



# CARGO FLOW SOLUTIONS

The **IMCTF** In Action

**Integrated Multimodal Cargo Transfer Facility**

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Transportation Data Supported By:



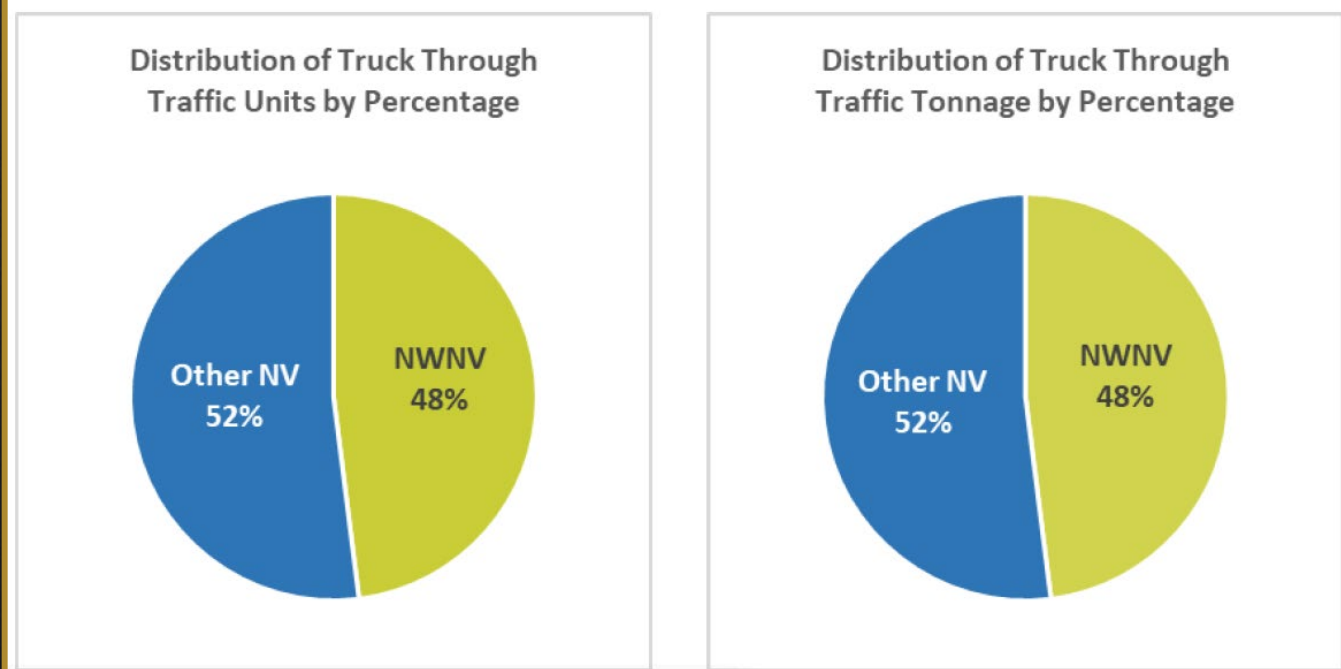
# IMCTF Identified Opportunities



- ◆ NW Nevada Through Truck Transportation - A primary opportunity for truck to rail conversion by using the IMCTF model is associated with international and domestic truck service between the California port regions and states East of Nevada. This bi-directional flow presently accounts for 1.39MM annual truck journeys carrying 26.9MM tons of freight cargo. Farm and food product commodities are a leading freight category targeted for this conversion from road to rail.
- ◆ NW Nevada Origin Based Truck Transportation - Another primary opportunity within NW Nevada utilizing the IMCTF are Aggregates originating and transported from NW Nevada to California in particular. On this freight corridor the commodity categories of clay, concrete, glass, stone and nonmetallic minerals presently account for 640,767 loaded truck journeys. Also noteworthy are the noted 196,288 empty truck journeys of all truck moves in this category.
- ◆ Significant portions of these freight journeys would be attracted by the reduced costs and improved service through an IMCTF in NW Nevada.

# Nevada Truck Through Traffic

Figure 10: Truck-Based Through-Traffic Versus the Rest of Nevada<sup>23</sup>



It is our estimation that most of the 52% of “Other NV” Truck Through Traffic is traveling through the Southern portion of Nevada. Additional research should be considered to determine feasibility and sustainability of an IMCTF model for the Southern region of Nevada.

