



# IANA

INTERMODAL ASSOCIATION  
OF NORTH AMERICA

## Understanding Intermodal Performance Numbers

Tuesday, July 22, 2025, 2:00 PM ET

Thank you for joining us.  
The program will begin shortly.





# IANA

INTERMODAL ASSOCIATION  
OF NORTH AMERICA

# Intermodal Insights

2025 Virtual Education Program

# Housekeeping

- Audience will be muted
- A question & answer session will follow the presentation
- Submit questions by clicking the Q&A icon at the bottom of your screen
- A recording of this webinar, as well as the slides, will be available in about a week on our Education On-Demand webpage



# Today's Speakers from TTX

---



Trevor Gillen

Director of Economic Planning



Jerry Vest

Director of Market Planning



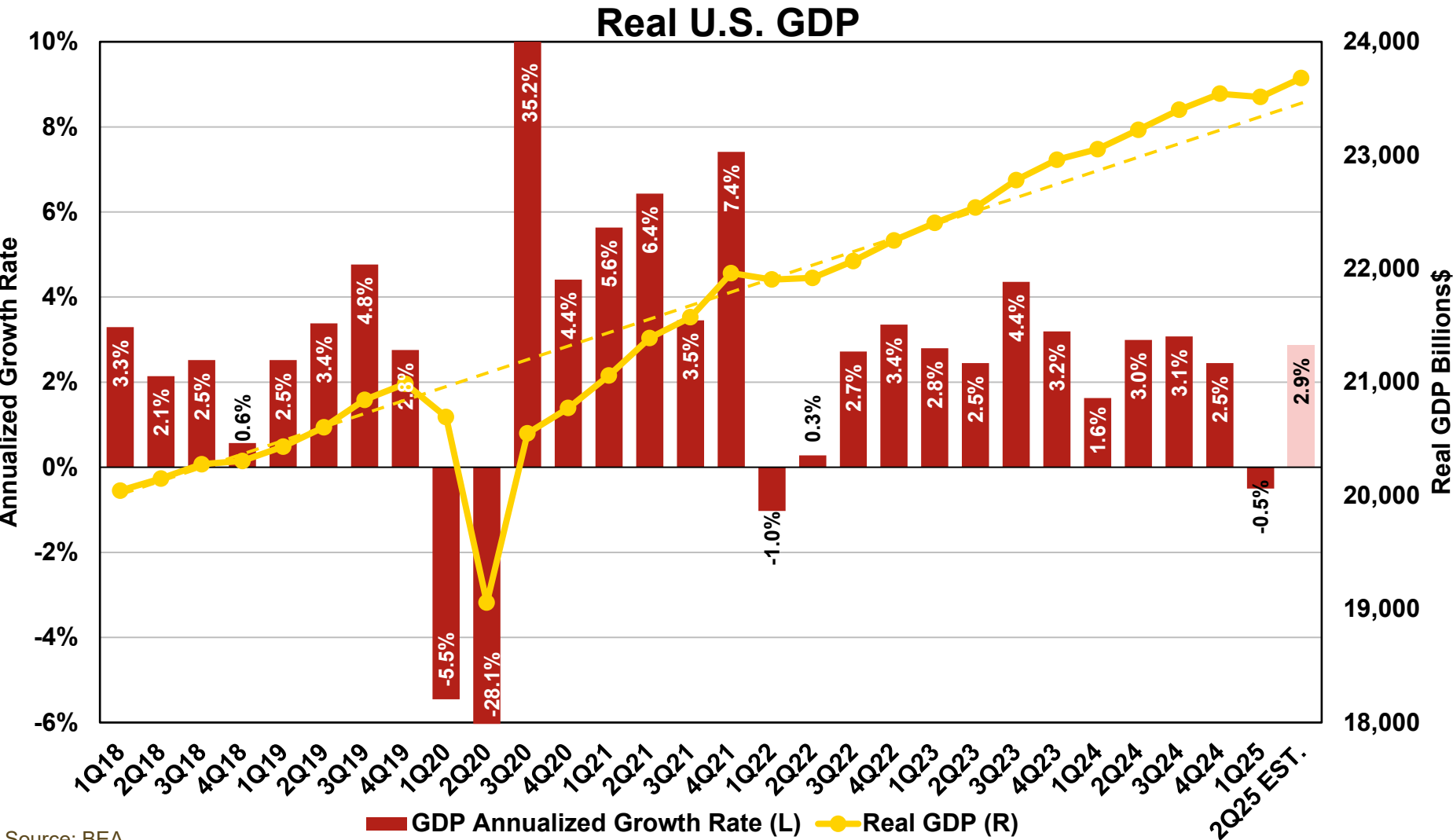
Peter Wolff

Director of Market Planning

# Economic Update



# U.S. economy contracted by 0.5% in 1Q25, the first decline in three years due to more volatile components of GDP calculation



