

# Intermodal Connects



# Intermodal Analyzed

December 13, 2022

2:00 PM EDT

# Housekeeping



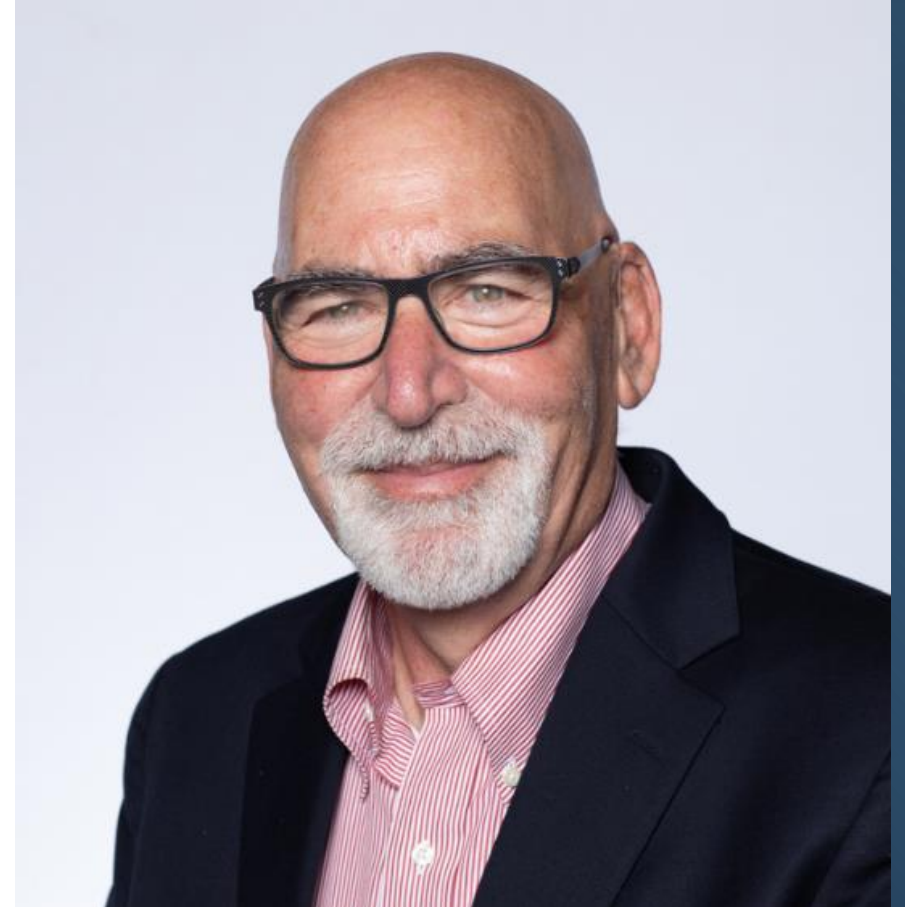
- Audience will be muted
- A question & answer session will follow the presentation
- Submit questions by clicking the Q&A icon at the bottom of your screen
- A recording of this webinar, including the slides, will be available in the near future

# Today's Presenter

Larry Gross

President & Founder

Gross Transportation  
Consulting



# *Hello!*

**Larry Gross:**

President

Gross Transportation Consulting

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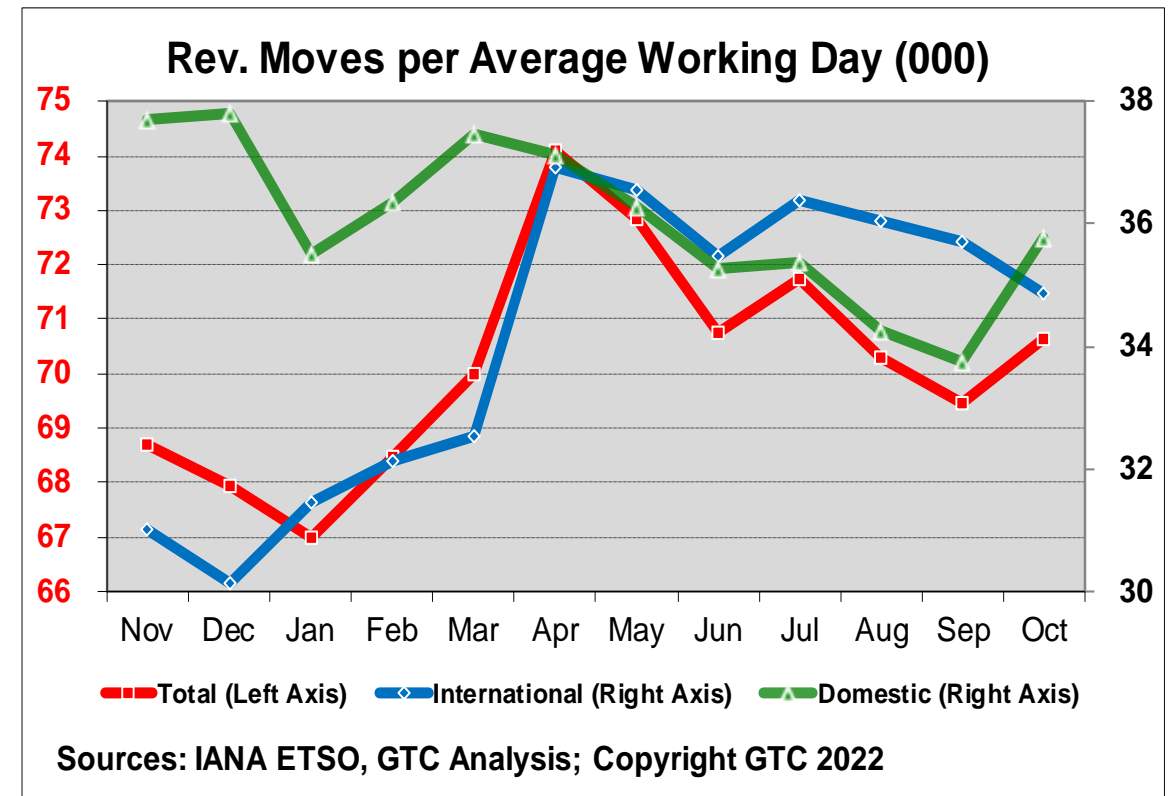
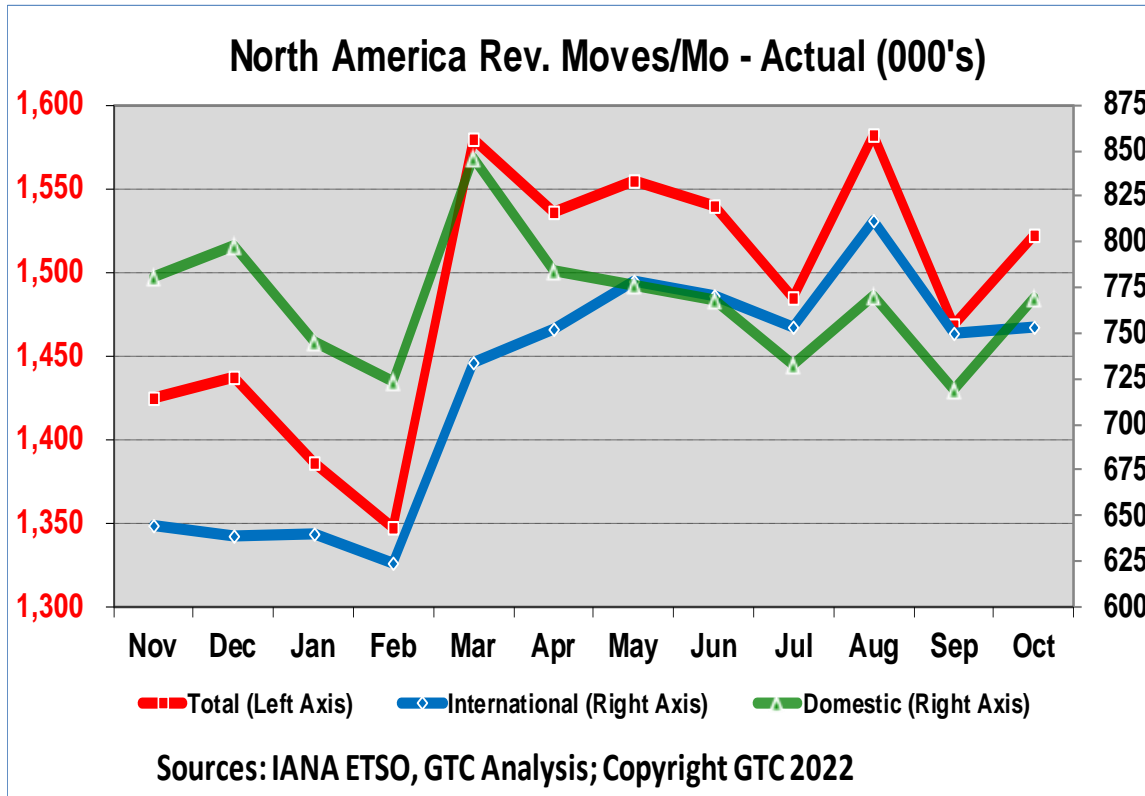
@Intermodalist