<sup>23</sup> Source: TRANSEARCH® Truck Data 2018

# NWNV Truck Through Traffic: State Partners <sup>21</sup>



Origination	Destination	Units	% Units	Tons	% Tons
ID	CA	211,891	15%	4,515,986	17%
UT	CA	98,414	7%	1,969,184	7%
CA	ID	98,394	7%	1,292,742	5%
CA	UT	68,611	5%	1,238,149	5%
MT	CA	55,281	4%	1,177,550	4%
WI	CA	53,059	4%	1,015,417	4%
MN	CA	52,036	4%	1,048,161	4%
CO	CA	40,790	3%	791,029	3%
IL	CA	37,123	3%	688,436	3%
OH	CA	36,098	3%	651,938	2%
All Others		635,688	46%	12,602,582	47%
<b>Total</b>		<b>1,387,384</b>	<b>100%</b>	<b>26,991,174</b>	<b>100%</b>

<sup>21</sup> Source: TRANSEARCH® Truck Data 2018

# NWNV Truck Through Traffic: Top Five Commodities<sup>22</sup>



STCC2	Commodity Name	Units	% Units	Tons	% Tons
1	Farm Products	408,662	29%	7,848,964	29%
20	Food or Kindred Products	319,173	23%	7,326,221	27%
32	Clay, Concrete, Glass, or Stone	105,083	8%	1,766,396	7%
24	Lumber or Wood Products	60,221	4%	1,561,098	6%
40	Waste or Scrap Materials	52,864	4%	1,272,950	5%
42	Return of Empty Trailers	50,031	4%	0	0%
	All Other Commodities	391,350	28%	7,215,545	27%
	<b>Total NWNV Commodities</b>	<b>1,387,384</b>	<b>100%</b>	<b>26,991,174</b>	<b>100%</b>

<sup>22</sup> Source: TRANSEARCH® Truck Data 2018



# IMCTF Shipper Savings

- ◆ This example is for a cargo shipment to be container loaded for export that originates 250 miles from each terminal, the traditional ICTF terminal in Salt Lake City, UT or the IMCTF terminal in Fernley, NV and destined for the Oak/SF Port region.
- ◆ We used current average regional truck rates of \$2.65/mile for all truck rates in the estimated cost calculations shown.
- ◆ We used a like rail rate of \$600.00 for rail transportation from each terminal to the common destination of the Oakland port region even though the SLC terminal is notably further from Oakland than Fernley, NV.

Shipper Savings Summary: ICTF vs IMCTF	Salt Lake City, UT ICTF	Fernley, NV IMCTF
<b>40' Intl. Export Food/Farm Cargo at 250 miles away</b>		
Container Drayage 500 miles R/T (250 miles O/W)	\$1,325.00	\$0.00
Shipping of cargo to IMCTF via 53' Dry Van 250 miles	\$0.00	\$662.50
Chassis Charge @\$40/day with 2-day minimum	\$80.00	\$0.00
Transload to 40' container floor load	\$100.00	\$450.00
Rail to Oakland/SF Port Terminal Region	\$600.00	\$600.00
Other	\$0.00	\$0.00
<b>Estimated Total Costs</b>	<b>\$2,105.00</b>	<b>\$1,712.50</b>
<b>Shipper Savings per Unit</b>		<b>-\$392.50</b>



# IMCTF Shipper Savings

- ◆ This is a shipper savings summary comparing NW Nevada Through Trucking from SLC to Oakland/SF ocean port region to a similar scenario from SLC to the Fernley, NV IMCTF, and destination to the same Oakland/SF ocean port region.
- ◆ We used current average regional truck rates of \$2.65/mile for all truck transportation rates in the estimated cost calculations shown.
- ◆ We used a rail rate of \$600.00 for rail transportation from the IMCTF terminal to the common destination of the Oakland port region as the same estimated rate from previous slide comparison.

Shipper Savings Summary: Truck Through vs IMCTF	Through Truck	Fernley, NV IMCTF
<b>40' Intl. Export Food/Farm Cargo at SLC region to destination to Oak/SF Port Terminal Region</b>	<b>730 miles</b>	<b>486 miles</b>
Shipping of cargo to Oak/SF Port via Fernley, NV IMCTF 53' Dry Van 486 miles	\$0.00	\$1,287.90
Shipping of cargo to Oak/SF Port in a 53' Dry Van 730 miles	\$1,934.50	\$0.00
Transload to 40' container floor load	\$450.00	\$450.00
Container Drayage near dock	\$300.00	\$0.00
Chassis Charge @ \$40/day with 2-day minimum	\$80.00	\$0.00
Rail to Oakland/SF Port Terminal Region	\$0.00	\$600.00
Other	\$0.00	\$0.00
<b>Estimated Total Costs</b>	<b>\$2,764.50</b>	<b>\$2,337.90</b>
<b>Shipper Savings per Unit</b>		<b>-\$426.60</b>

# NW Nevada Origin Based Truck Transportation



- ◆ SRF conducted an extensive commodity freight flow study of both truck and rail activity for both the entire state and the northwest Nevada region (NWNV). For the NWNV region, over 6 million freight records were analyzed from the year 2018.
- ◆ The objective of the Aggregates Study is to determine the economic feasibility for the modal conversion from trucking to lower cost rail, thus providing options and lower cost of transportation for Nevada shippers.
- ◆ From the above table, over 60% of all Nevada truck-based shipments to out-of-state destinations are comprised of two primary commodities: Non-Metallic Minerals, such as Sand (STTC2-14) and Clay, Concrete, Glass or Stone (STTC2-32). California is by far the single largest destination (97% for STCC 14 & 57% for STCC 32).

