



Chicago Intermodal Drayage Optimization Program



Agenda



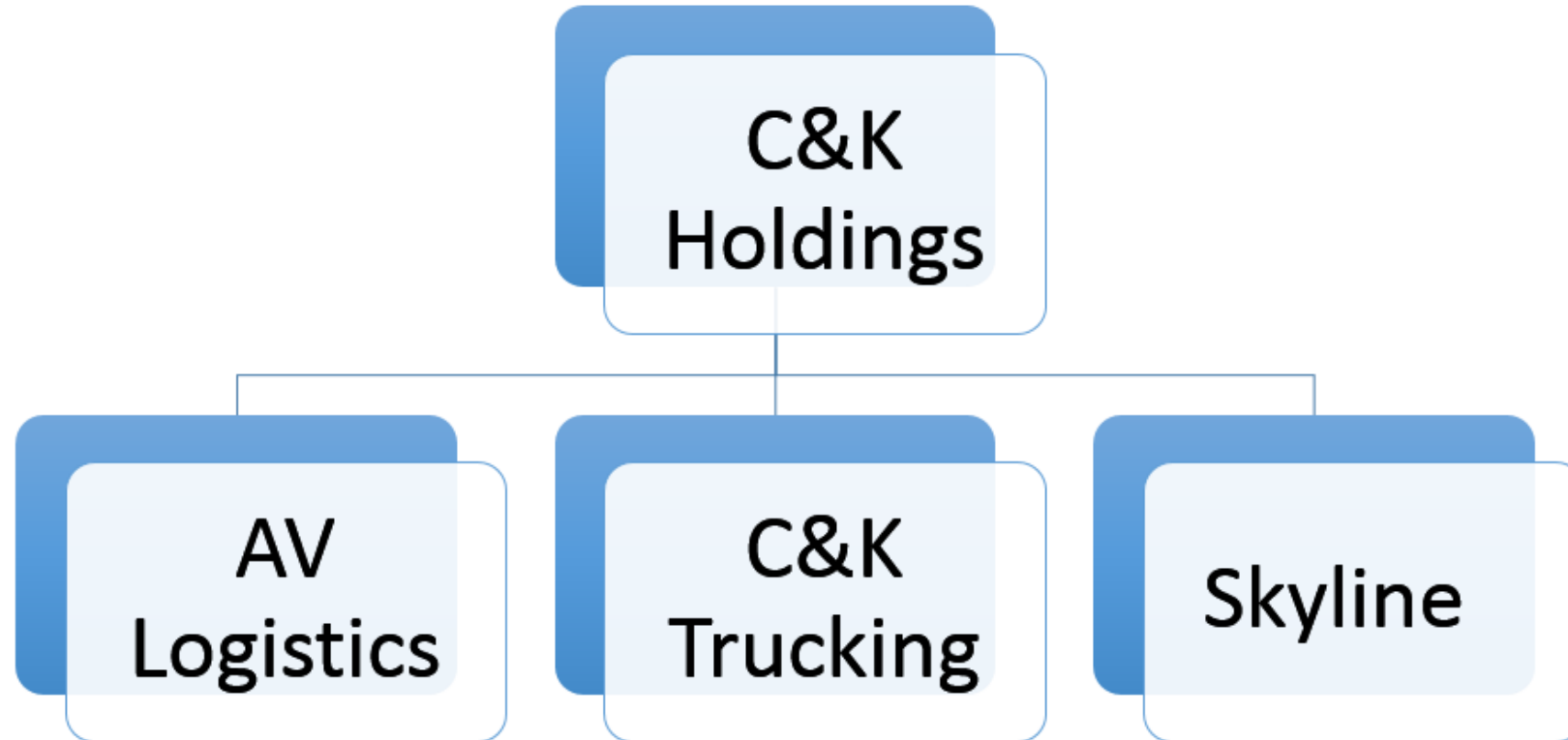
- Quick overview of C&K
- Chicago Intermodal Locations
- Current Issue
- Geostamp Solution
- Demonstration
- Questions



