

Inland Port Trends

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Acceleration of long-term trends



Ports, railroads and industrial real estate developers are increasingly coming together to provide complete and complimentary solutions to their shared customers

- Sometimes local economic development agencies are partners

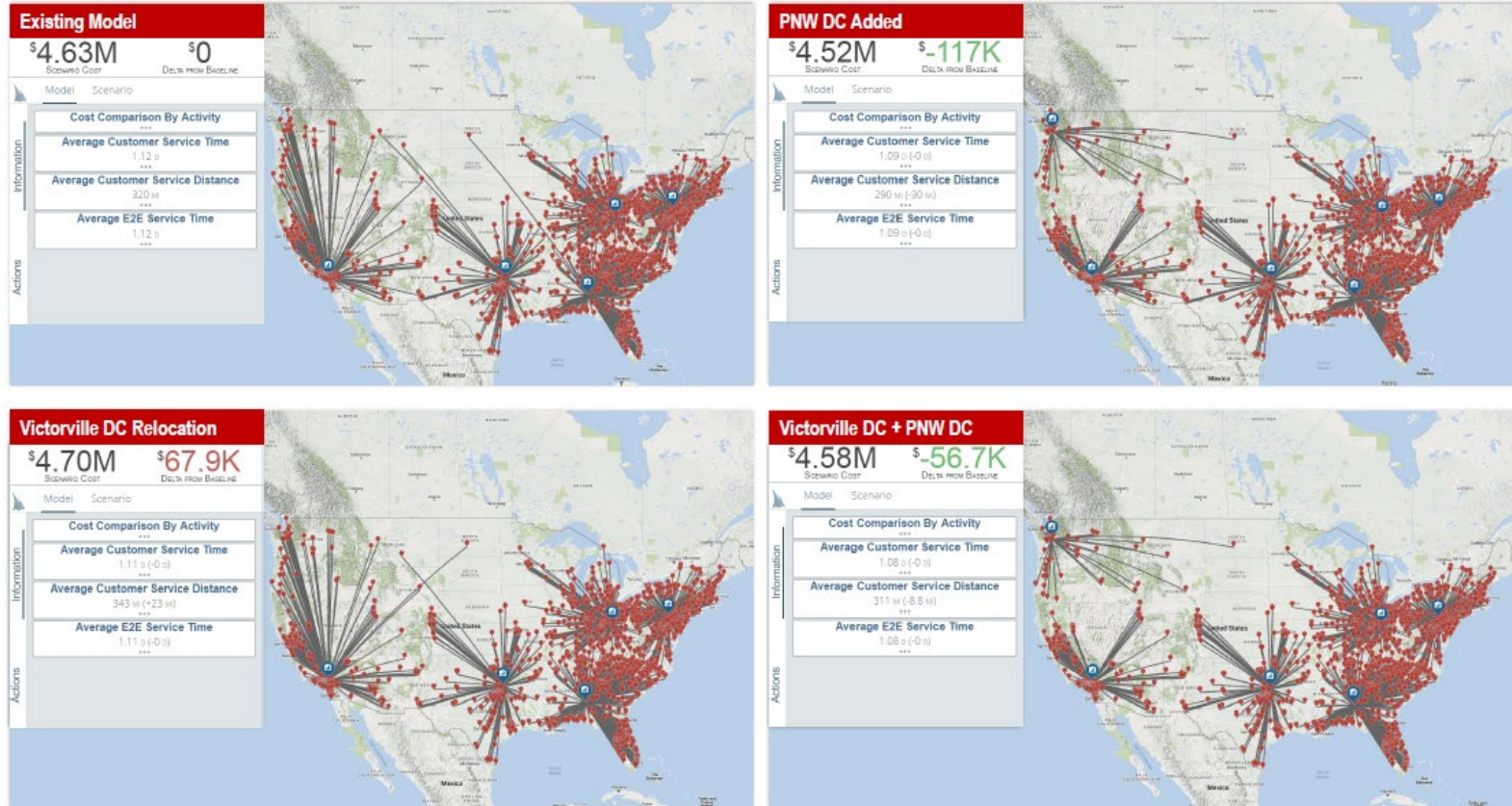
Inland port development partners and users realize that intermodal facilities/inland ports are often the ultimate solution to long haul trucking capacity issues

