



# IANA

INTERMODAL ASSOCIATION  
OF NORTH AMERICA

## Operations Committee Meeting

Monday, September 9, 2024

8:00 AM to 9:00 AM

Regency Ballroom ABC

Hyatt Regency Long Beach, CA

# AGENDA

Monday, September 9, 2024

8:00 AM to 9:00 AM

- I. **[8:00 AM to 8:05 AM] Call to Order**
  - Welcome and Introductions
  - Housekeeping and Safety Review
  - Antitrust Guidelines
  
  - Approval of May 7, 2024, Meeting Minutes

Mark McKendry, NFI Industries, Chair  
Sherie Costa, Mastery Logistics, Vice Chair  
Marc Blubaugh, Counsel, Benesch, Friedlander, Coplan and Aronoff  
Mark McKendry, NFI Industries
  
- II. **[8:05 AM to 8:25 AM] “Collaboration for Intermodal Success”**

Sherie Costa, Mastery Logistics
  
- I. **[8:25 AM to 8:45 AM] Task Force and Working Group Updates**
  - Data Exchange Working Group
  - Toll Violations Attribution Working Group
  - Joint Intermodal Safety & Operations Committee Misreporting Working Group
  - Joint Damage Prevention Task Force

Chris Machut, SiteTrax  
Stephanie Bewick, NavTrac

Jeremy Hayden, Union Pacific Railroad  
Mark McKendry, NFI Industries
  
- II. **[8:45 AM to 8:50 AM] Old Business**

Chair, Vice Chairs
  
- III. **[8:50 AM to 9:00 AM] New Business**
  - OPS Roundtable
    - Monday, October 21, 11:00 AM
    - Monday, November 18, 11:00 AM
  - Items from the Floor

Chair, Vice Chairs

Chair, Vice Chairs
  
- IV. **[9:00 AM] Adjourn**

Chair

# Call to Order

- Welcome
  - Reminder of expectation for Committee members
    - Meetings include deliberation of issues, education, and discussion of recommended practices
    - Solicitation of business is not allowed during meetings
    - Members must abide by antitrust guidelines
    - Actively participate in Committee

# Housekeeping



- Turn Cell Phones to Vibrate or Off
- **Please** No Side Bar Conversations
- When Speaking
  - Use a Microphone
  - Identify Yourself and Company Affiliation

# Safety Briefing

- Current Location:
  - Hyatt Regency, Regency Ballroom ABC
  - 200 S. Pine Avenue, Long Beach, CA 90802
- Hotel Security:
  - Office on ground level, Dial “55” from any Hotel Phone
- 911 Assignment:
  - Contact Hotel Security, Dial “55” from any Hotel Phone
  - Primary
  - Secondary
- AED Assignment:
  - Contact Hotel Security, Dial “55” from any Hotel Phone
  - Primary
  - Secondary
- First Aid Kit Assignment:
  - Contact Hotel Security, Dial “55” from any Hotel Phone
  - Primary
  - Secondary

# Safety Briefing - Continued

- CPR Assignments:
  - Primary
  - Secondary
- Evacuation Assignments:
  - Primary
  - Secondary
  - Evacuation Routes – primary and secondary
  - Rally point:
    - Grassy area across from main hotel entrance
    - Chairs pushed in - **Avoid tripping hazards**
- Fire extinguishers:
  - Just outside the Regency A entrance.
- Drills scheduled or planned for the day



# Antitrust Guidelines

# Antitrust Guidelines



**Marc Blubaugh**

**IANA Counsel**

**Benesch, Friedlander, Coplan and Aronoff**





# Approval of May 7, 2024, Meeting Minutes



# Collaboration for Intermodal Success

## Sherie Costa, Mastery Logistics

# A History of Innovation

1940's



Edward Guilbert created a standardized manifest system enabling cargo tracking via telex, radio, and telephone

1961



The International Organization Of Standardization created the modern ISO container standards.

