



Shift in Ocean Carrier's Role to Provide Chassis

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About IMC Companies

- Transportation and Logistics Service Provider dedicated to inland transportation services of import/export shipments in the Southeast, Mid-West, Great Lakes and Gulf Coast.
- Five Trucking Companies with over 700 drivers servicing in excess of 1,000 international shipments per day.
 - **Intermodal Cartage Co**
 - **Atlantic Intermodal Services**
 - **Gulf Intermodal Services**
 - **DNJ Intermodal Services**
 - **National Drayage Services**
- Two Chassis M&R Companies with over 100 mobile mechanics maintaining chassis at intermodal rail-hubs, container yards and OTR repairs
 - **River City Maintenance and Repair**
 - **Frederick Intermodal**
- Four Container Yards with over 6,500 marine shipping containers/chassis
- IMC Companies is one of the top ten Motor Carrier Draymen in the USA servicing international



History

- Containerization +50 Years
- Why Ocean Carriers provided chassis
- Over 1M chassis in the United States
- Over 17,000 chassis right here in Memphis





Impact to our Industry

- Impact to Cargo Owners
- Harbor Truckers will have more choices
- Inland Truckers will have fewer choices
- Two Equipment Agreements
 - Equipment Interchange Agreement- container
 - Chassis Use Agreement- chassis
- Equipment Tracking Issues





Opportunities for Motor Carrier

- Asset Based
- Better Equipment
- Better Maintained
- Improved Utilization
- Closer Relationship with the Cargo Owner





Questions

Should Motor Carriers go out and buy their own chassis?

Should Motor Carriers create their own chassis Co-op?

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