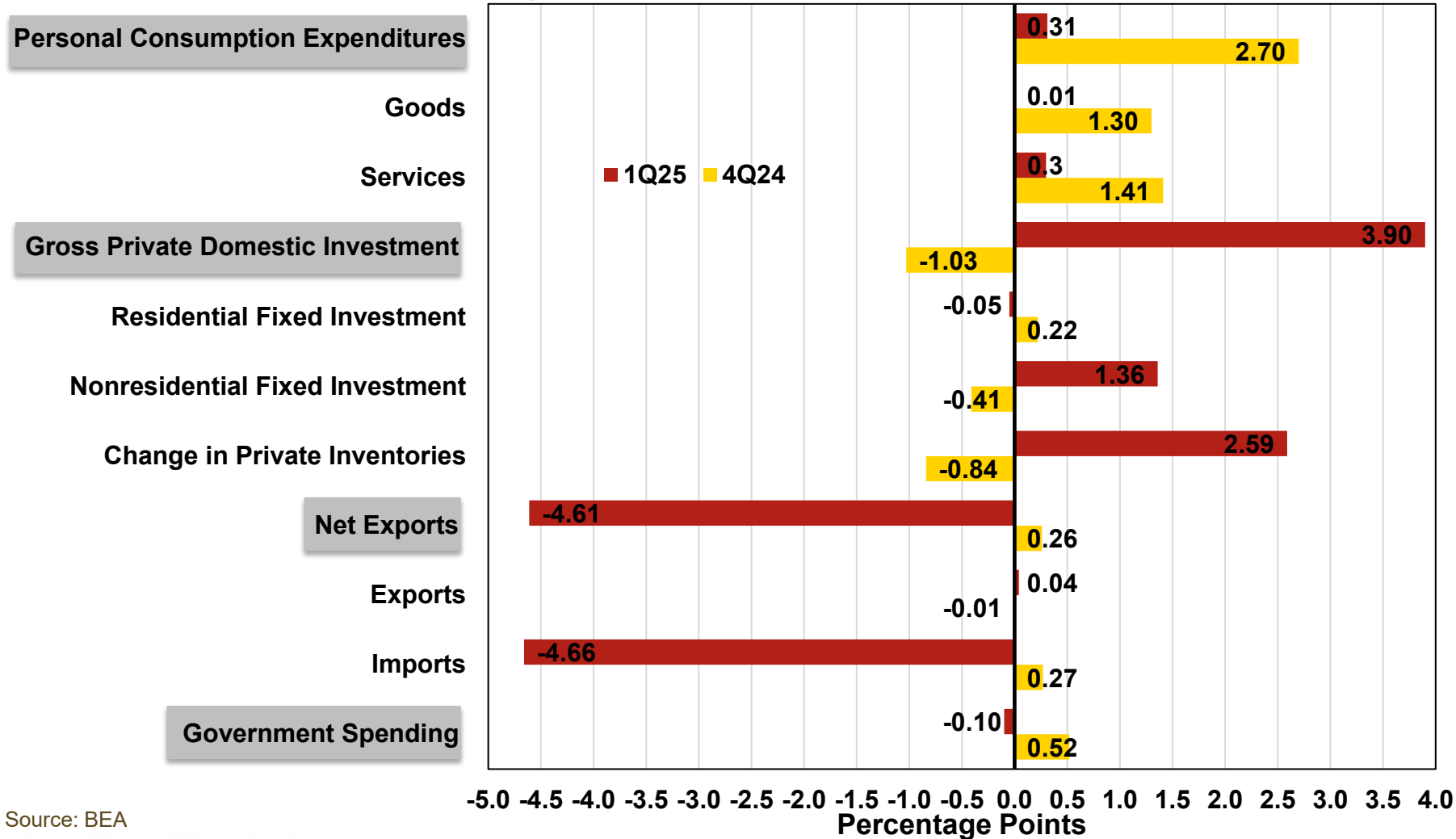
- » The 0.5% decline was driven entirely by a surge in imports which counts against GDP
- » The drag from imports offset gains in consumer spending and a faster rate of inventory growth
- » The one-off nature of the first quarter's report does not necessarily imply the economy is in a recession
- » Early estimates for 2Q25 vary but point to roughly 2%-3%