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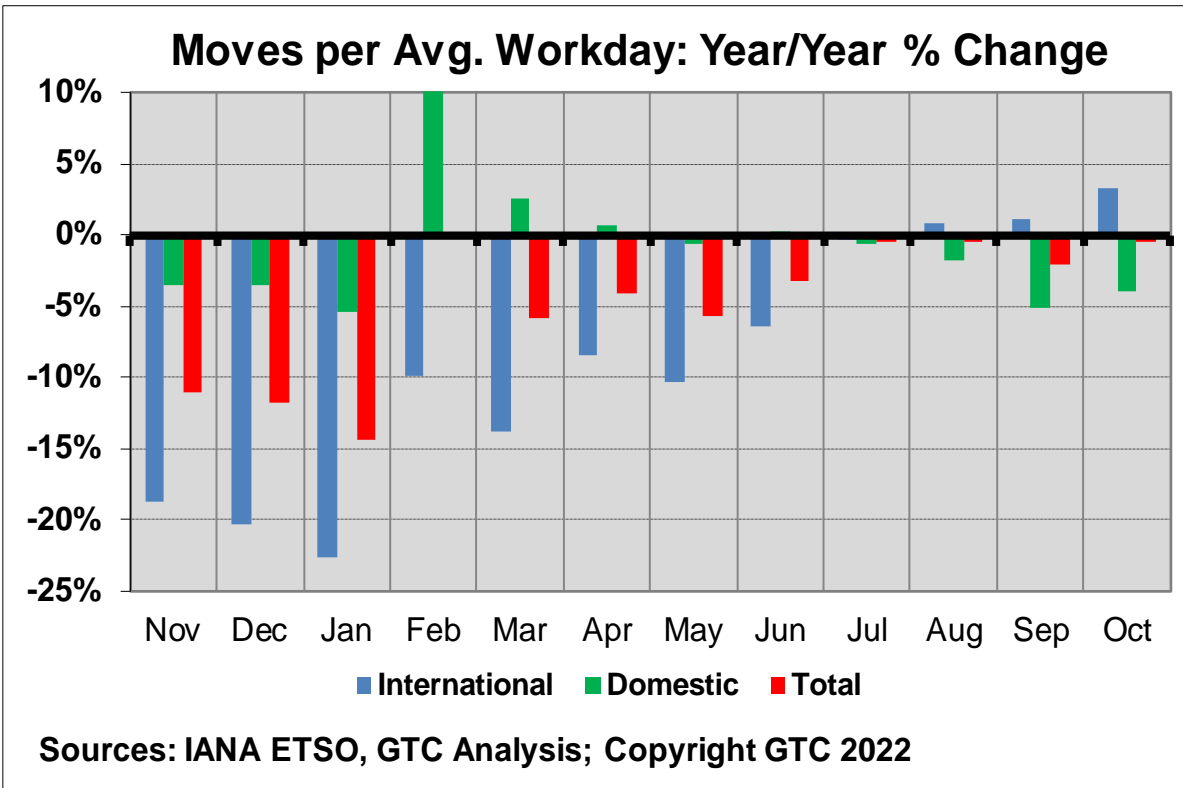
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*December 13, 2022*

# IT LOOKS LIKE THE 2022 PEAK TOOK PLACE IN THE SECOND QUARTER

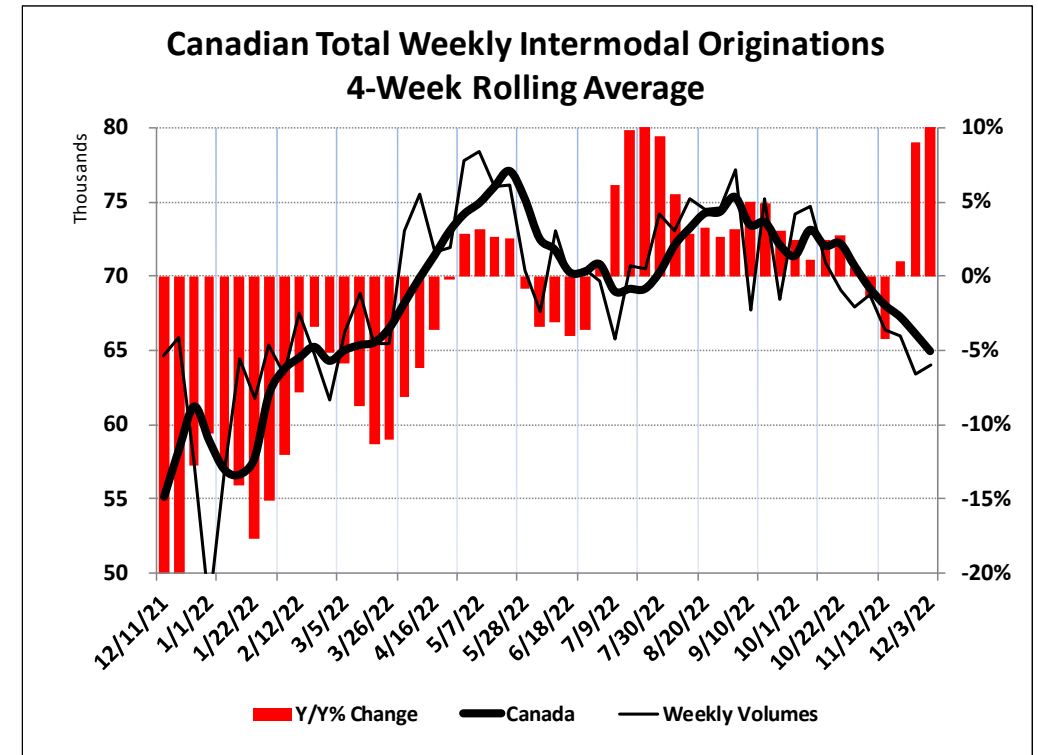
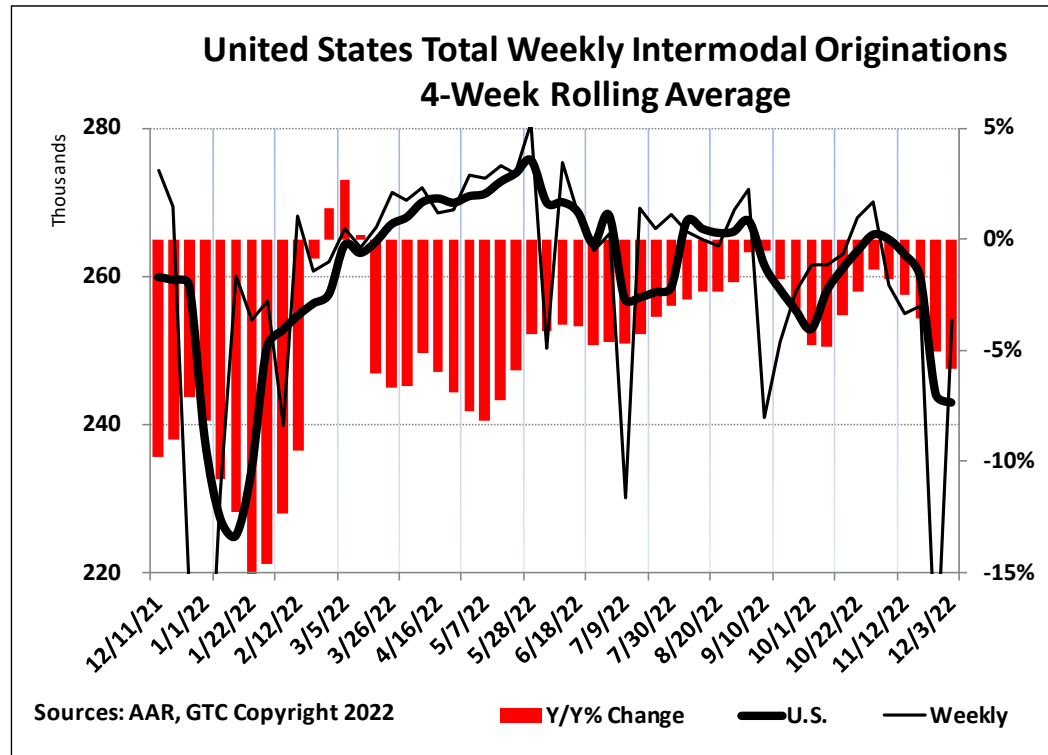