1981



The ANSI X12 Standard was ratified and made readily available in 1981 by the American National Standards Institute

1987



The EDIFACT standard was developed in 1987 by the United Nations

1990's



The use of emerging GPS technologies in logistics becomes more widespread

2000's



The use of APIs in logistics continued and has quickly started to become an industry standard

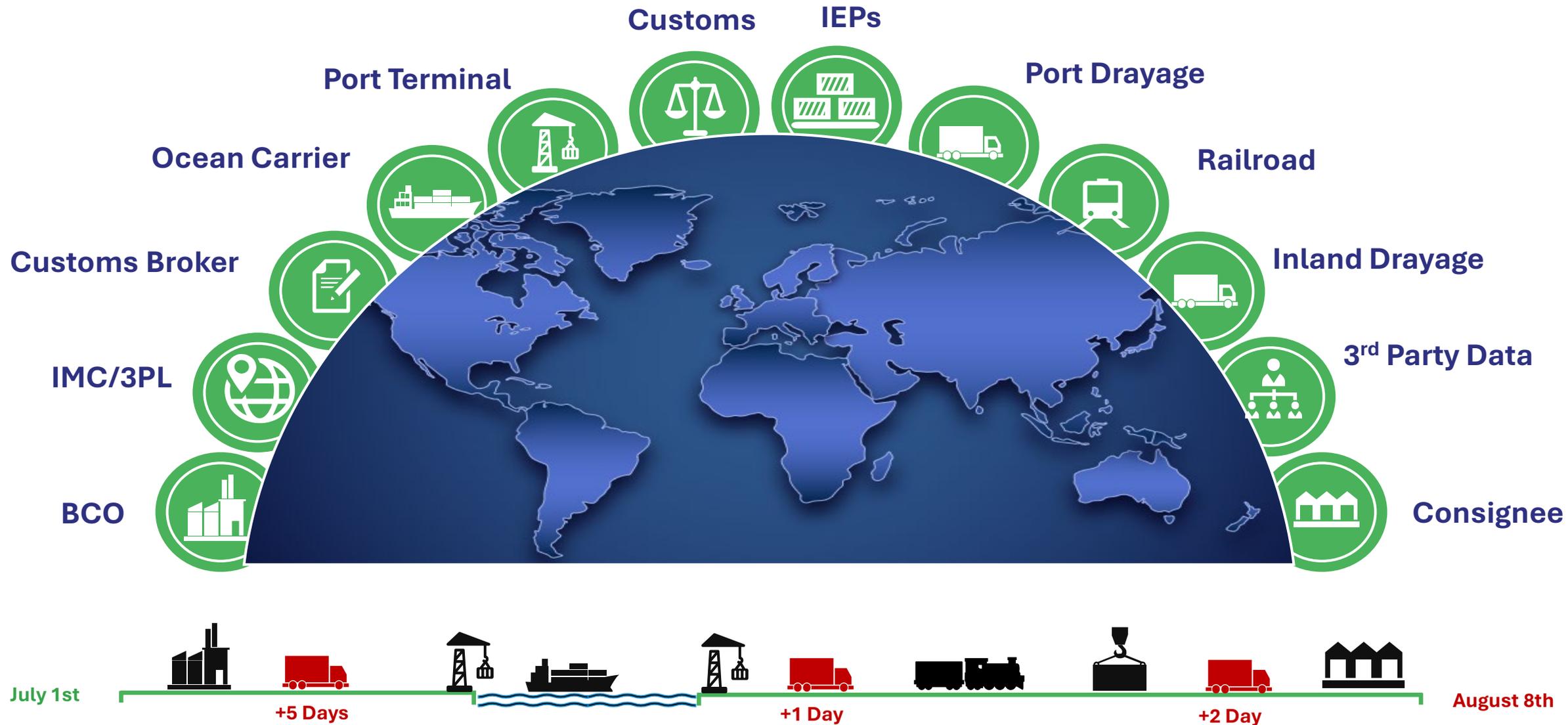
# The 30,000 Foot View



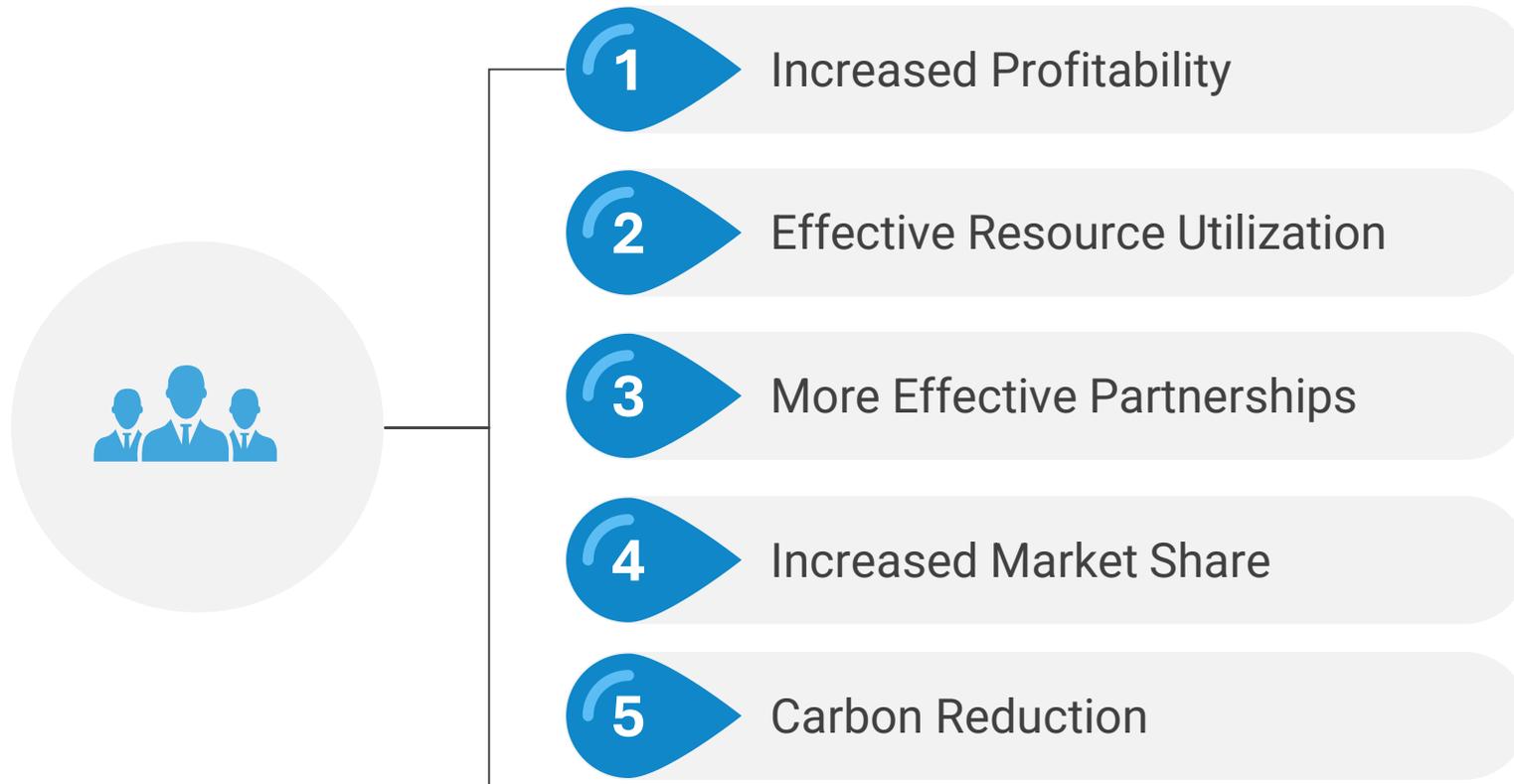
