

**Railroad 401
Introduction to intermodal****Syllabus**

KEP LLC's Railroad 401 course provides a general introduction to railroad intermodal service. The course will cover the basics of intermodal operations, service, equipment and how railroads market and price intermodal service. The course also provides an overview of where intermodal may fit into a company's domestic and international supply chain

The course takes about two hours including time for questions and discussion.

Course Outline**1. Intermodal overview**

- 1.1. North America Intermodal network
- 1.2. Intermodal place in railroad business portfolio
- 1.3. International
- 1.4. Domestic
- 1.5. Special services – temperature controlled and isotank

2. Operations

- 2.1. Terminals
- 2.2. Gate cut off and availability at destination
- 2.3. Intermodal Train network
- 2.4. Interchange
- 2.5. Transit times and reliability
- 2.6. Capacity

3. Equipment

- 3.1. Railroad controlled pools and private containers/trailers
- 3.2. Railroad equipment strategies
- 3.3. Equipment availability

4. Marketing/sales, pricing and business strategy

- 4.1. Railroad intermodal business strategy
- 4.2. How railroads market intermodal service
- 4.3. Railroad intermodal partners
- 4.4. Pricing – including several examples
- 4.5. Accessorial charges

5. Executing and managing rail intermodal shipments

- 5.1. Blocking and bracing
- 5.2. Booking a shipment
- 5.3. Tracking/tracing
- 5.4. Drayage – loading and unloading time
- 5.5. Freight bills, audit, payment, etc.

6. Where intermodal can fit in the supply chain

7. Summary and final questions

Instructor

John Schmitter, President – KEP LLC

John is the President and founder of transportation consulting firm KEP LLC. John works with industrial companies, energy producers, transportation companies and government agencies on transportation issues including transportation strategy, transportation rate and contract negotiations, rail cost analysis, rail operations, railcar acquisition, leasing, maintenance and management, intermodal transportation, technology acquisition and regulatory issues. He has 38 years of experience in transportation operations, marketing and sales.

Prior to starting KEP, John was Vice President of Business Development at DTE Rail Services, a railcar repair, software and services company. He was Managing Director of Metals & Ores at Southern Pacific Railroad and Manager Intermodal Marketing at Conrail and has held marketing and sales positions in the intermodal and LTL trucking industries. John began his career as a trainmaster for Conrail. John has a MBA from Penn State University and a BS in Business from Northeastern University.