# VOLUME TICKED UP IN OCTOBER BUT Y/Y COMPS REMAINED LARGELY IN THE RED



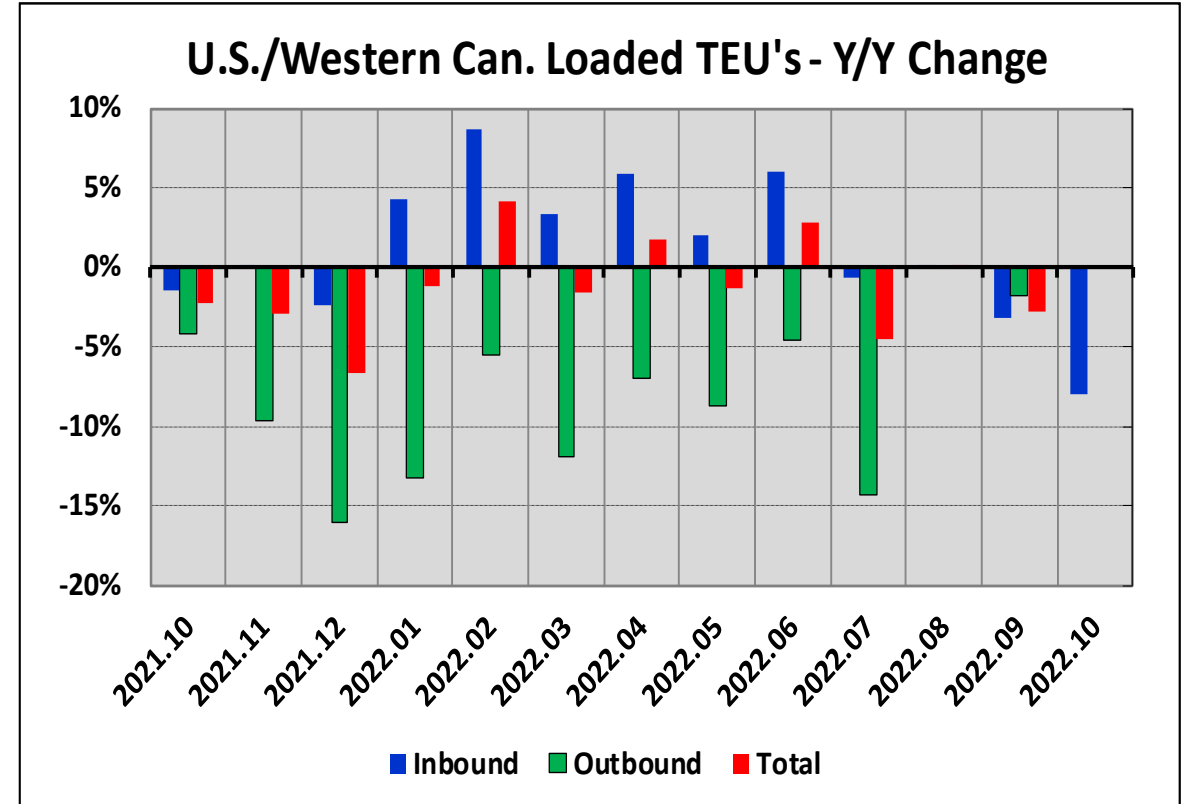
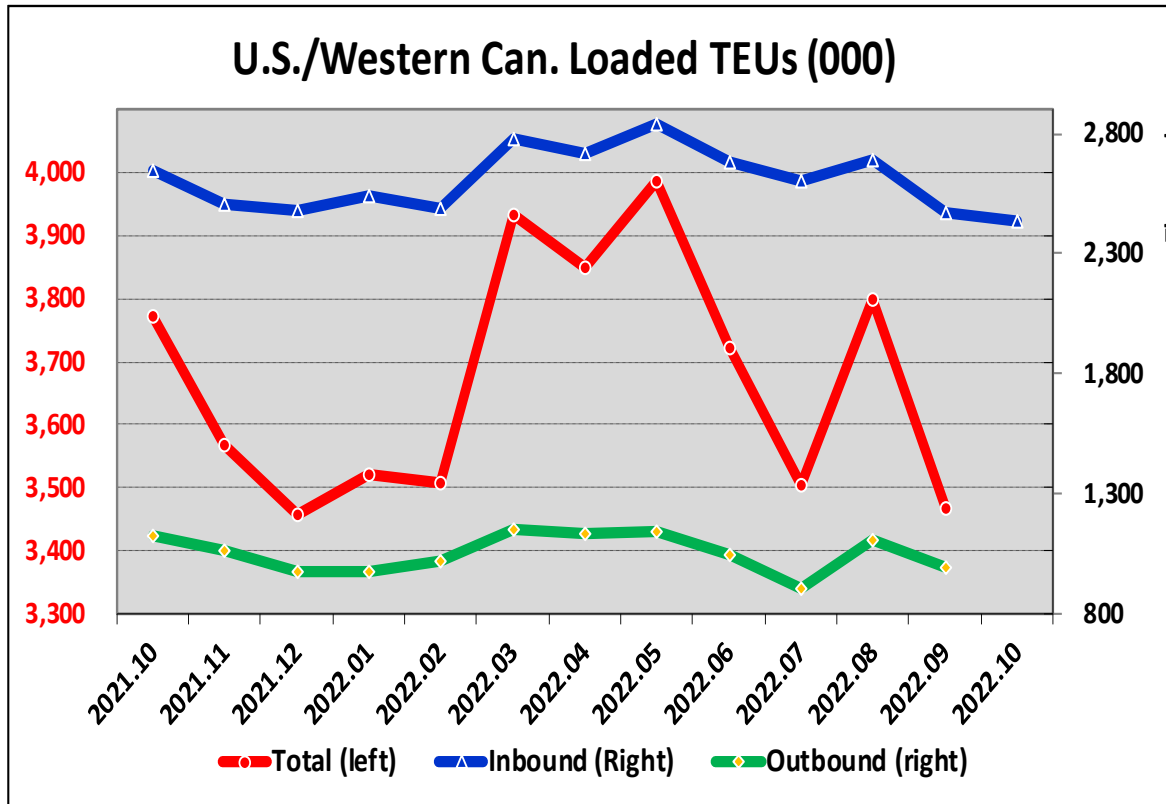
October 2022	M/M	Y/Y	YTD
<b>International</b>	<b>0.4%</b>	<b>3.2%</b>	<b>-7.0%</b>
<i>Private Domestic Container</i>	6.2%	4.4%	8.0%
<i>Rail Domestic Container</i>	11.2%	-14.7%	-9.4%
<b>Total Domestic Container</b>	<b>7.3%</b>	<b>-0.9%</b>	<b>3.1%</b>
<i>Short Trailer</i>	4.0%	-23.5%	-10.9%
<i>53' Trailer</i>	3.3%	-32.6%	-26.8%
<b>Total Trailer</b>	<b>3.5%</b>	<b>-30.1%</b>	<b>-22.6%</b>
<b>Domestic</b>	<b>7.0%</b>	<b>-4.4%</b>	<b>-0.3%</b>
<b>Grand Total</b>	<b>3.6%</b>	<b>-0.8%</b>	<b>-3.7%</b>

