
TRAC CONNECT MOTOR CARRIER PROGRAM

MOTOR CARRIER PROGRAM

- Steamship Line transfers the chassis cost and lease to the Motor Carrier. Billing shifts from SSL to MC.
- Small volume markets.
- Small Motor Carrier Community.
- Little or no migration.
- Trac and DCLI are already invoicing Motor Carriers for chassis usage.

Locations

- Baltimore, MD
- Philadelphia, PA
- Mobile, AL
- Boston, MA
- Miami, FL
- Select inland areas: Harrisburg, Buffalo, Pittsburg, Tampa, Birmingham.

Steamship Lines who have announced

- Maersk*
- CMA CGM*
- Hapag Lloyd*
- ACL
- China Shipping
- Cosco
- CSAV
- Galborg
- Hamburg Sud
- NYK
- OOCL
- Yang Ming
- Hyundai

TRAC CONNECT MOTOR CARRIER PROGRAM

- Transfer complete operating, insurance and liability expense from SSL to TRAC to Motor Carrier.
- Chassis Lease Agreement is between Trac and Motor Carrier.
- Provide Steamship Line the marketing flexibility to set different free time days as the market shifts.

Three Options

- No Free Days to Motor Carrier. Do not distinguish between Carrier Haulage / Merchant Haulage.
- No Free Days. Distinguish between Carrier Haulage and Merchant Haulage.
- SSL protects specific Accounts and offers free days.

No Free Days

- Trac invoices motor carrier for chassis per diem with no free days.
- SSL Commercial / Trade Group deals direct with Motor Carrier / Shipper / Consignee / for special free day arrangements.
- Simplest billing method. No complicated EDI message sets.
- SSL container on a Trac Connect Chassis triggers a billing event to Motor Carrier.

Carrier Haulage / Merchant Haulage

- Trac distinguishes between Carrier Haulage and Merchant Haulage.
- SSL Carrier Haulage container on a Trac Connect Chassis triggers a billing event to SSL.
- SSL Merchant Haulage container on a Trac Connect Chassis triggers a billing event to Motor Carrier.

CH / MH

- SSL must send Trac an EDI message set that indicates either Carrier Haulage or Merchant Haulage.
- Trac IT and SSL IT Departments map out EDI message sets to insure accurate recognition of CH / MH moves.

Protected Motor Carrier

- SSL designates one or more Shippers / Consignees for protection and designates number of free days to be offered to motor carrier.
- Trac invoices SSL per diem when protected motor carrier utilizes a SSL container.
- SSL must send EDI message set to Trac to identify protected shipper / consignee.
- Terminal must send Trac EDI message set with BL / Booking Number.

TRAC = UPC = SACP

- January 1, 2011 CMA CGM resigned from SACP.
- January 1, 2011 CMA CGM transferred all of CMA CGM contributed chassis in SACP to Trac.
- January 1, 2011 Trac becomes a UPC contributor to SACP.

CURRENT OCEAN TERMINAL SACP LOCATIONS

- NCSPA – Wilmington NC
- North Charleston Terminal - Charleston
- Columbus Street Terminal - Charleston
- Wando Welsh Terminal - Charleston
- GPA – Savannah
- APMT - Jacksonville
- SSA Talleyrand – Jacksonville
- Trapac Terminal - Jacksonville

CURRENT RAIL RAMP SACP LOCATIONS

- Atlanta – CSX / NS
- Birmingham – BNSF / NS
- Charleston – CSX / NS
- Charlotte – CSX / NS
- Jacksonville – CSX / NS / FEC
- Savannah – CSX / NS
- Tampa - CSX

CMA CGM Container Yards

- Trac Connect chassis mounted with a CMA CGM container and out-gated from any SACP location may be returned to any CMA CGM approved Container Yard.
- The CMA CGM approved Container Yards are stop / start locations.

BILLING RULES

- CMA CGM Carrier Haulage Container:
Invoice CMA CGM.
- CMA CGM Protected Account:
Invoice CMA CGM.
- CMA CGM Merchant Haulage Container:
Invoice Motor Carrier.

BILLING RULES

- SACP Chassis w CMA CGM Carrier
Haulage / Protected Account:
Usage day charge to CMA CGM

- SACP Chassis w CMA CGM Merchant
Haulage:
Usage day charge to Motor Carrier

DOUBLE MOVES

- Motor Carrier can use same SACP chassis to pick up / drop off a CMA CGM Merchant Haulage Container and pick up / drop off a CMA CGM Carrier Haulage Container at any SACP location.
- Motor Carrier can use same SACP chassis to pick up / drop off a CMA CGM load / empty and pick up / drop off a SACP member load / empty.

Maersk Reimbursement

- Maersk will now reimburse Motor Carriers for use of non DCLI chassis for Carrier Haulage moves.
- Trac Connect Chassis (SACP) are now eligible for reimbursement.