- Truck driver age profile, competition for labor and hours of service restrictions limit the trucking industry from keeping up with demand
- Railroads have become more efficient and are investing in infrastructure – expanding current facilities and building new ones
- “Greening” of the supply chain is increasingly important to younger customers

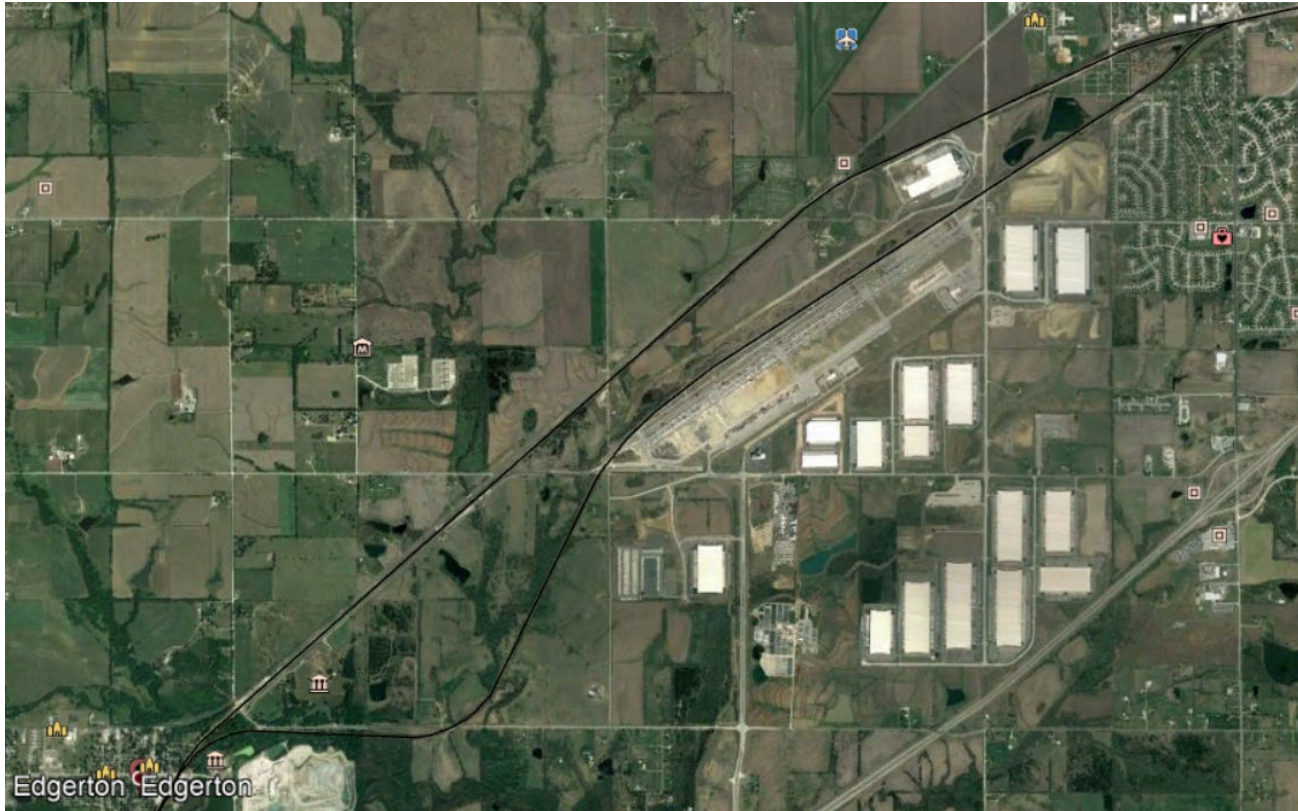
Cautions

- Not all locations are ideal
- The ramp up time to breakeven volumes has been declining in the last decade but can still take years