# NORMAL FALL PEAK IS MISSING IN ACTION



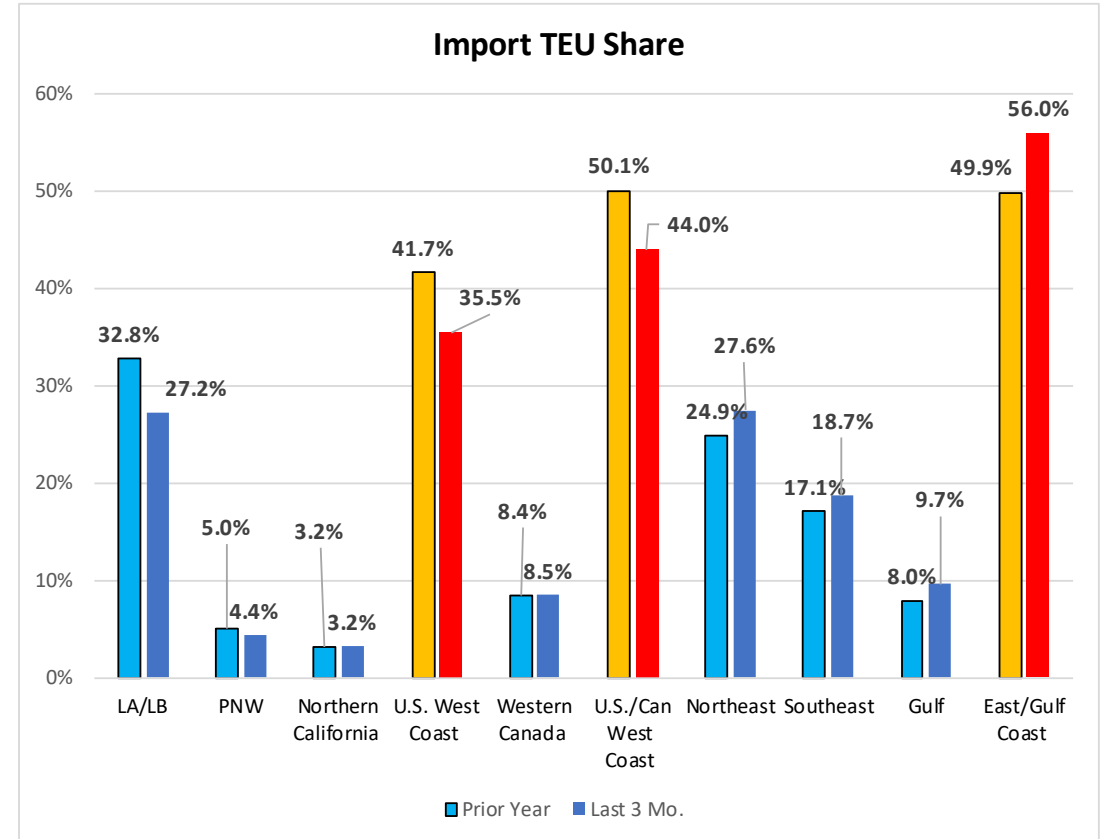
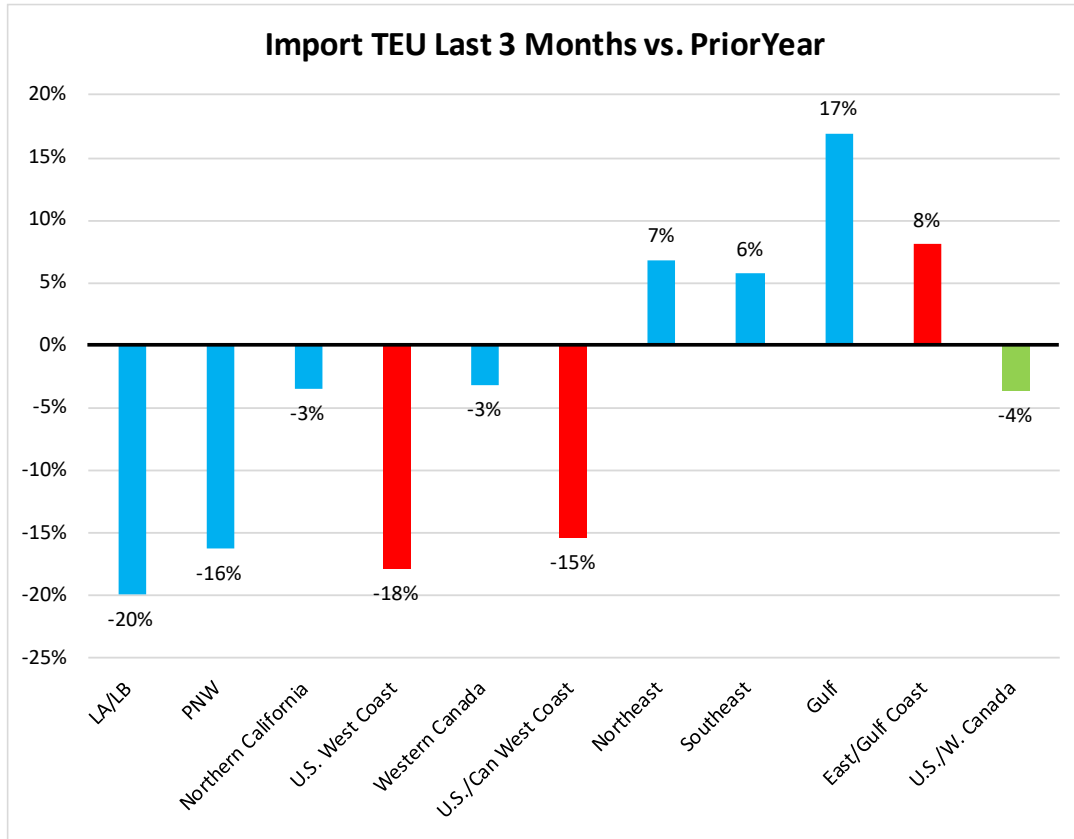


