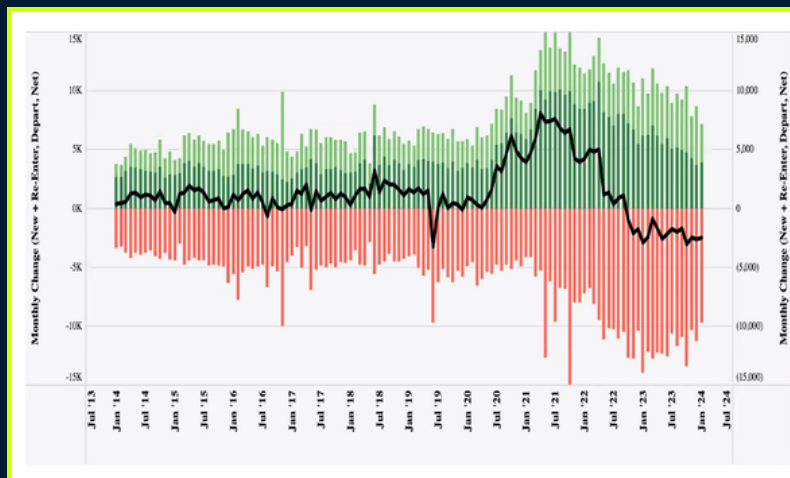


ARE CARRIERS IN IT FOR THE LONG HAUL?

As the effects of the 2022 freight bubble burst continue to reverberate through the transportation landscape, carriers continue to face the decision to leave the market or park it. Long-haul carriers are taking the lion's share of dropping out.

LONG-HAUL CAPACITY DROPPING

Principal Analyst at DAT Freight and Analytics Dean Croke observed for every 10 carriers departing, the market was met by a mere 8 joining the fray. FMCSA data shows the long-haul interstate sector lost ~5% of total carrier authorities in the last year, or ~13%-14% spot market capacity. ⁽¹⁾



MANY CARRIERS ARE A/AN [] FILL IN THE BLANK [] FROM GOING OUT OF BUSINESS.

- Major Weather Event
- Spike in Fuel Prices
- Accident
- Breakdown

⁽¹⁾

Measure Names

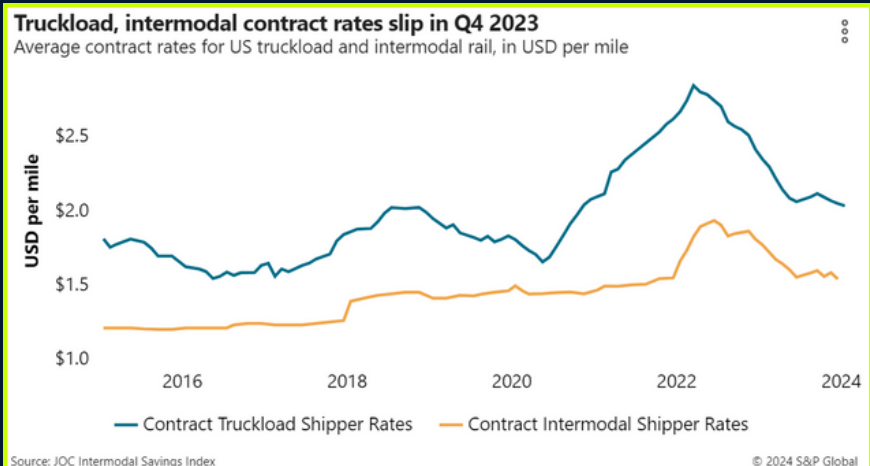
- Re-Entrances, Daily
- News, Daily
- Departures, Daily
- Net Change, Daily

SHIPPERS ARE TURNING TO INTERMODAL

Intermodal shippers in the US saved

SAVED 27% ⁽²⁾

annually by opting for domestic intermodal rail over trucking in the fourth quarter.



Sources: (1) Croke, Dean. "2024 Market Outlook Navigating Sales & Marketing in Transportation with DAT Freight & Analytics." Transportation Marketing & Sales Association Webinar, 23 Feb 2024. (2) Ashe, Ari. "Intermodal savings held steady in Q4, in line with long-term averages." Journal of Commerce, 6 Feb 2024.

SHOULD YOU CONVERT TO INTERMODAL?

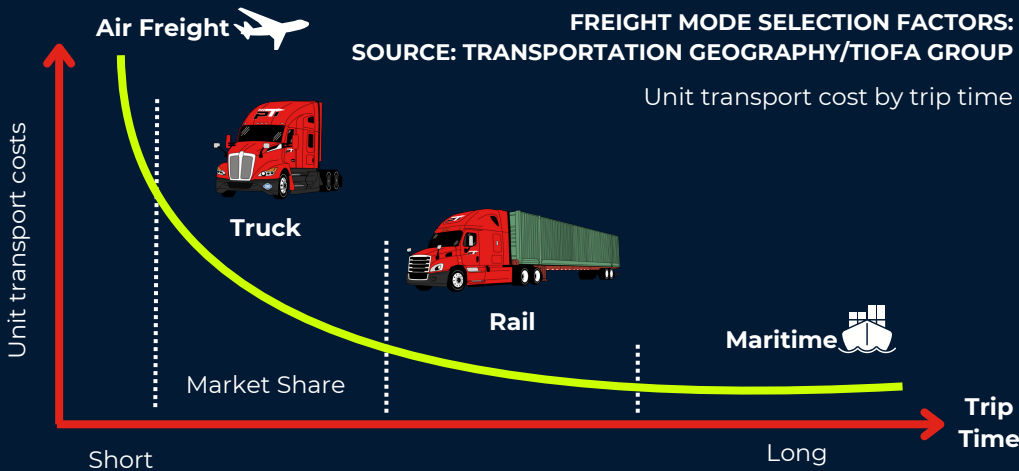


Can your delivery timelines accommodate the slightly longer transit times of intermodal transport?

If transit time requirements allow for the slightly longer delivery windows associated with intermodal transport, converting long-haul lanes can be viable.

Have you compared the potential cost savings of intermodal transport to traditional long-haul trucking for your specific lanes?

Evaluate the potential cost savings of intermodal transport compared to traditional long-haul trucking, particularly for lanes with high freight volumes and consistent demand.



Are you committed to reducing your carbon footprint, and could Intermodal transport support your sustainability goals?

Shippers committed to reducing their carbon footprint may consider intermodal transport as an eco-friendly alternative to long-haul trucking.



< 2%

vs



58%

Rail GHG emissions in the US

Medium- and heavy-duty diesel trucking's GHG emissions in the US ⁽³⁾

Do you have sufficient unique partnerships with intermodal providers to leverage effectively?

A unique intermodal provider can offer competitive rates, consistent service, and effective communication to support the conversion process.



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- Propelling business forward

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Top 20 IMC

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and Long-Haul Services**

RNG/CNG Sustainability Solutions