# A Complex Network - Success



# A Complex Network - Failures



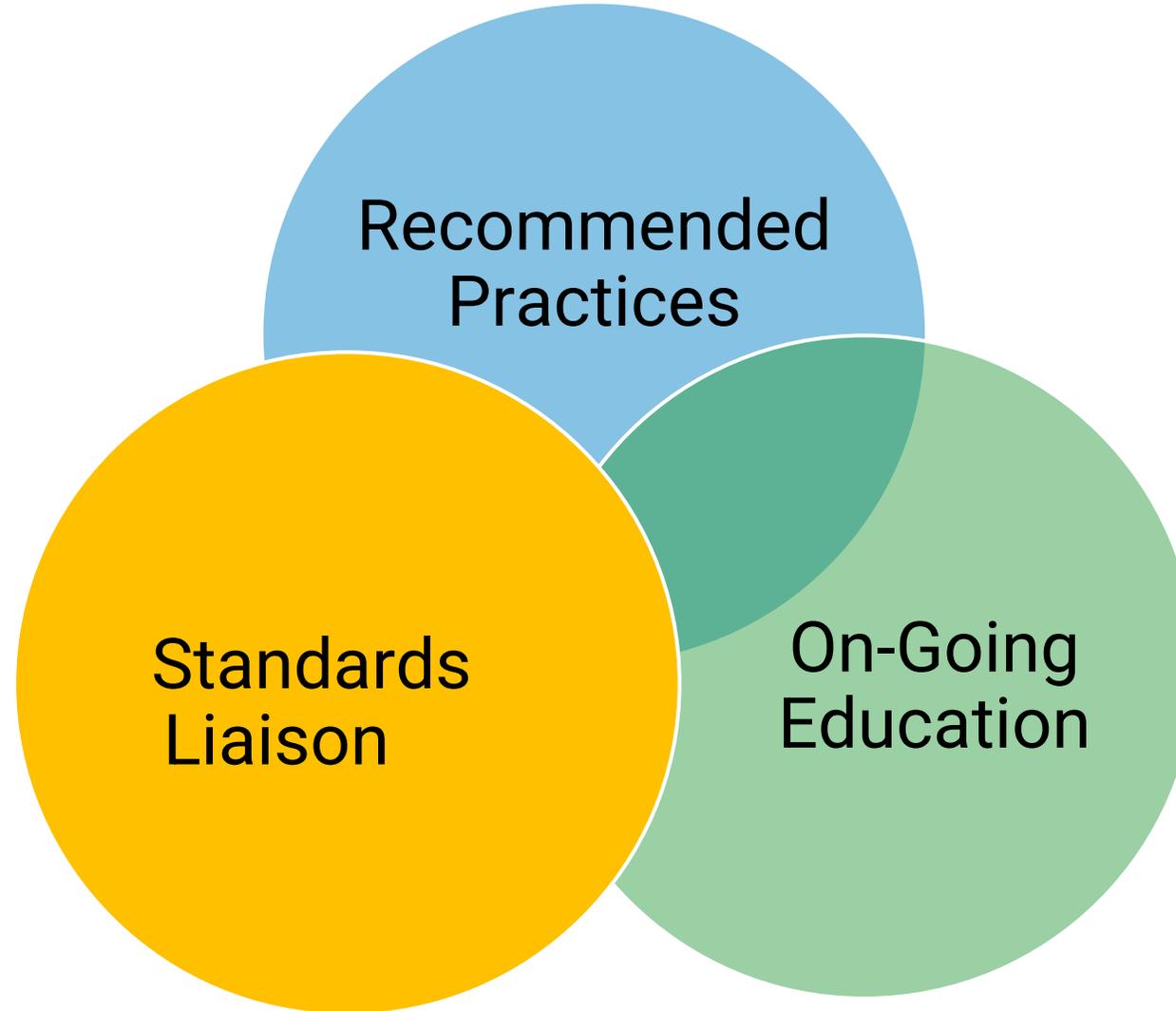
# The Benefits of Collaboration



# How can you help?

- ▶ Get Involved
- ▶ Continue Learning
- ▶ Continue Communicating

# The Benefits of Collaboration



# Thank You





# Task Force and Working Group Updates

# Data Exchange Working Group

● **Chris Machut**  
**SiteTrax**



# Thank you to the Participants

- Sherie Costa, Working Group Co-leader, Mastery Logistics
- Dan Blackburn, NC Ports Authority
- Dominik Browne, Amazon.com
- Mark Higgins, Virginia International Terminals, LLC
- Dave Kalata, Terrier Transportation, Inc.
- Chris Machut, SiteTrax.io by Netarus
- Meghan Nesta, DrayNow, Inc.
- Mike Paoella, FYX, Fleet Roadside Assistance
- Christopher Laat, BlackBerry Radar
- Ted Prince, Tri-Cities Intermodal, LLC
- Nathan Pung, BlueCargo
- Stephan Rauch, South Carolina Ports Authority
- James Shargay, TRAC Intermodal
- Matthew Wittemeier, INFORM Software

# Data Exchange Working Group





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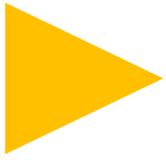
**Standards Liaison Working Group**