# THE GREAT POST-PANDEMIC IMPORT SURGE IS ENDING

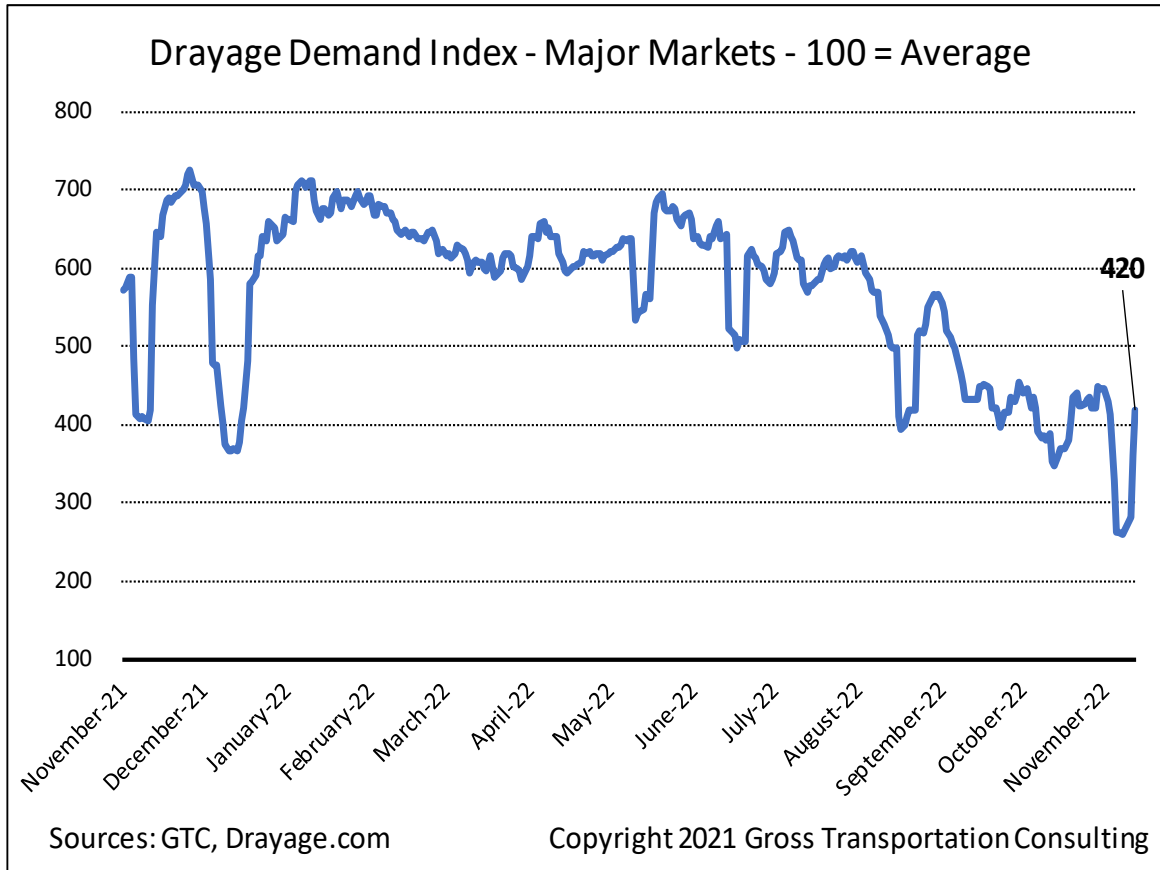


Source: Port Reports, IHS PIERS, GTC Analysis

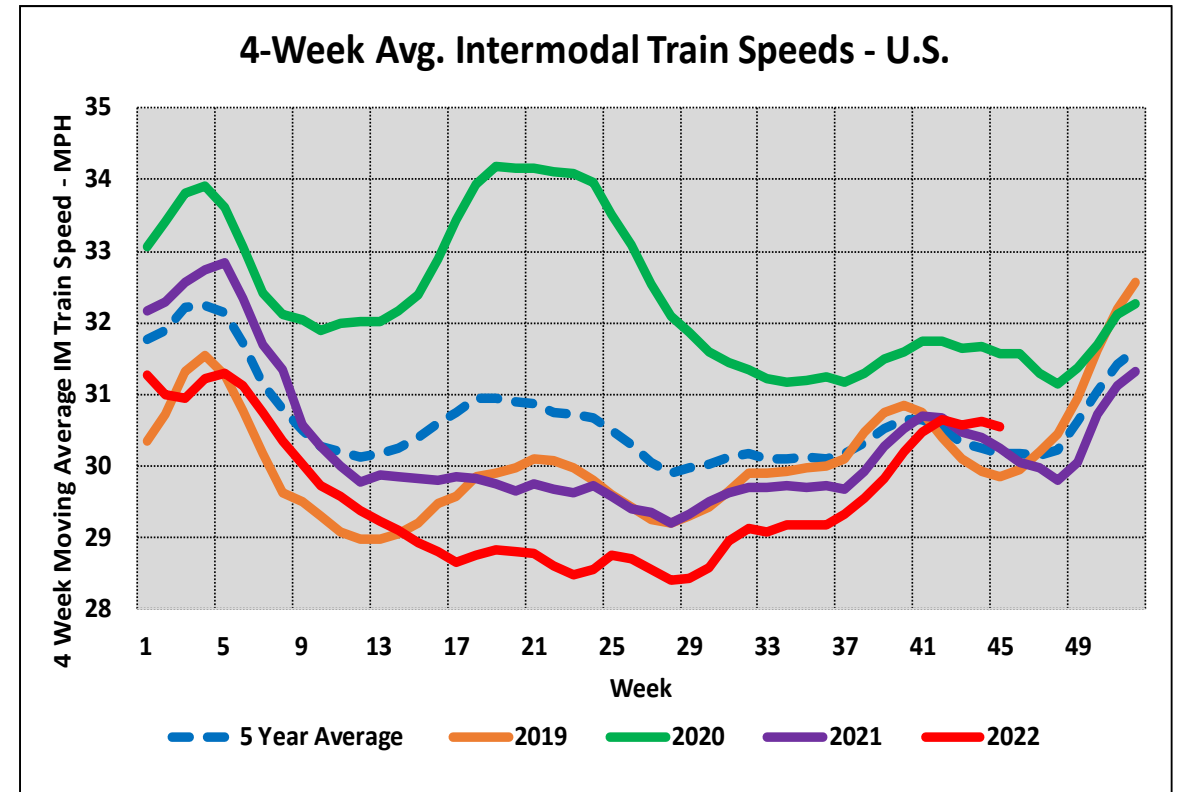
# IMPORTS ARE A TALE OF TWO COASTS



# DRAYAGE AND RAIL SERVICE TRENDS HAVE LEVELED OFF

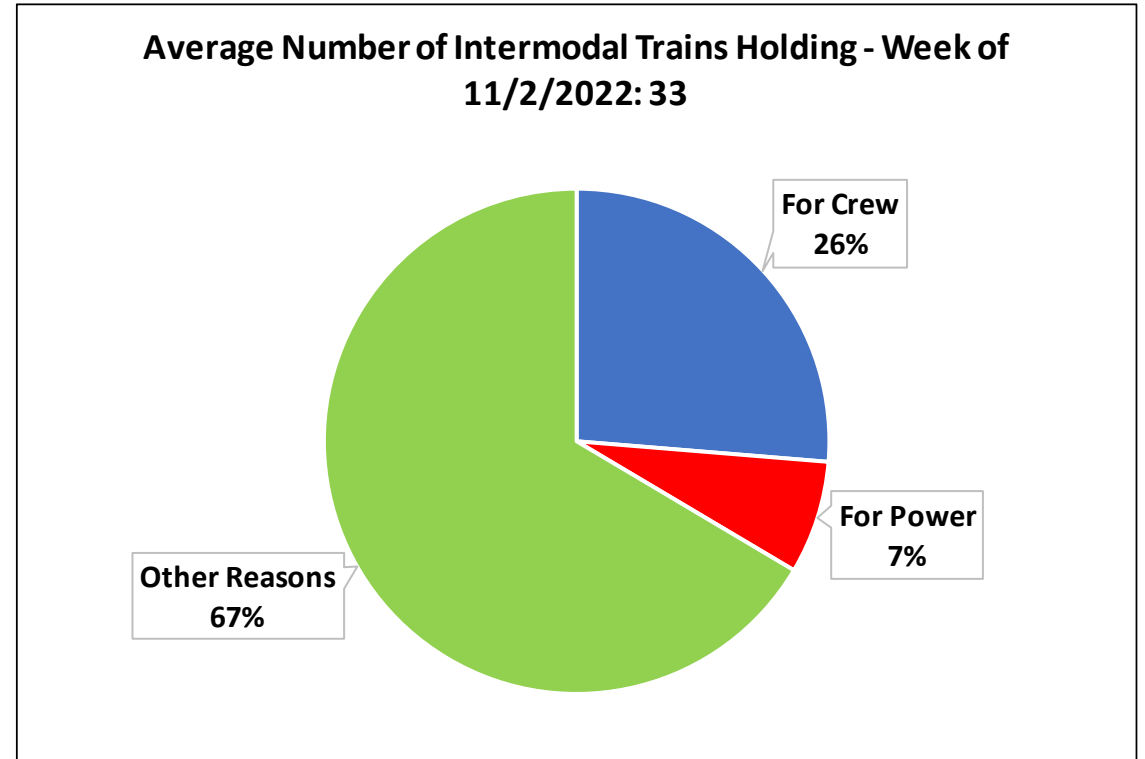
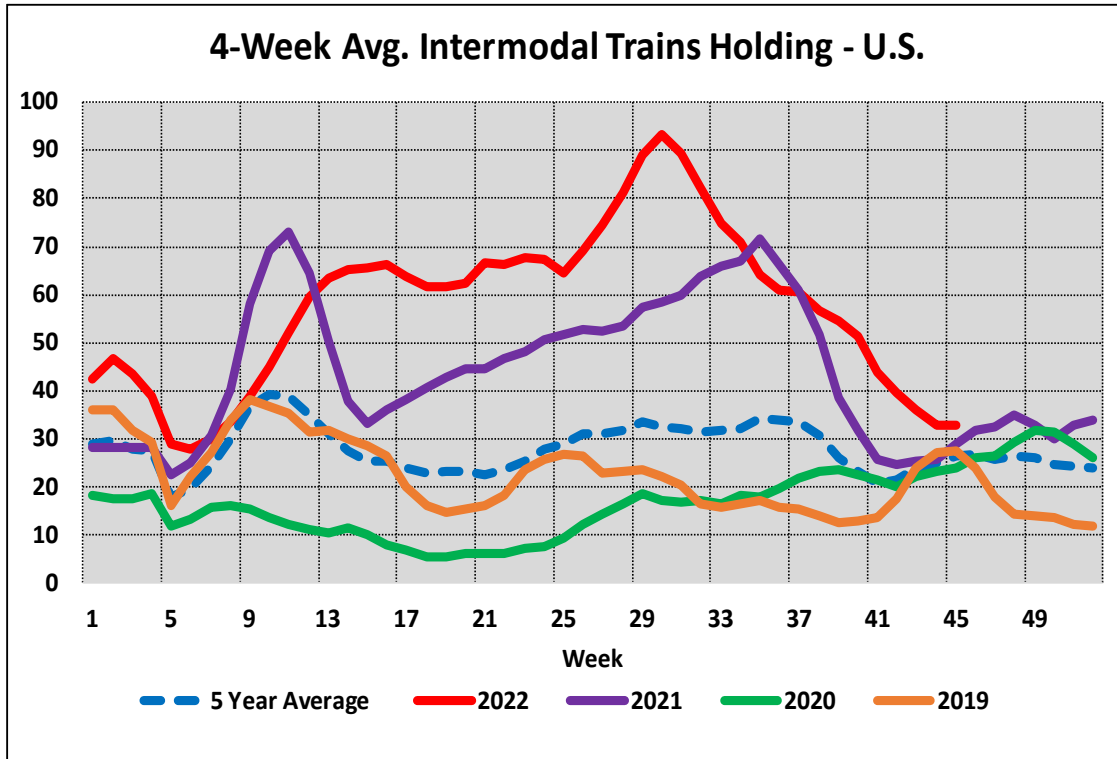