NWNV Truck Outflow Traffic: Top Five Commodities				
STCC 2	Commodity Name	Tons	% Tons	Units
14	Clay, Concrete Glass or Stone	6,344,296	32%	346,789
32	Nonmetallic Minerals	7,628,487	38%	313,796
42	Return of Empty Trailers	0	0%	196,288
1	Farm Products	1,376,786	7%	76,703
29	Petroleum or Coal Products	1,614,907	8%	67,042
40	Waste or Scrap Materials	953,114	5%	38,054
	All Other Commodities	1,896,875	10%	92,201
<b>Total NWNV Commodities</b>		<b>19,814,465</b>	<b>100%</b>	<b>1,130,872</b>



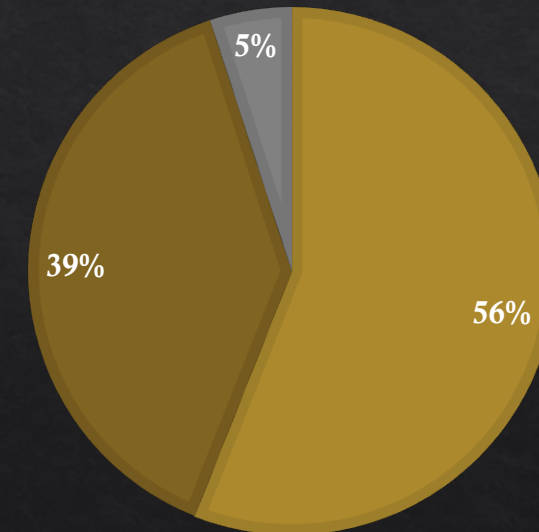
# NW Nevada Origin Based Truck Transportation – Aggregates STCC2-14



- ◇ California Accounts for 97% of the Destinations for Nevada’s Production of Clay, Concrete, Glass or Stone (STCC2-14) which is roughly 336,385 Truck Loads.
- ◇ 56% or 188,375 Truck Loads are Destined to the Sacramento Region
- ◇ 39% or 131,190 Truck Loads are Destined to the San Francisco Region
- ◇ 5% or 16,819 truck loads are Destined to All Other Regions of California
- ◇ 196,288 trucks journey back to NW Nevada with empty trailers.

**TOP CALIFORNIA DESTINATIONS**  
**STTC-14: TRUCK UNITS %**

■ Sacramento ■ San Francisco ■ Rest of California



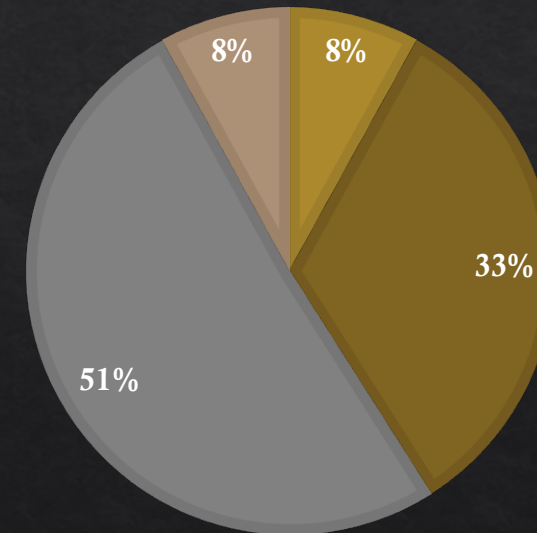
# NW Nevada Origin Based Truck Transportation – Aggregates STCC2-32



- ◇ California Accounts for 57% of the nation's destinations for Nevada's Non-Metallic Minerals (STCC2-32) which is roughly 178,864 Truck Loads
- ◇ 51% or over 100,000 Truck Loads are Destined to the Los Angeles Region
- ◇ 33% or 65,000 Truck Loads are Destined to the San Francisco Region
- ◇ 16% is Destined to All Other

## TOP CALIFORNIA DESTINATIONS STTC-32: TRUCK UNITS %

■ Sacramento ■ San Francisco ■ Los Angeles ■ Rest of California



An IMCTF can help California to reduce this by utilizing Nevada Rail.



Let's work to convert as much of this as possible from truck to rail transportation. An IMCTF allows for the transloading of the cargo and efficiently transport via rail to the port regions.



THANK YOU





CARGO FLOW  
SOLUTIONS  
**QUESTIONS?**



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