**Standards Recommended Practices Working Group**



**Standards Training Working Group**



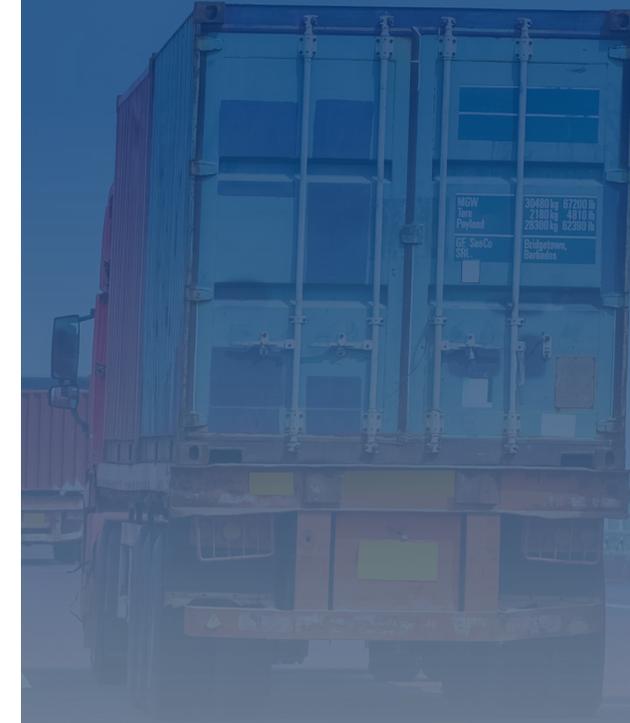
# Standards Liaison Working Group

This group would identify and create mutually beneficial working relationships with leading industry organizations (e.g. IATA, ISO, X12). Their objectives could include:

- Being the voice of the intermodal stakeholder at each organization
- Where possible, influencing organizations to make decisions beneficial to intermodal transportation.
- Sharing learnings with other working groups to curate materials



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# Standards Recommended Practices Working Group

This group would identify the most impactful best practices for intermodal space. Their objectives could include:

- Researching the most significant areas for improvement across stakeholders and workstreams
- Collaborating with relevant stakeholders and the Liaison Working Group to document the most impactful best practices.
- Sharing topics that might be best suited for a more formal training session with the Training Working Group



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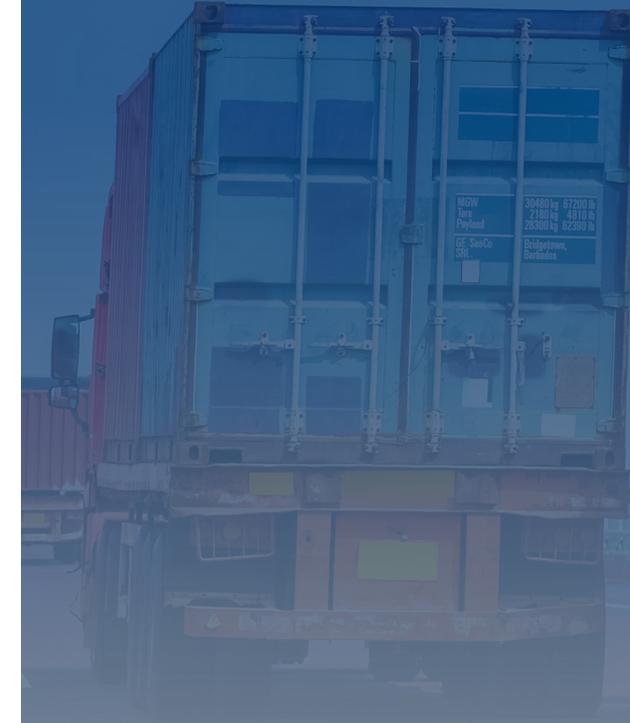
## Standards Training Working Group

This group would curate training materials and execute regular training sessions. Their objectives could include:

- Identify the biggest gaps in education impacting stakeholders in the intermodal space.
- Curating educational materials with the Recommended Practices and Liaison Working Groups.