Source: Drayage.com, GTC Analysis



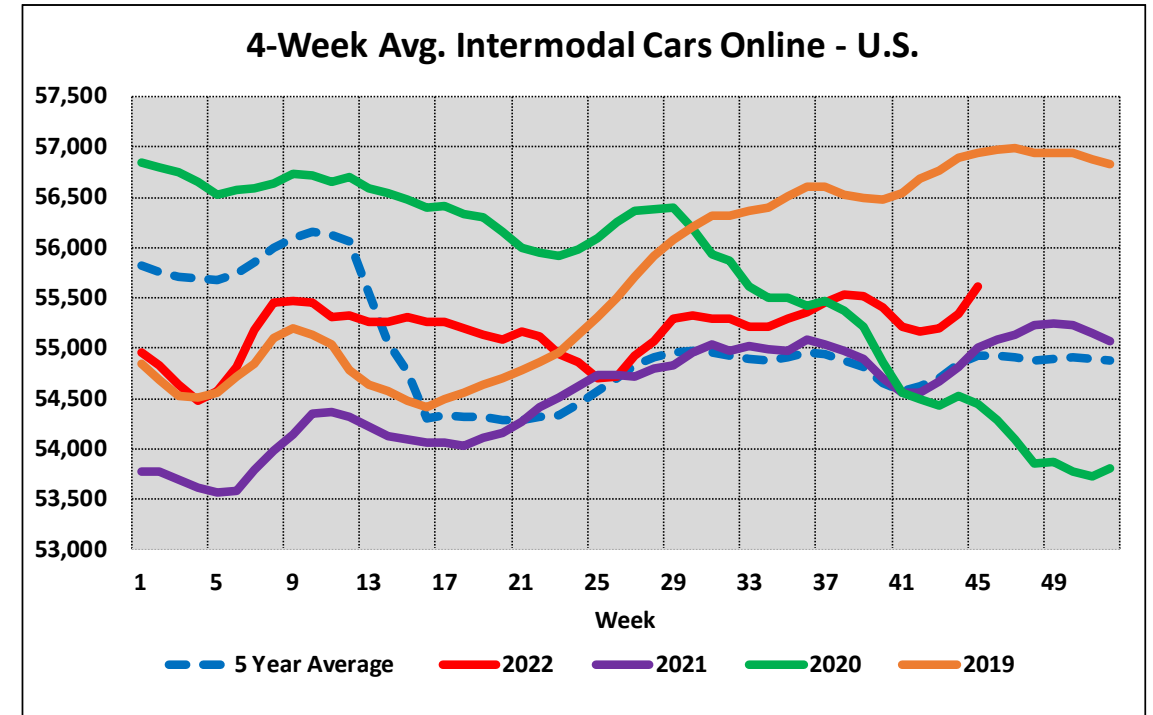
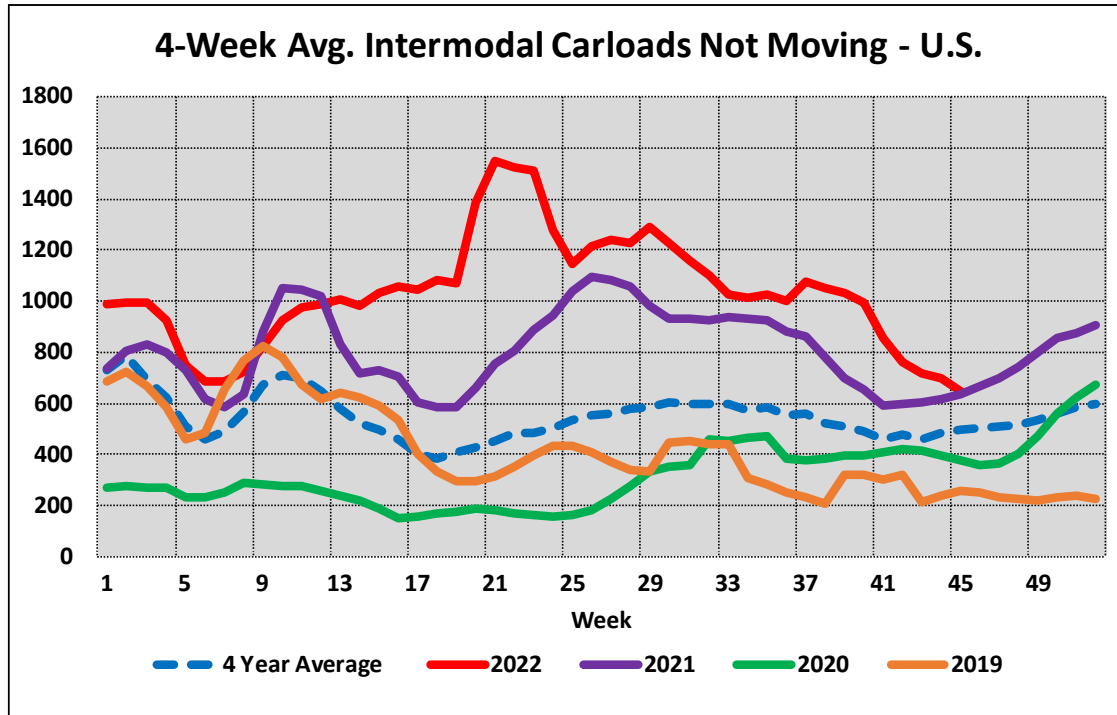
Source: STB Rail Service Data

