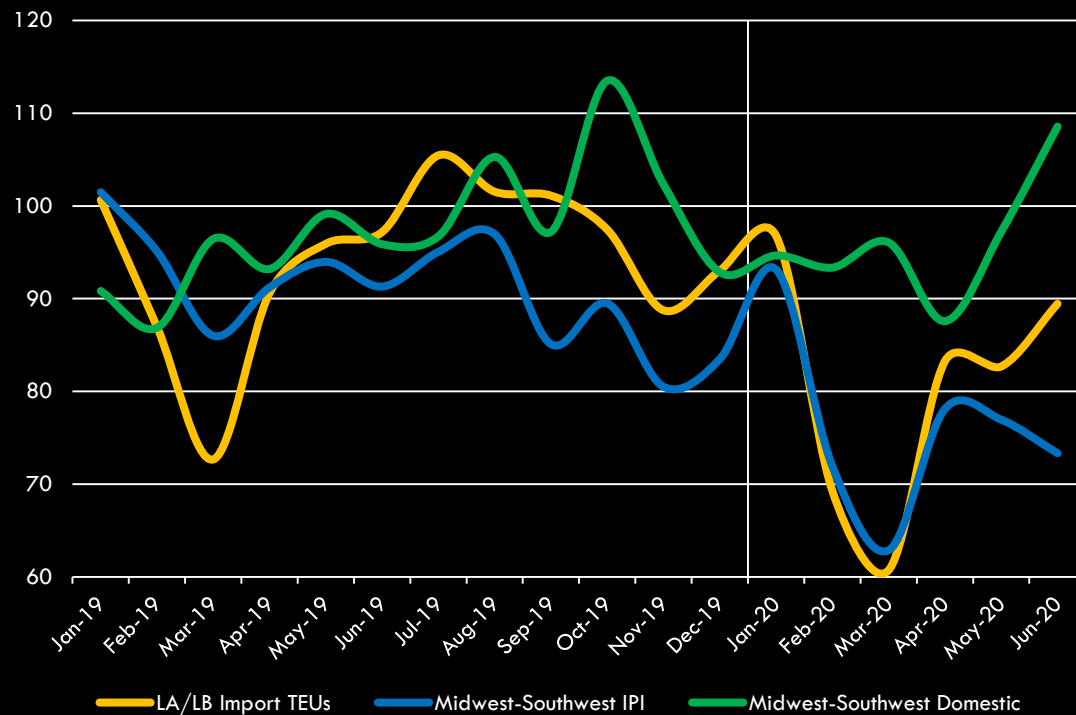
- Virus is accelerating
- Government economic support expiring with substantial GOP resistance towards extension and/or disarray in what it should look like
- Expiring PPP = rising unemployment
- Foreclosure and small business bankruptcy waves looming
- Reopening effort slowing/pausing
- Societal fears still high
- Back to school – MIA

*For me, the balance appears negative. But I didn't see June's freight wave coming either. Caveat Emptor!*

