

STATE OF INTERMODAL TRANSPORTATION



Amid mounting disruptions to the transportation industry, now is the time to build relationships with strategic intermodal carriers.

PRECISION SCHEDULED RAILROADING (PSR) IMPLEMENTATION LEADS TO UPENDED NETWORKS

- Union Pacific and Norfolk Southern have plans to implement PSR
- Supply chains will be disrupted from ramp removals and lane eliminations



ACTION

Diversify your rail networks with carriers leveraging PSR. As a major carrier on CSX, Schneider's network has already implemented PSR, and shippers are experiencing better than industry average train velocity and terminal dwell.

INTERMODAL SHIPPING EQUIPMENT IS IN HIGH DEMAND, BUT NOT ALL CARRIERS CAN SUPPORT IT

- Carriers are responsible for investing in intermodal equipment, not the railroads
- Only a few carriers can make the investment needed to support their shippers



ACTION

Align with carriers that invest in your growth. Schneider has increased its intermodal shipping containers 24% from 2017–18 – and invested in company-owned chassis that allow shippers to increase payloads up to 10%.

THE TRUCK DRIVER SHORTAGE CONTINUES TO GROW

- 68,000 truck driver jobs are unfilled today according to American Trucking Associations
- Increasing requirements for owner-operators put a strain on filling the driver's seat

AB5

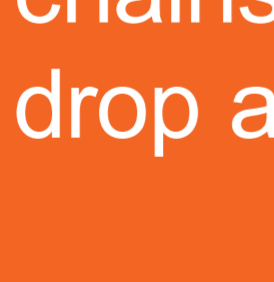


ACTION

Include intermodal in your transportation mix. Schneider has consistently seen qualified candidates entering and staying in intermodal, giving shippers access to more reliable capacity and uniformed, professional service.

ELECTRONIC LOGGING DEVICE (ELD) MANDATE TO IMPACT MARKET PRODUCTIVITY

- Smaller carriers will experience issues switching technology or will decide to close their businesses altogether
- As productivity declines, major carriers will prioritize freight from shippers with friendly freight characteristics

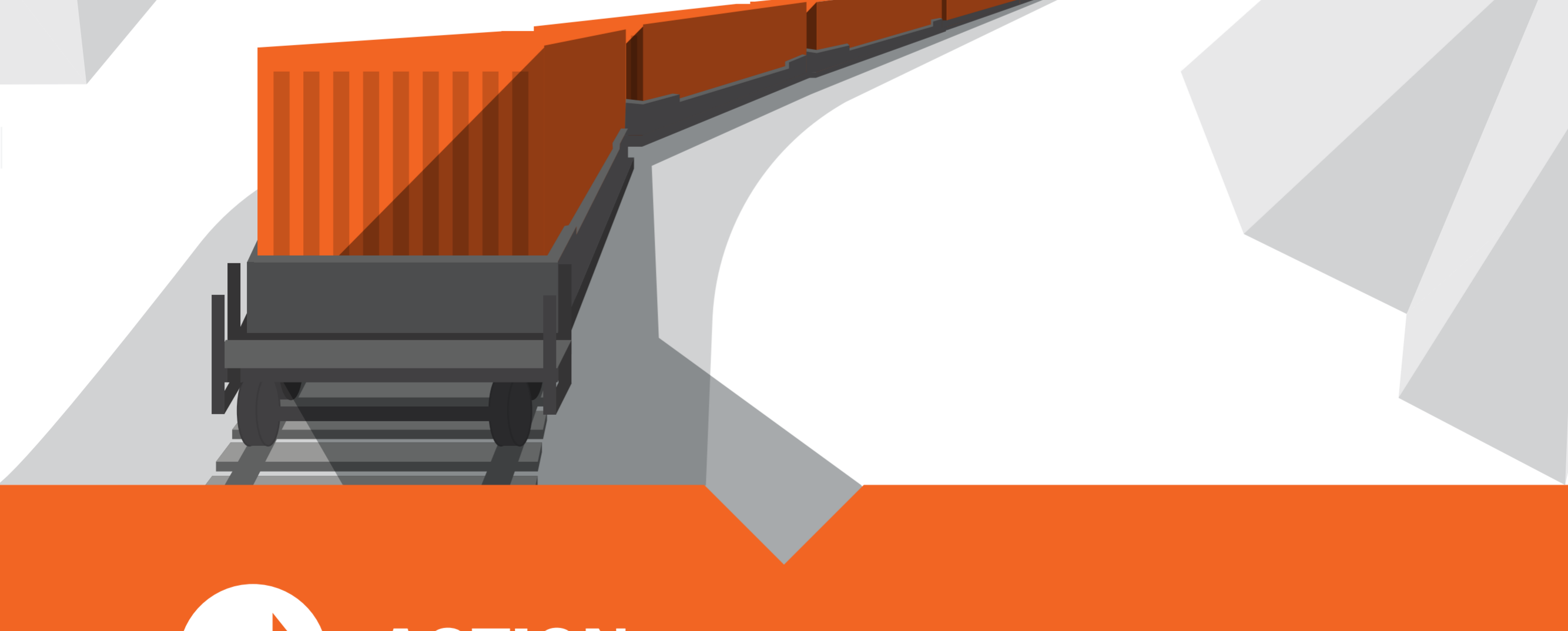


ACTION

Work with carriers to make your freight attractive. Schneider is experienced in optimizing supply chains to enable open delivery windows and drop and hook instead of live loads.

SPOT MARKET IS A SHORTCUT, NOT A LONG-TERM SOLVE FOR CHANGING CAPACITY NEEDS

- Capacity will inevitably tighten, increasing spot market prices
- Shippers going back to major carriers from the spot market may find removed ramp service, truck drivers and equipment



ACTION

Onboard your business with an experienced intermodal asset provider. Schneider's intermodal new business implementation team develops long-term, cost-competitive transportation solutions that beat the spot market.

“Incorporating intermodal carriers into a transportation strategy, or shifting to a provider with strategic multimodal expertise and a vast network, can significantly reduce the headaches that come along with long-transit freight.”

— Jim Filter

Senior Vice President and General Manager,
Schneider Intermodal Division

For signs of staying power in a market that's ever-changing, turn to Schneider, which has a track record of investing in intermodal equipment, employing company drivers and providing professional experts to keep shippers' freight moving.

Connect with a Schneider transportation expert today to discuss how Schneider Intermodal can deliver cost-smart, consistent capacity for your business.

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