# INTERMODAL SERVICE TRENDS (CONT'D)



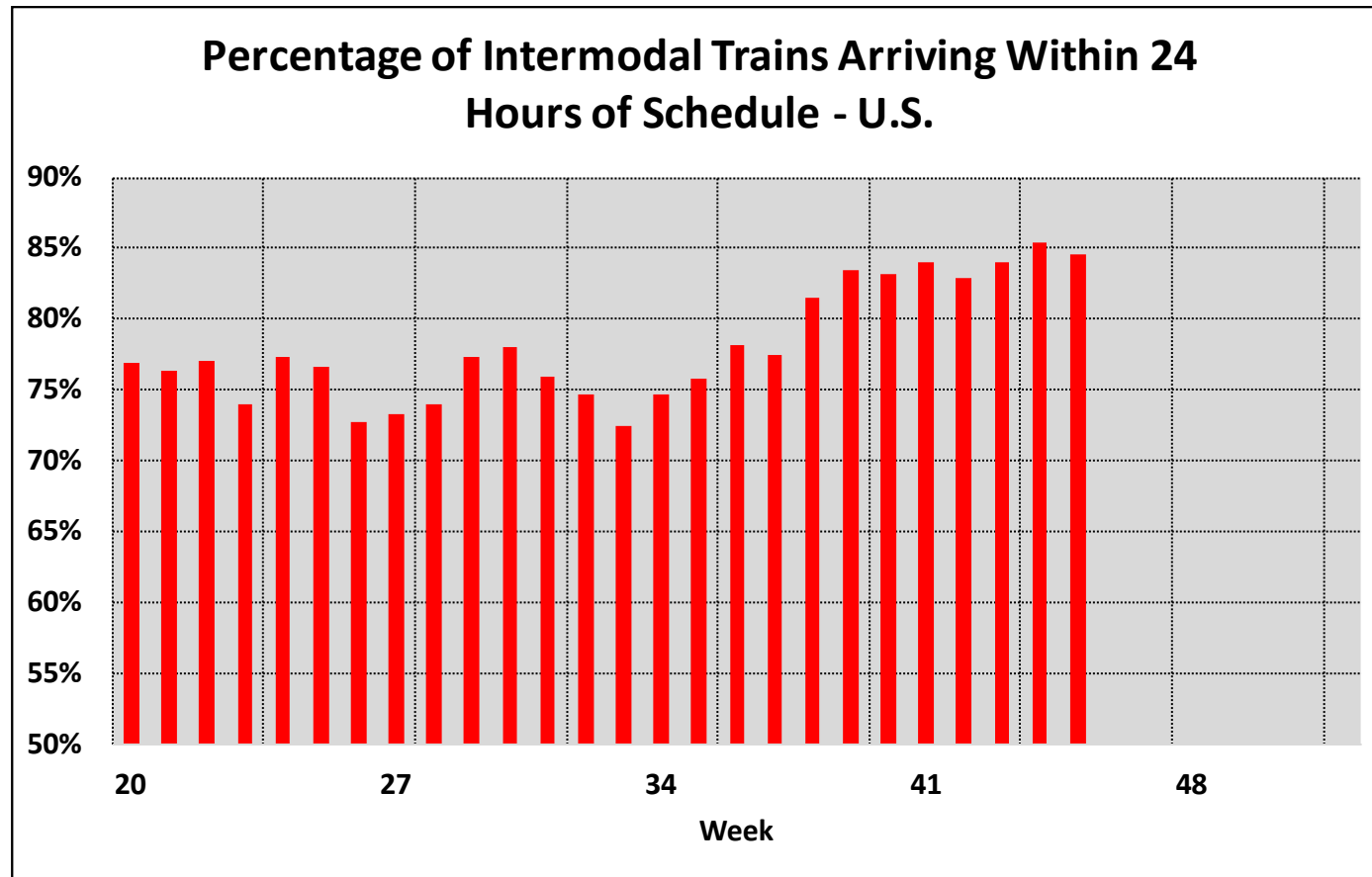
Source: STB Rail Service Data

# INTERMODAL SERVICE TRENDS (CONT'D)



Source: STB Rail Service Data

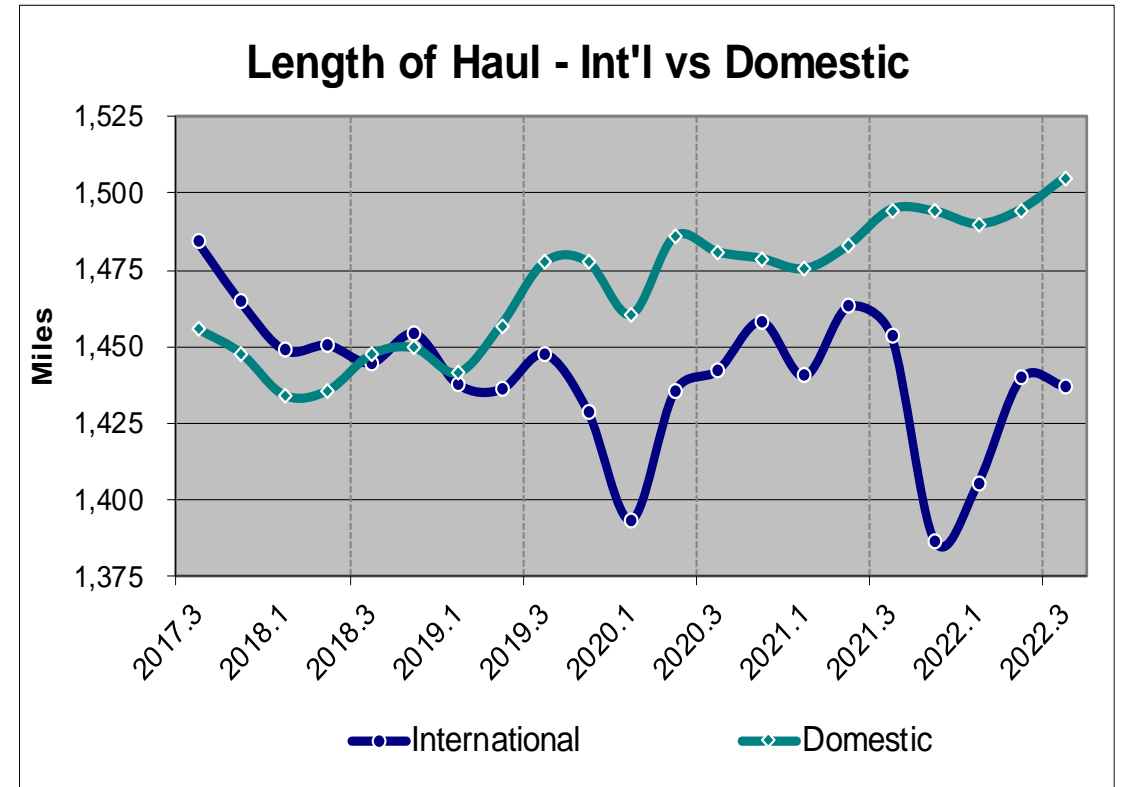
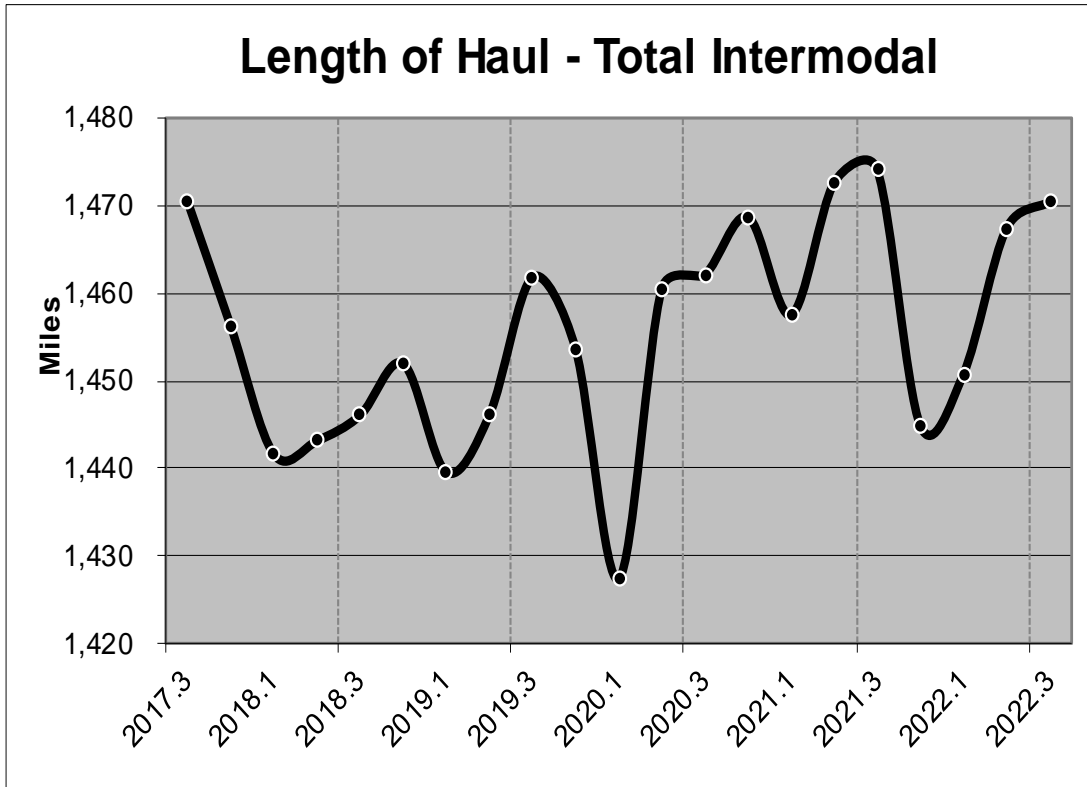
# NEW STB ON-TIME ARRIVAL DATA



*The Eastern Railroads have higher percentages of on-time arrivals than the Western Railroads*