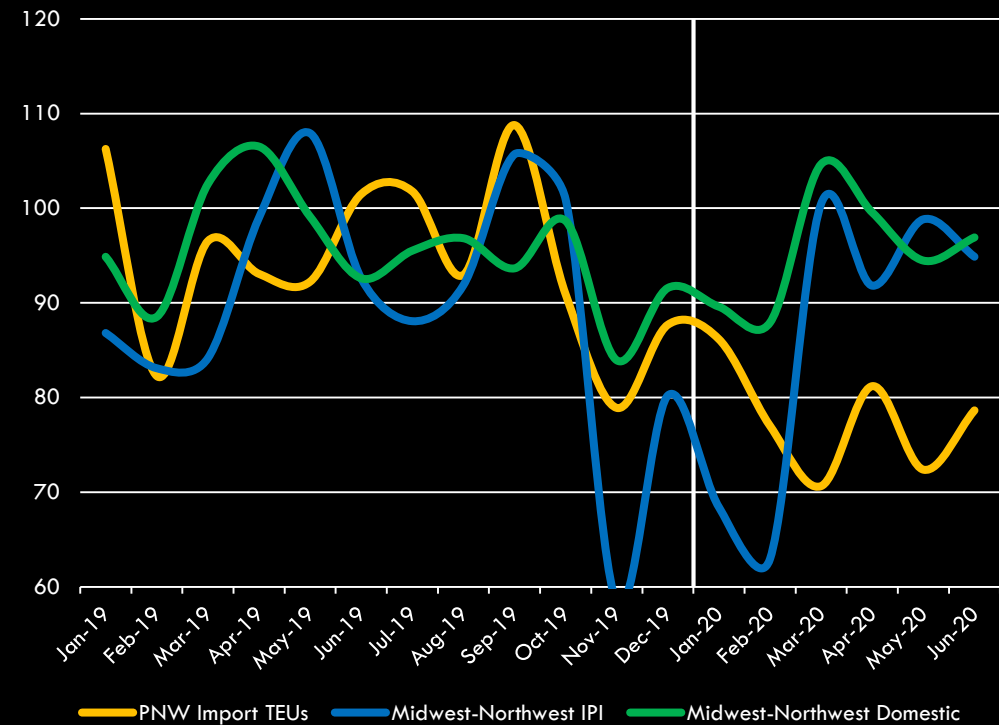


# DISSECTING THE DOMESTIC SURGE COMPARE WITH IPI, IMPORT TEUS

Midwest-Southwest Intermodal Volume vs.  
L.A./L.B. Import TEUs, 2018 Average = 100