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# Toll Attribution Working Group



**Stephanie Bewick**  
**NavTrac**



# Thank you to the Participants

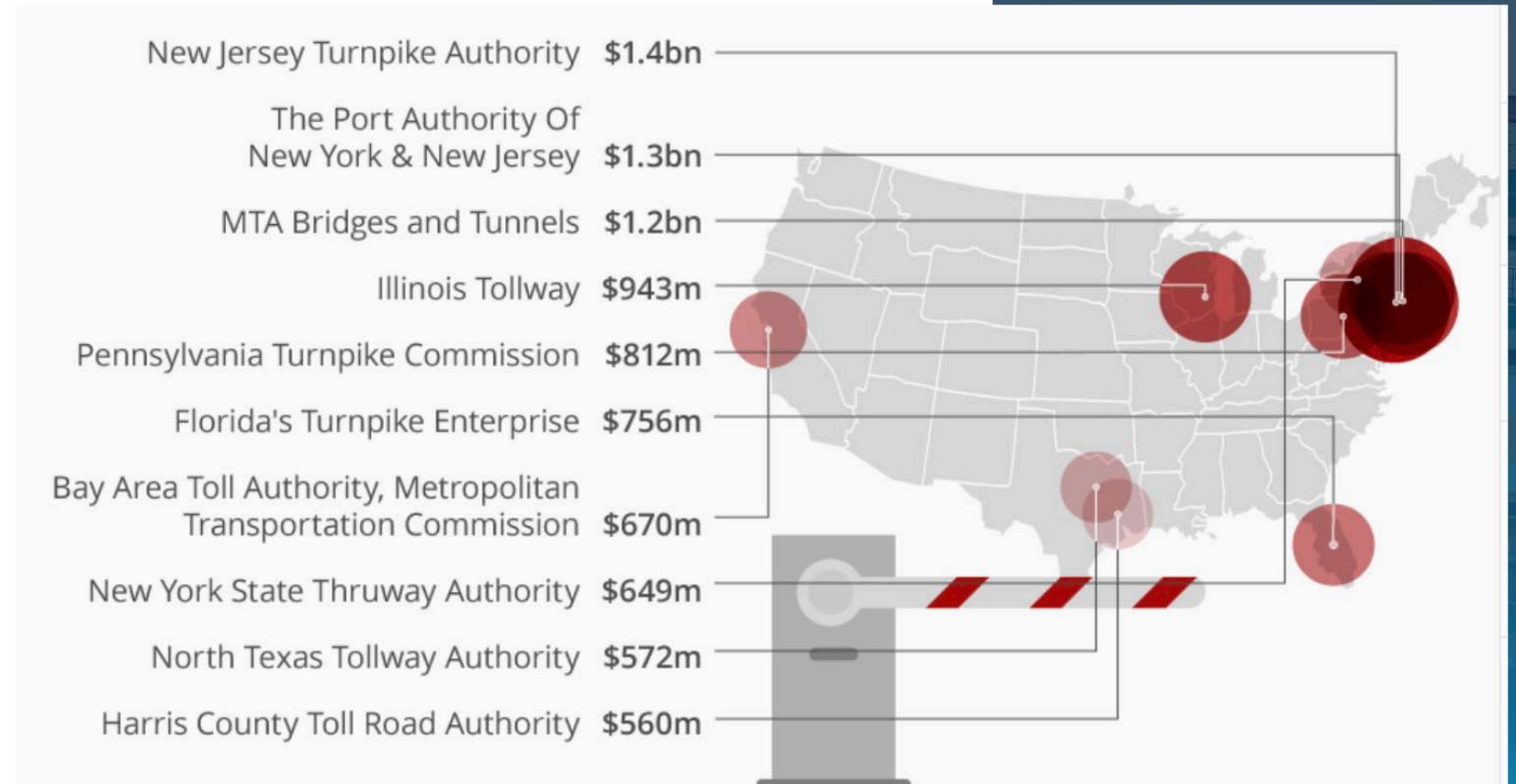
- Stephanie Bewick, NavTrac
- Andrew Bozak, Reliable Transportation Specialists
- Mike Burton, C & K Trucking
- Mark Chandler, US 1 Network
- Annette Davis, STG Logistics
- Aaric Harvey, Ports America
- Dave Hensal, Eagle Systems, Inc.
- Todd Keenan, STG Logistics
- Lindsay Keen, TRAC Intermodal
- Steve Kemp, South Carolina Ports Authority
- Steven Kobak, ContainerPort Group, Inc.
- Holly Middleton, Norfolk Southern Corporation
- Val Noel, TRAC Intermodal
- James Norman, DCLI
- James Palmer, CSX Intermodal Terminals, Inc.
- Christopher Plaat, BlackBerry Radar
- Mark Smith, FYX Fleet Roadside Assistance
- Bernie Vaughan, Panus USA, LLC
- Jay Windsor, Virginia International Terminals, LLC