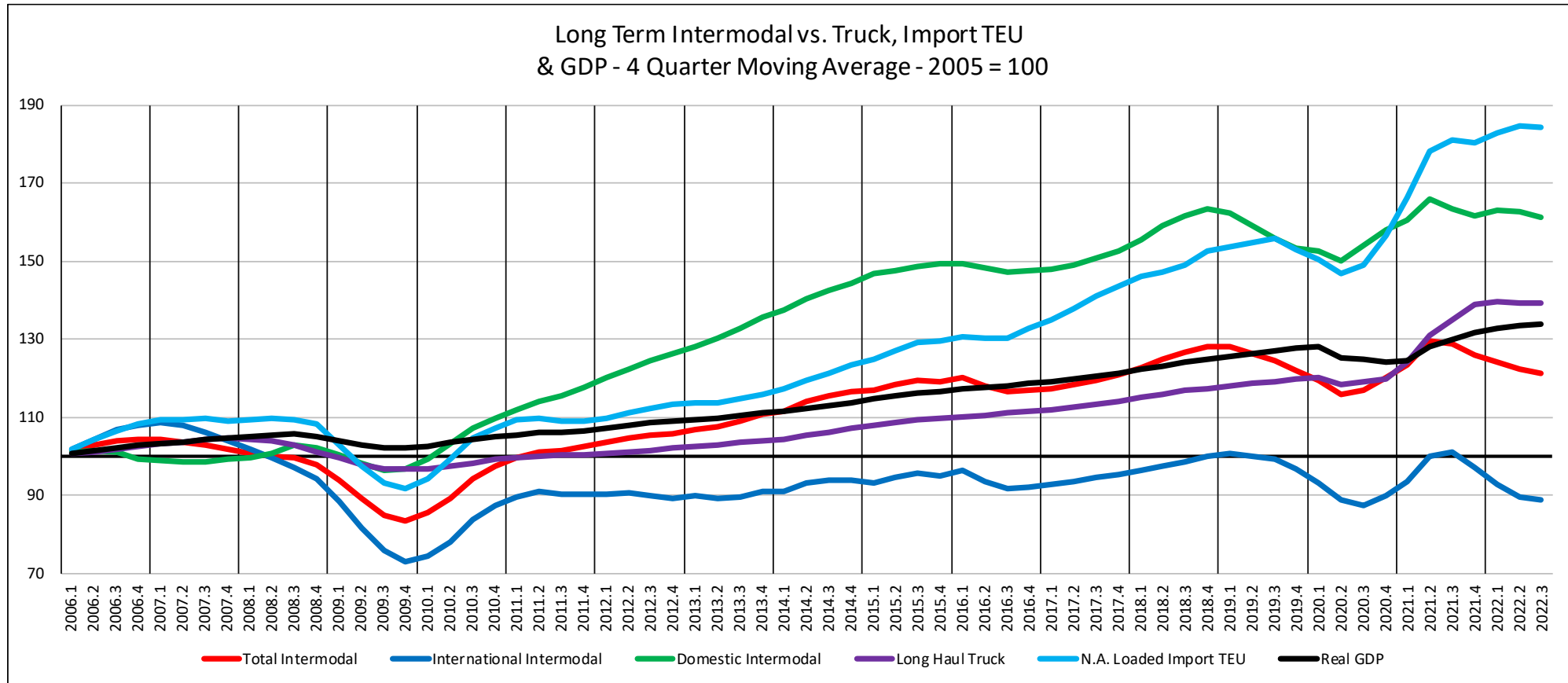
Source: STB Rail Service Data

# LENGTH OF HAUL TRENDS TELL US WHAT IS HAPPENING IN EACH INTERMODAL SEGMENT



Source: STB Rail Service Data

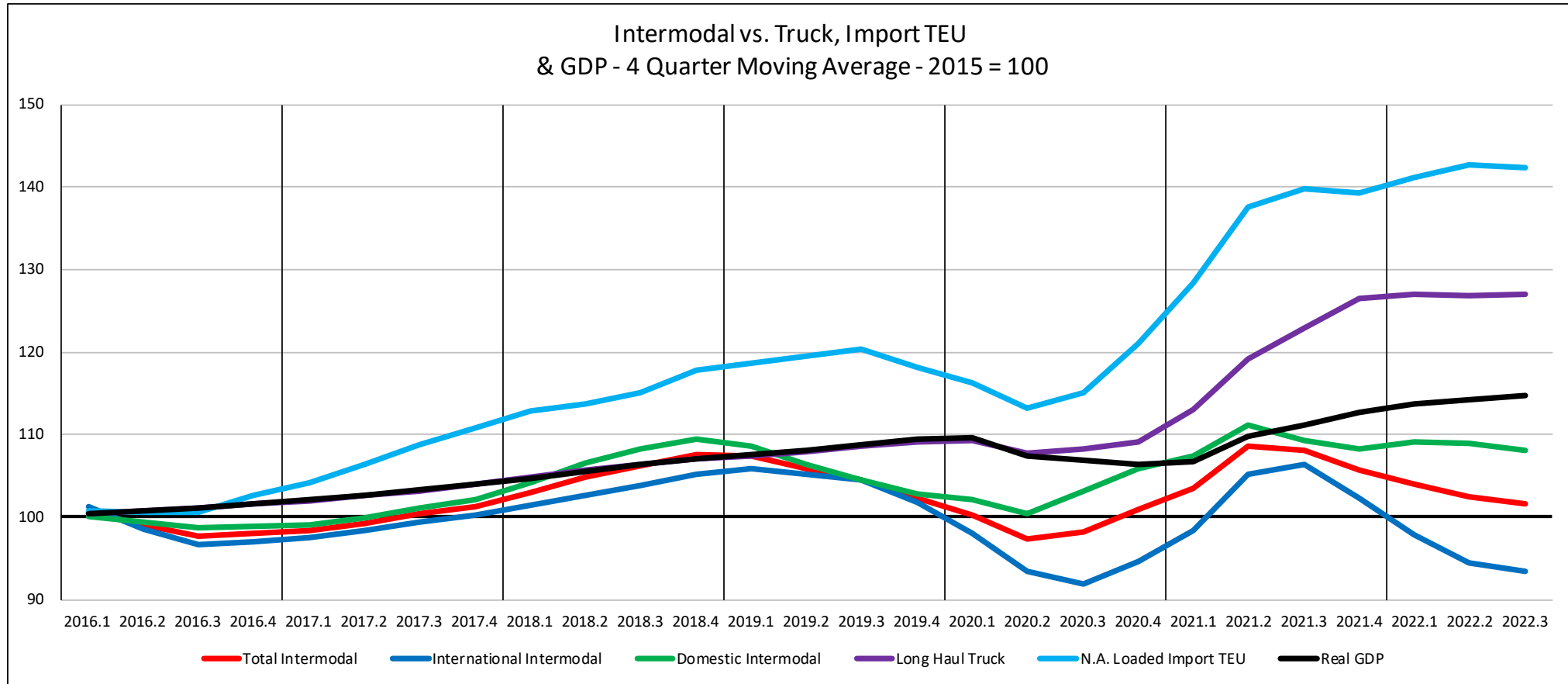
# VOLUME TRENDS SINCE 2005: INTERMODAL VS. TRUCK, IMPORT TEU AND GDP



Sources: IANA ETSO, Transport Futures, BEA



# VOLUME TRENDS SINCE 2015: INTERMODAL VS. TRUCK, IMPORT TEU AND GDP



Sources: IANA ETSO, Transport Futures, BEA

# *MAJOR THEMES - MARKETS*

- Freight slowdown is underway. Even a return to normal will feel pretty bad.
- No peak season for you!
- How much of this year's inflation surge was transitory? I'm feeling optimistic.
- The economy still seems to be holding up (employment, consumer spending). Running on fumes or soft landing?
- Cargo origin dispersion continuing

# *MAJOR THEMES - INTERNATIONAL*

- The stage has been set for major over-capacity on the ocean. Expect many blanked sailings and that likely won't be enough.
- Silver lining: Reduced volume will provide the much-needed opportunity for an operational re-set. Congestion and chassis shortages will soon be over, even inland.
- Little progress in the West Coast labor talks means no let-up in the west-to-east migration. An overall intermodal headwind.
- IPI activity has been lower thus far in 2020 than it was in 2015.

# MAJOR THEMES - DOMESTIC

- Domestic intermodal has not grown since the end of 2018
- Gains in revenue moves occurring in Private Domcons have been offset by Rail-owned DomCon and TOFC declines.
- Decline in revenue moves occurring in rail-owned containers has exceeded equipment retirements.
- As the end of TOFC approaches, the percentage of TOFC freight converting back to highway will increase
- Capacity is no longer in short supply
- Improving cycle times will result in more equipment being available to load
- Keep those seat belts fastened!

# Thanks! Questions?

**Larry Gross:**

President

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# Q&A

Enter your questions  
using the Q&A button



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

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



# IANA

INTERMODAL ASSOCIATION  
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*THE CONNECTING FORCE BEHIND INTERMODAL FREIGHT*



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