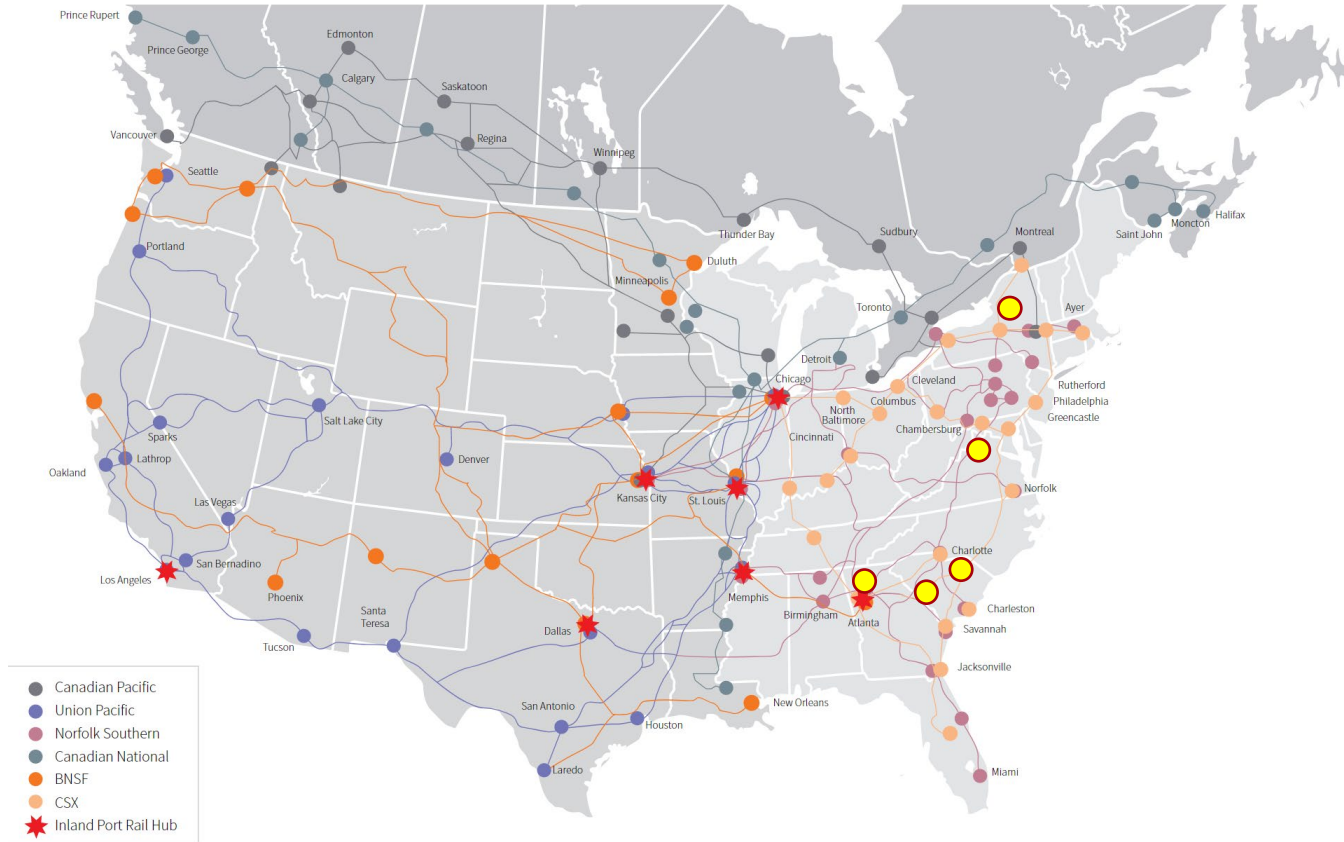
User perspective – distribution network optimization



Logistics Park Kansas City



Inland port network



Thank you