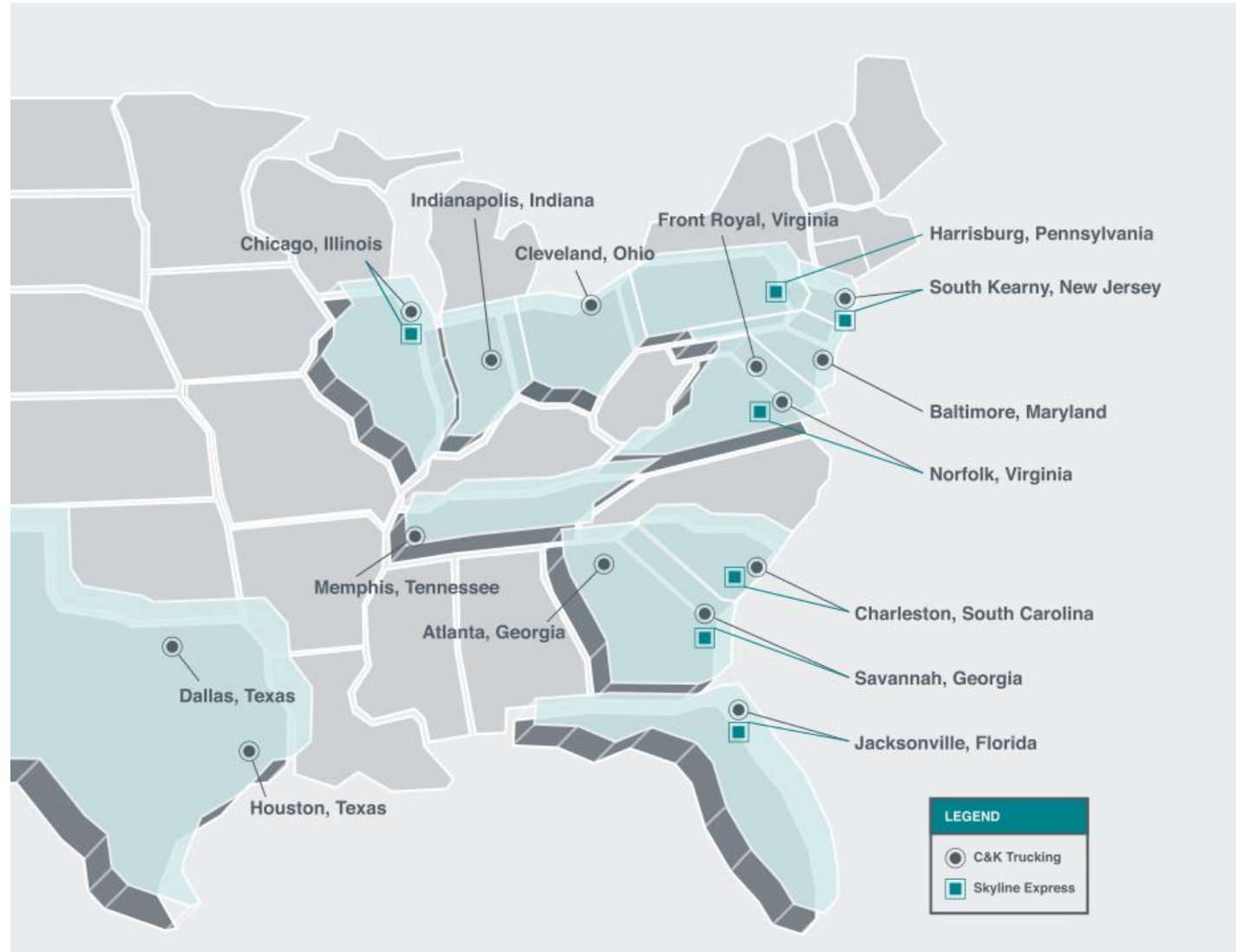
Overview of C&K



About C&K



About C&K



Key Statistics



- Headquartered in Chicago Ridge
- 1,000 trucks nationwide (300 trucks in Chicago)
- 275+ non-driver employees
- 21 Locations /14 cities
- 9th largest intermodal drayage company in US
- 60% International/40% Domestic
- Working with 50% of the largest 50 importers in the US.
- \$200 million in annualized revenues



Chicago Intermodal Locations



Chicago Intermodal Locations



Chicago has the most intermodal facilities of any City in the US – 17 total





Biggest Drayage Issue in Chicago Intermodal



Biggest Drayage Issue



Productivity at Rails/Ports

- Defined as Turn times, getting in and out of the facility
- No standard measurement



How it impacts the intermodal community?