BILLING CYCLE

- Invoice generated weekly and will include all closed cycle and any open cycle moves.
- Multi Move Credits in effect.
- Users can access PoolStat to determine closed cycle and view usage day activity in the “Moves to be Charged” report.

RATES

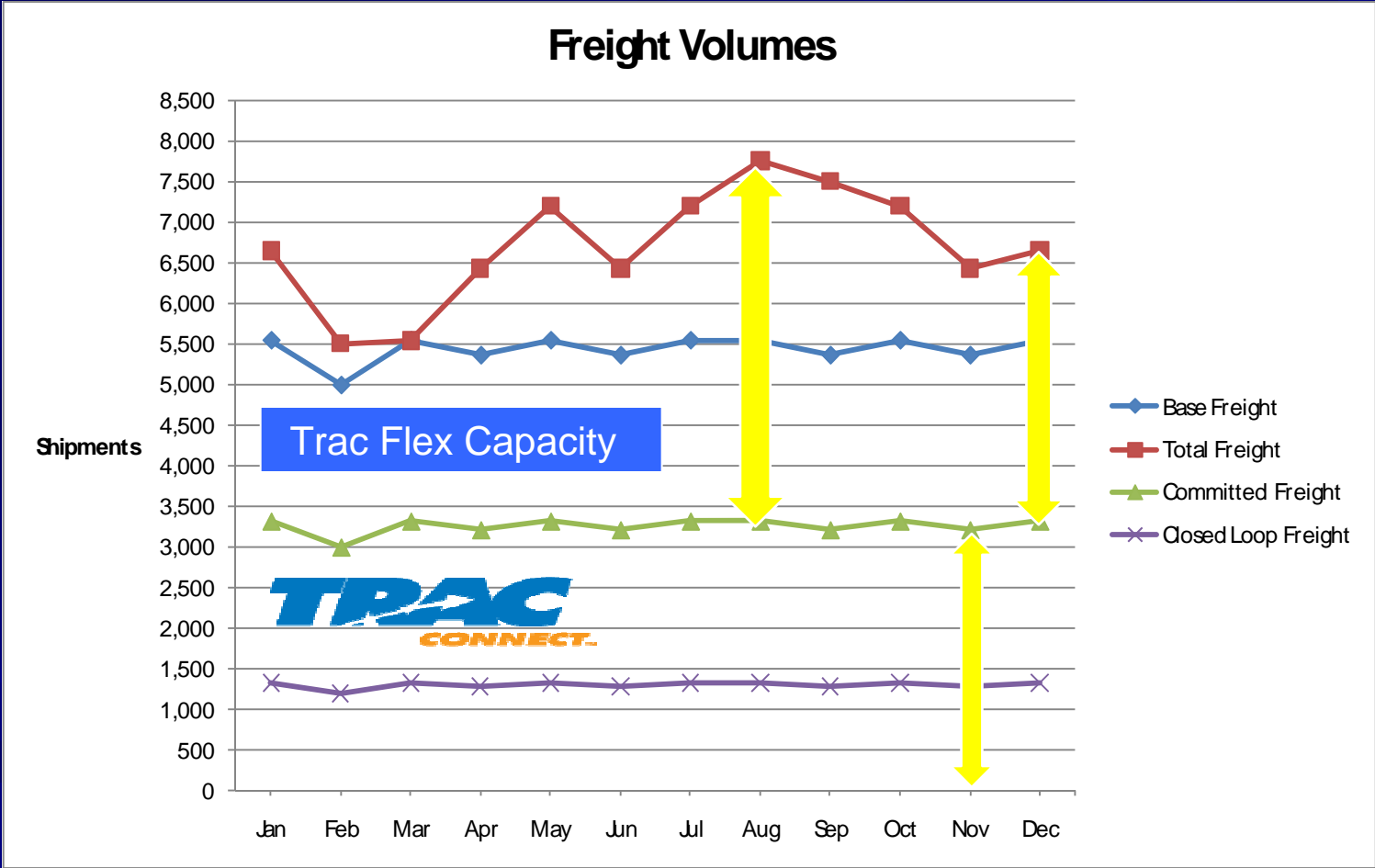
- Current Motor Carrier Customers:

\$ 11.00 / day / chassis

CHASSIS ALTERNATIVE

- Purchase chassis
- Finance Lease chassis
- Operating Lease chassis
- Minimum Usage Commitment

Sample Portfolio



MOTOR CARRIER OWNED CHASSIS

- SSL will not pay for a flip in a wheeled operation.
- Motor Carrier who uses a TRAC Pool chassis in the TRAC billing system will be reimbursed for Carrier Haulage Move.
- Motor Carrier who uses their own chassis will NOT be reimbursed for Carrier Haulage Move.

NEXT STEPS

- Contact TRAC Connect Website:
<https://www.tracconnect.com>
To establish an account.
- Web site is set up to access:
 - Credit Application
 - Insurance Requirements
 - Interchange Agreement