# Toll Attribution Working Group Goals

- ✓ Determine the effects of incorrect toll attribution on IEPs and Motor Carriers
- ✓ Understand the methods tolling authorities use for asset detection; Identify opportunities for improvement
- ✓ Collaborate with tolling agencies on process improvements
- ✓ Educate on recommended practices on transponder management and consequences of unpaid balances

# Tolling Agency Motivation

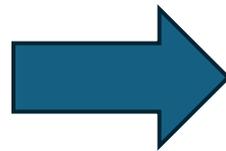
- 100+ US tolling agencies;  
40+ toll pass programs
- \$13B in tolls nationwide;  
2-3% uncollected
- IEPs account for <0.4%;  
Motor carriers account  
for 20%
- Focus on New York  
Tri-state area



# Understanding Incorrect Toll Attribution

## CAUSE

- Tolls delayed 30+ days; Window to dispute expired
- IEPs delay additional 30+ days due to rebill
- Non-standardized practices amongst agencies results in mismanagement of toll passes



## EFFECT

- Motor carriers overpaying up to 15% due to agency errors
- IEPs report 2.5% of incorrectly attributed tolls are unrecoverable

# Toll Attribution Working Group Outcome

**Reduce frequency of incorrectly attributed tolls**

**Inform tolling agencies to downstream effects on intermodal community**

**Establish a path forward to eliminate errors.**

**Educate motor carriers on the implications of mismanaged tolls**



# Task Force Vote

# Joint Safety and Operations Misreporting Working Group

● **Jeremy Hayden, co-Leader**  
**Union Pacific Railroad Company**

● **Alan Tyson, co-Leader**  
**C & K Trucking**



# Thank you to the Participants

- Alan Tyson, Working Group co-Leader, C & K Trucking
- Jeremy Hayden, Working Group co-Leader, Union Pacific Railroad Company
- Gerry Bisailon, REMPREX, LLC
- Andrew Bozak, Reliable Transportation Specialists, Inc.
- Jarod Brown, South Carolina Ports Authority
- Scott Brown, NCB
- Tolga Cankurtaran, NC State Ports Authority
- Bill Hamlin, Gray Wolf Group LLC
- Thomas Jackson, The Greenbrier Companies
- Dave Kalata, Terrier Transportation, Inc.
- Jeff Kidd, Eagle Systems, Inc.
- Murat Koksel, NCB
- Donna Lemm, IMC
- Calvin Lin, Ventra Technology Inc.
- Chris Machut, SiteTrax.io by Netarus
- Meghan Nesta, DrayNow Inc.
- Elizabeth Ogard, Prime Focus LLC
- James Palmer, CSX Intermodal Terminals, Inc.
- JJ Pascente, Legend Trucking Inc.
- Ted Prince, Tri-Cities Intermodal, LLC
- Louis Testa, TRAC Intermodal
- Jay Windsor, Virginia International Terminals, LLC

# Misreporting Working Group

Misreporting scenarios that Motor Carriers and Facility Operators experience

- Frequency
- Anecdotal
- Financial Burden
- Processes in place for identifying misreported containers
- Processes in place for handling/resolving issues
- Organizational risk

# Survey Results

- May 2024: Survey conducted, received responses from across the industry
  - Including Rail, Terminal/Port Operator, Motor Carrier, Equipment Provider, Supplier, Shipper



# Next Steps

***Focusing on IANA's mission of collaboration and education the WG recommends creating educational collateral.***

- Identify additional members to build out each mode's materials
- Define each mode's responsibilities
- Highlight the importance of accurate reporting
- Identify opportunities and situations that positively/negatively impact the supply chain and partners
- Schedule educational sessions to share materials and receive feedback