- Impacts capacity
- Impacts Truck profitability
- Impacts driver turnover

Example - HOS Limitations for Customer A



Pleasant Prarie Drive Analysis	Hours	Minutes
Legal Drive Time Driver Capacity	11	660
Per Move Capacity - Goal - 2 Round trip Moves	5.5	330
Drive Time (per move) - 100 miles each way	4	240
Yard Time (per move)	0.17	10
Total Drive Time (Drive time plus yard time)	4.17	250
Remaining Time for BNSF Elwood	1.33	80

Example - HOS Limitations for Customer A

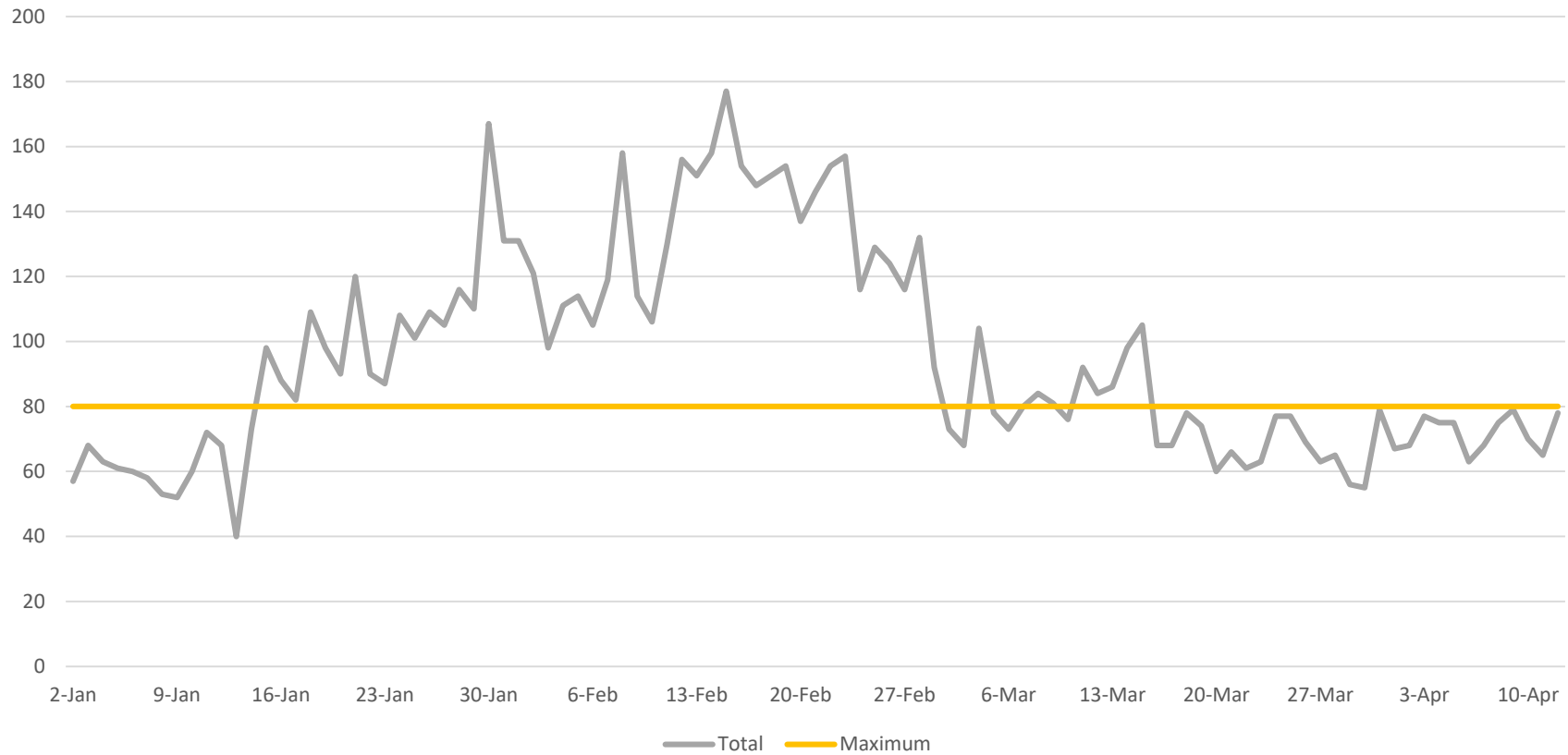


Month	Time At Rail (1)	Average time to return empty (2)	Total Time at Rail Facility	Average Drive/DC time (3)	Total Round Trip Time (4)	# of Available Moves
November	46	8	54	250	304	2.2
December	51	8	59	250	309	2.1
January 1-14	53	8	61	250	311	2.1
January 15-31 (a)	58	43	101	250	351	1.9
February 1-28	74	62	136	250	386	1.7

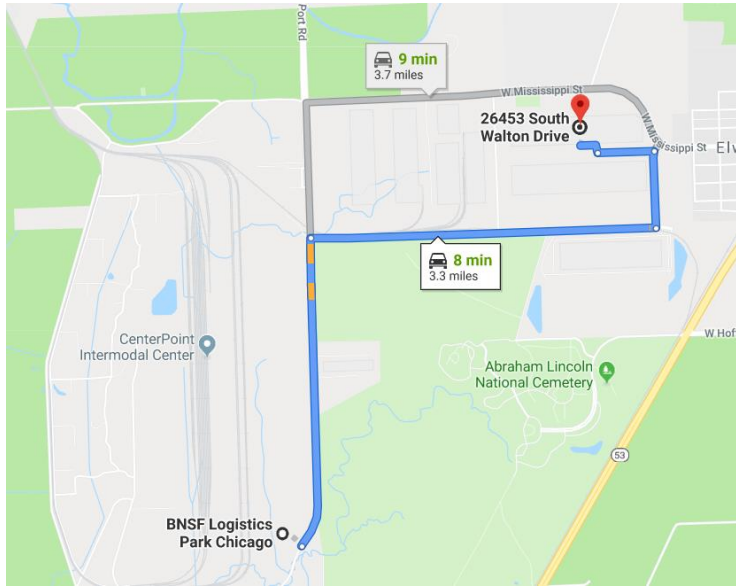
Example - HOS Limitations for Customer A



BNSF Elwood Driver Times



Example - HOS Limitations for Customer B



Month	Time At Rail (1)	Average time to return empty (2)	Average Drive/DC time (3)	Total Round Trip Time (4)	Driver Productivity # of legal moves (5)
November	46	8	25	79	8
