



# A Brown Perspective on Intermodal Transportation in the Future

National Summit on Agriculture and  
Food

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# UPS Perspective on Intermodal Transportation in the Future

- UPS Services
  - Small Package
  - Less Than Truckload Freight
  - Truckload Freight
  - Air Freight
  - Ocean Freight
  - Logistics
  - Freight Forwarding



# UPS Perspective on Intermodal Transportation in the Future

- UPS Services
  - Customs Brokerage
  - Warehousing
  - Consulting
  - Mail Services
  - Financial Services (UPS Capital)



## UPS Perspective on Intermodal Transportation in the Future

- UPS Transportation Network:
  - 15.6 Million Packages Delivered Daily
  - 80,000+ Domestic Commercial Vehicles
  - 1,070 Domestic Flight Segments
  - 3,100 Trailers Moved via Rail Daily
  - 600,000 TEU's Moved Annually via Ocean (NVOCC Operations)

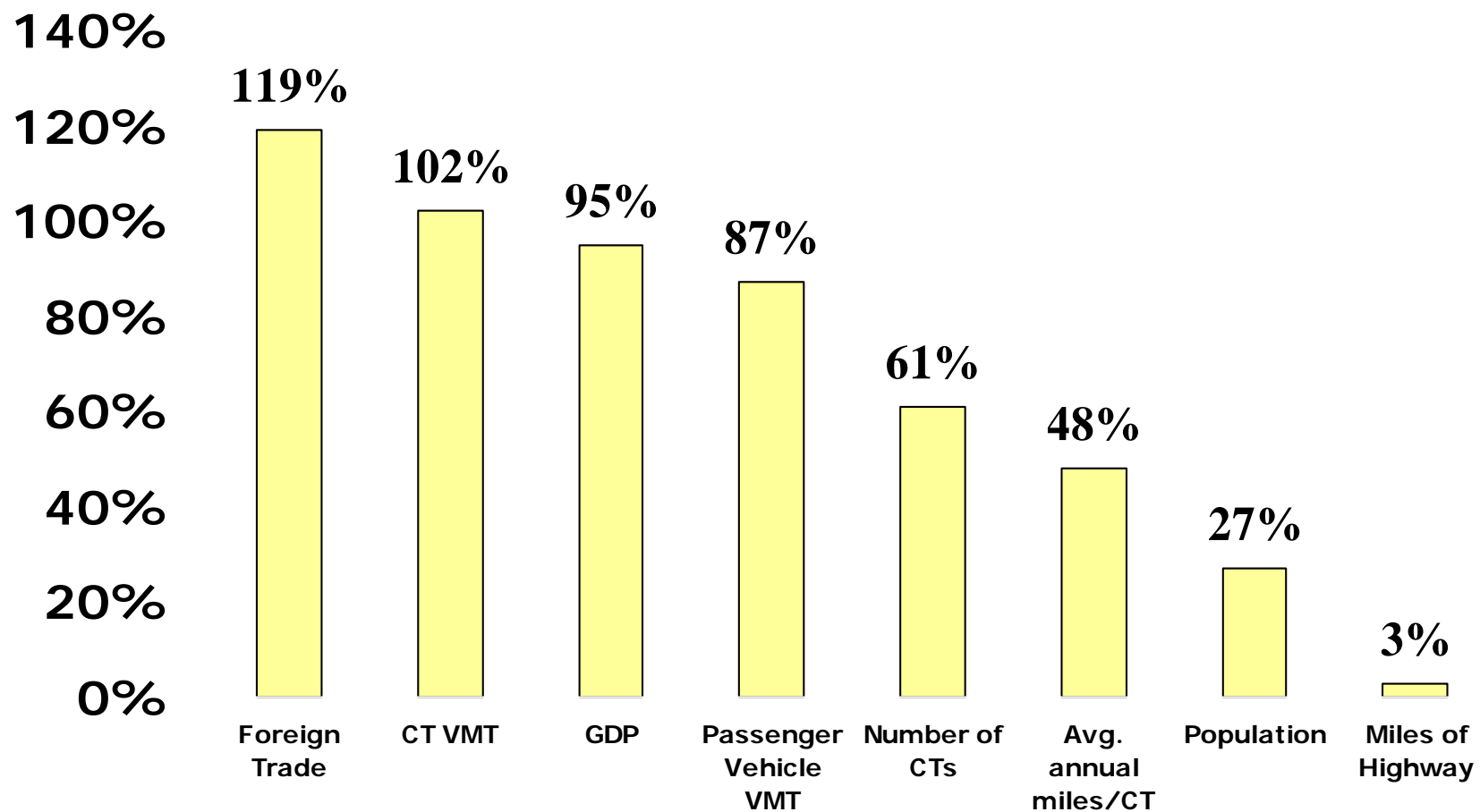


## UPS Perspective on Intermodal Transportation in the Future

- Martrac Operations:
  - 1200 Reefer Trailers
  - Back-haul Produce / Dry Freight Service
  - CA, AZ, OR, WA to Midwest & Northeast
  - \$70M in Gross Revenue ('06)



# Percentage Change in Key Indicators: 1984 - 2004





# UPS Perspective on Intermodal Transportation in the Future

- Domestic Challenges
  - Taxes vs. Tolls
  - Congestion Pricing
  - HOT Lanes
  - Highway Trust Fund Challenges
  - Railroad Service Levels
  - Size and Weight Debate



# UPS Perspective on Intermodal Transportation in the Future

- Domestic Multimodal Challenges
  - Highways
  - Airways
  - Rail Network





## UPS Perspective on Intermodal Transportation in the Future

- Macro / International Challenges
  - Trade
  - Customs
  - Alternate Fuels / Climate Change



# UPS Perspective on Intermodal Transportation in the Future

Who Bears the Cost:

**CONSUMERS**



## UPS Perspective on Intermodal Transportation in the Future

- The Future:
  - Holistic Approach Needed
  - Need to Nationalize Issues
  - Competitiveness Issues
  - Trade is Good!
  - Shipper Involvement Needed
  - Unconventional Stakeholder Involvement
  - Need to Buck-Up



## UPS Perspective on Intermodal Transportation in the Future

- The Future:
  - Cost of Doing NOTHING?