



# THE SHIFT TO SHORT HAUL

U.S. TRANSPORTATION INDUSTRY

200-MILE REDUCTION IN AVERAGE LENGTH OF HAUL OVER THE PAST 10 YEARS

800 MILES  
600 MILES

## SUPPLY CHAIN SHIFT FACTORS



RISING FUEL PRICES



LIMITED CAPACITY



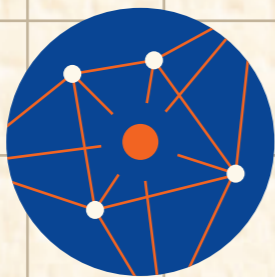
INCREASED SUPPLY CHAIN VISIBILITY



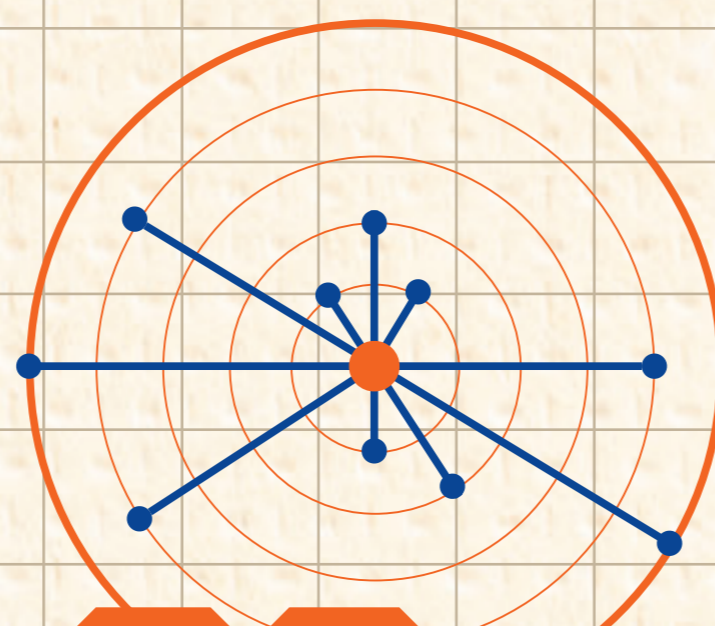
FASTER ORDER CYCLE TIME



DRIVER SHORTAGE

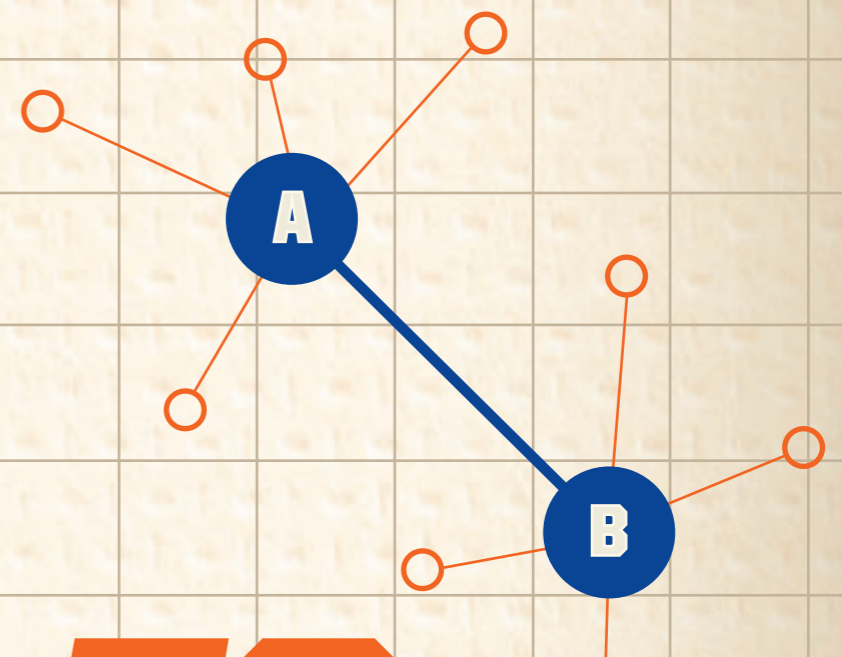


DECENTRALIZATION PREDICTION STATS



80%

PERCENTAGE OF FREIGHT THAT IS DELIVERED WITHIN 500 MILES OF ITS ORIGIN



79%

PERCENTAGE OF EXECS SURVEYED ARE LIKELY OR VERY LIKELY TO CREATE REGIONAL AND SUB-REGIONAL SUPPLY CHAIN HUBS IN THE NEXT THREE YEARS\*

# A ROADMAP FOR MOVING FREIGHT

WITH THE PRECISION THAT SHORT HAUL DEMANDS

## SHORT-HAUL OPTIONS



TRUCKLOAD



INTERMODAL



BROKERAGE

## HOW TO KEEP YOUR FREIGHT MOVING

CREATE OPEN PICK-UP TIMES OF "ON" OR "BY" INSTEAD OF "AT"

PROVIDE "DROP-AND-HOOK" FREIGHT

PRE-LOAD CONTAINERS IF SHIPPING INTERMODAL

PROVIDE 24 HOURS OR MORE ADVANCE NOTICE OF PICK-UP TIME

ALLOW FOR WEEKEND PICK-UP AND DELIVERY

WELCOME MIDWEEK PICK-UP AND DELIVERY OF INTERMODAL SHIPMENTS TO AVOID MONDAY AND FRIDAY BOTTLENECKS

REDUCE DRIVER DETENTION

PROVIDE ON-SITE FACILITIES FOR DRIVERS WITH BASIC NECESSITIES

CHOOSE THE RIGHT MULTIMODAL PROVIDER

## CHOOSE A MULTIMODAL PROVIDER WITH:

TIGHT PLANNING AND PRE- PLANNING

STRONG RELATIONSHIPS WITH RAIL PROVIDERS AND THIRD-PARTY CARRIERS TO LEVERAGE PURCHASING POWER

LOCALIZED DECISION-MAKING

REGIONAL ASSOCIATES AND LEADERSHIP

INTIMATE KNOWLEDGE OF THE REGION

PROCESS AND TECHNOLOGY FORESIGHT

STABILITY AND RESOURCES TO MEET BUSINESS NEEDS

SHORT HAUL