December	51	8	25	84	8
January 1-14	55	8	25	88	8
January 15-31 (a)	55	43	26	124	5
February 1-23 (b)	77	57	25	159	4



ITA/Geostamp Solution



How it works



- ITA partnered with Geostamp
- Geostamp measures turn times at rail facilities through truckers ELD's
- Information is shared through a website and provided real time to participants.

Trucker's ELD



ELD Providers

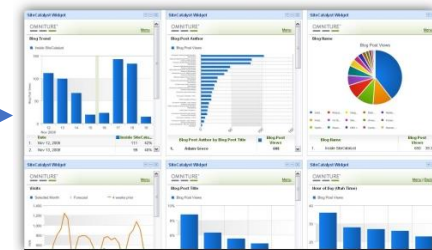


API

API



Web Reporting



Key to success



We need to get the various stakeholders



To work together to improve productivity.

Overall Benefits



1. Intermodal becomes more competitive with trucking
2. Drayage and Intermodal Capacity is expanded
3. If we don't adapt to Technology, we will eventually lose market share to:



CONVOY





Demonstration



GEOSTAMP Demonstration



Where we are at?



- About 1,000 trucks signed up in Chicago by the end of this month
- Working on approximately 10 more trucking companies.
- No Railroads signed up yet. Interested but working on them to partner with us – sharing information
- Customers/Steamship lines are also very interested but focused on railroads first



Questions?