# Joint Damage Prevention Task Force Update

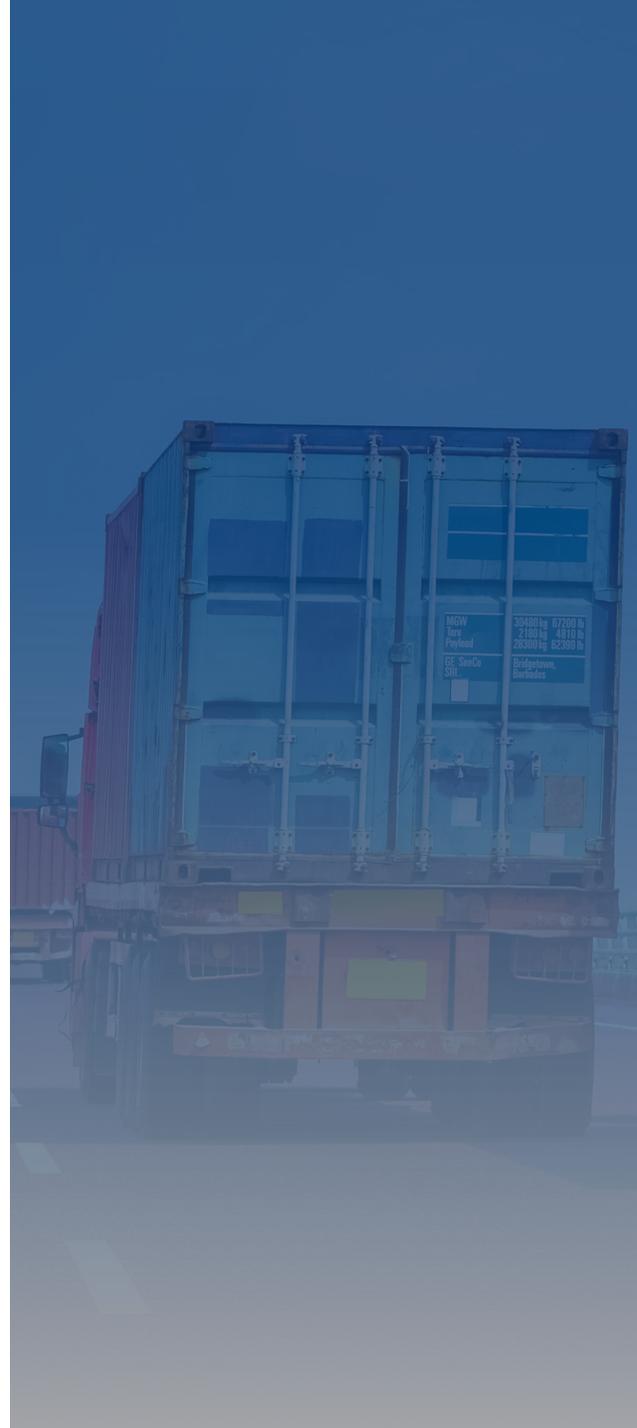


**Mark McKendry**  
**NFI Industries**



# Objectives

- Raise awareness and share information regarding preventable chassis damage with stakeholders involved in moving, storing and maintaining chassis
- Develop presentation tools and resources, which may be utilized by IANA members during local outreach events
- Materials to highlight proper use and handling of intermodal chassis and the operational and safety benefits of doing so



# Next Steps

- May 2024: Transitioned from the Damage Prevention Outreach Program Task Force to a new Joint Task Force, collaborating with OPS and Safety committee participants.
  - Focus will be on:
    - **Process owner engagement**
      - Terminal operators
      - Motor Carriers/Drivers
      - BCO site operators
    - **Driving recommended practices to reduce damage**
    - **Identify additional participants from the ISC and OPS Committees**



# Old Business



# New Business

# Operations Roundtable Discussion Group



- Monthly one hour meeting
- Industry professionals engaged collaborative and non-competitive discussion
- Led by a moderator (Group Leader) – moderator can be switched out monthly
- Discussion comprised of timely or compelling topic, industry issue or concern
- Potential for creating new Working Groups and Task Forces, educational sessions and topics for EXPO and Business Meeting
- Excellent opportunity for networking, professional development and collaboration
- Monday, October 21, 11AM
- Monday, November 18, 11AM

# New Business

- Items from the Floor



**Adjourn**



# IANA

INTERMODAL ASSOCIATION  
OF NORTH AMERICA

## Thank you for joining us!