Midwest-Northwest Intermodal Volume vs.  
PNW Import TEUs, 2018 Average = 100



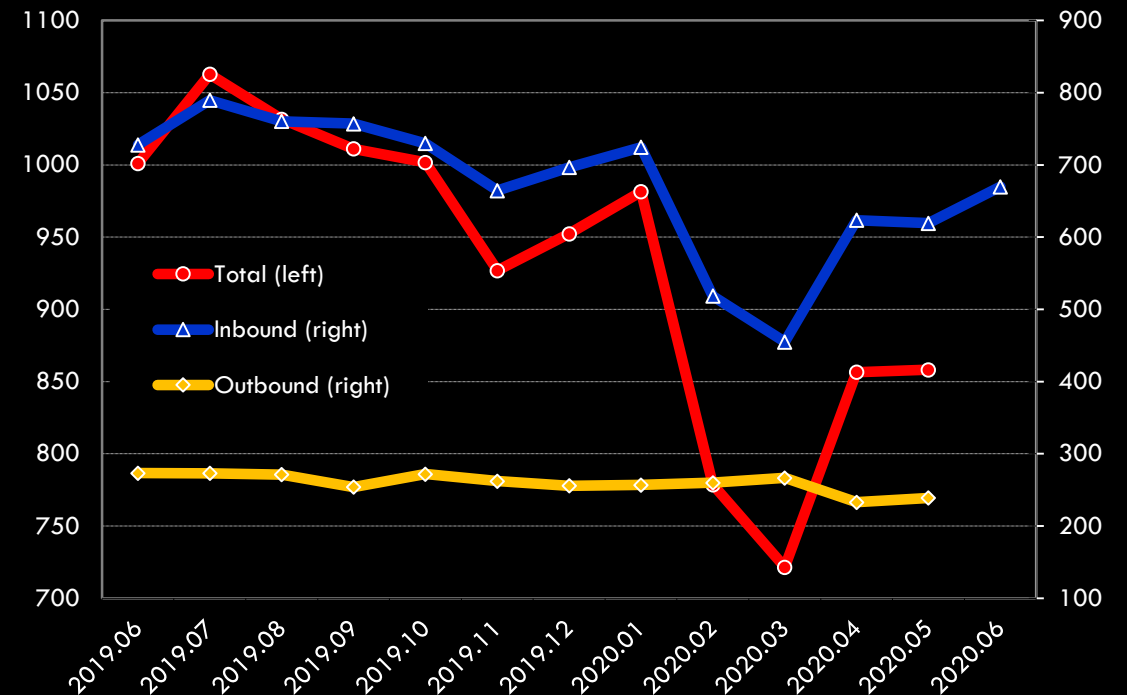
Source: AAR, GTC Analysis

# DRAYAGE DEMAND INDEX SHOWS SOME STRENGTHENING IN SOCIAL

**Drayage Demand Index - L.A./Long Beach  
- 100 = Average**



**L.A./Long Beach - Loaded TEUs (000)**

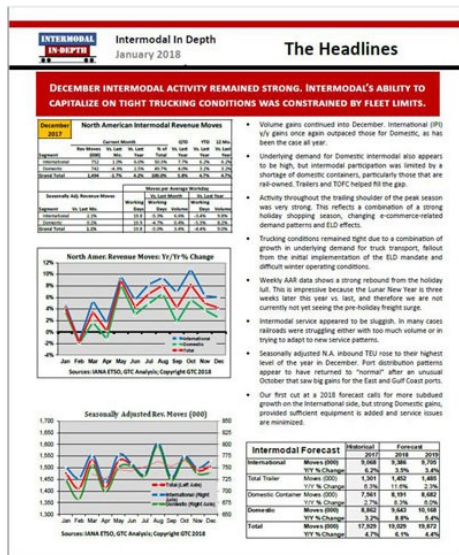


Source: AAR, GTC Analysis

# NEW GTC/IANA DATA BUNDLE OFFER

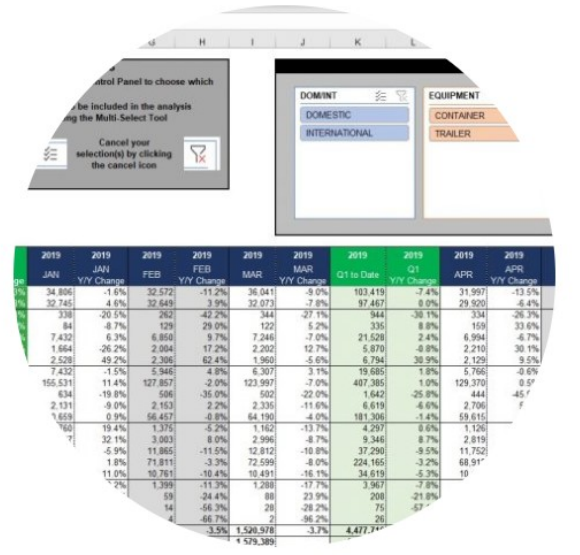
## Intermodal In Depth is a monthly analytical report that summarizes the latest trends

Drawing from a variety of data sources, Intermodal In Depth provides a timely and detailed look at the key drivers of the North American intermodal sector. More than just data, Intermodal In Depth goes deep to analyze what the data means, providing the reader with a thorough understanding of the current state of Intermodal. All the information and analysis presented in one convenient package.



## The Intermodal Volume Analyzer puts detailed data on equipment flows at your fingertips

Gross Transportation Consulting has teamed up with the Intermodal Association of North America to produce a powerful database tool for understanding detailed equipment flows by type throughout North America. Obtain the information you need on region-to-region flows by equipment type at the push of a button.



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# *Thanks!*

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**President**

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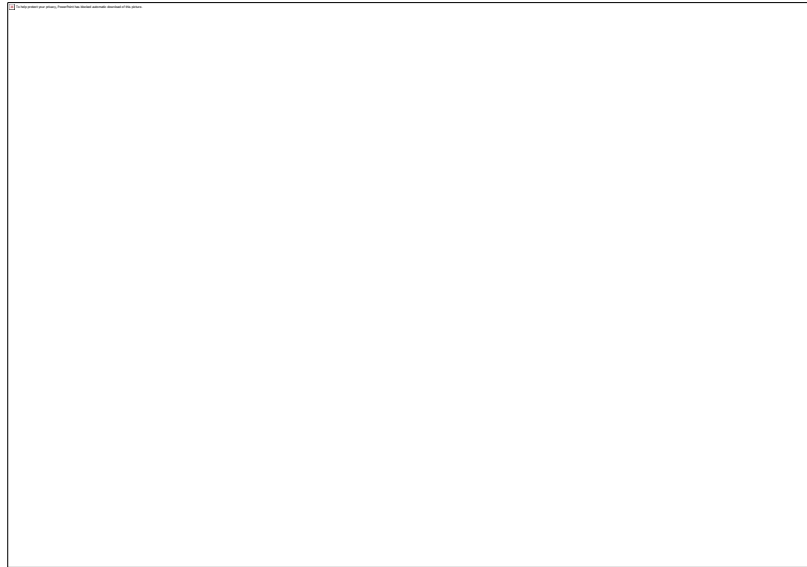
# Q&A

Please type your questions  
in the control panel



For more information about **IANA** data, including and the  
***Volume Analyzer & ETSO Database***

And now:



Visit: [intermodal.org/data-statistics](http://intermodal.org/data-statistics)  
or e-mail us at: [info@intermodal.org](mailto:info@intermodal.org)

# *Intermodal Analyzed*

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Join us for the entire series:

- September 29<sup>th</sup> 2:00pm ET
- October 27<sup>th</sup> 2:00pm ET

Register for all our webinars:

[intermodal.org/education/business-intermodal-continues-program](http://intermodal.org/education/business-intermodal-continues-program)

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