

## **TCA Panel on Intermodal Truckload explored how truckload carriers and railroads are beginning to look at each other differently**

*Jacksonville, Fla. – March 12, 2008* – What to do about a deepening freight recession in the short-term and future increases in fuel prices and driver shortages in the long-term? This was the topic addressed at the recent Truckload Carriers Annual Convention in Orlando by an experienced panel on Intermodal Truckload: Lana Batts, Managing Partner, Transport Capital Partners, LLC (Moderator); James Hertwig, President, CSX Intermodal; John Hickerson, Sr. Vice President & Chief Marketing Officer, FFE Transportation Services, Inc.; and Patrick Quinn, President & Co-Chairman, U.S. Xpress Enterprises, Inc.

The panel set the stage with a concise summary of the challenges facing the truckload industry. Last year's run-up in fuel prices was the first wake up call. Now a number of pending regulatory initiatives will likely pass to the detriment of driver productivity, whereas others will inevitably add to driver shortages. Ultimately, prior successful business practices will not suffice for many to survive the current downturn or for others to prosper after the storm.

Panelists then discussed why many truckload carriers turn increasingly to intermodal. First, the rails have improved their time-definite service levels, making it possible for even refrigerated carriers to reconsider their intermodal options. As truckload carriers grapple with the challenges to productivity, they will need to redefine productivity in terms of the number of loads they can deliver with the same miles for the same driver in a given period. Ultimately they concluded that truckload carriers today can evaluate intermodal rail just like they would of any other owner operator.

The railroads have also clearly taken notice, finding better ways to work with truckload carriers of all sizes. "Intermodal transportation combines the efficiency of rail with the flexibility of trucks," said James Hertwig. CSX Intermodal (CSXI) has undertaken a number of initiatives to make intermodal service more accessible than ever before. Intermodal terminals are more trucker-friendly thanks to the latest technologies. New ramp-to-door-to-ramp services allow truckload carriers to reposition empty equipment automatically out of backhaul markets in pursuit of a new load. More recently, CSXI even targeted brokerage operations with CSX QuickQuote, a 24-hour online quoting and tendering tool for door-to-door service.

CSX Corporation, based in Jacksonville, Fla., is one of the nation's leading transportation companies, providing rail, intermodal and rail-to-truck transload services. The company's transportation network spans approximately 21,000 miles, with service to 23 eastern states and the District of Columbia, and connects to more than 70 ocean, river and lake ports. More information about CSX Corporation and its subsidiaries is available at the company's web site, [www.csx.com](http://www.csx.com) <<http://www.csx.com/>> .