Source: BEA



# Weak exports and a surge in imports pulled net exports' contribution to GDP by -4.6 percentage points, the lowest drag on GDP in history

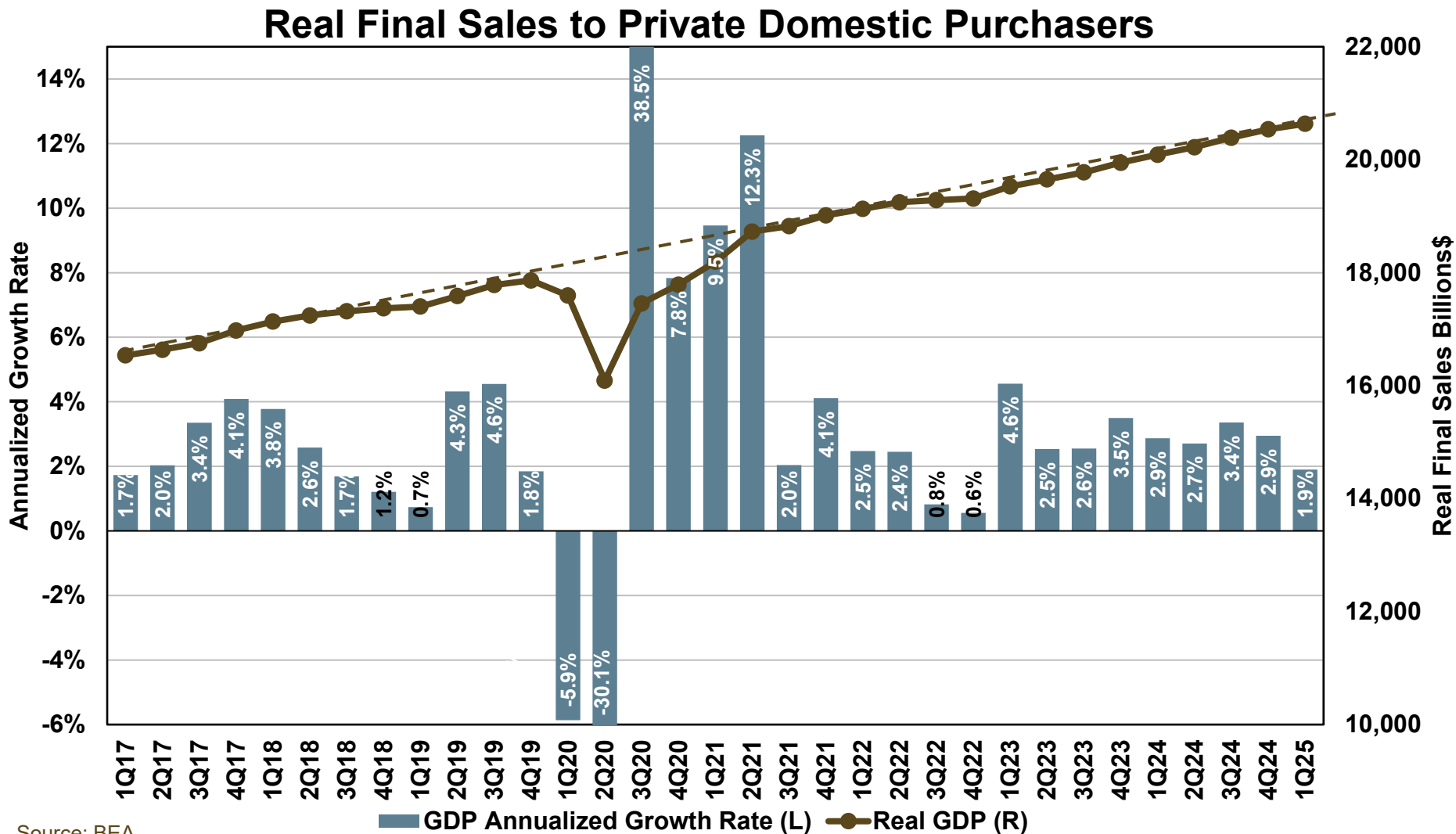
Component Contribution to GDP



- » Imports (a drag on GDP) tanked the economy in 1Q25
- » Goods spending slowed to a halt in 1Q25 with weakness stemming from durable goods
- » Inventories surged in 1Q25 due to the frontloading of imports, but stocks are not expected to add to GDP in 2Q25
- » Residential investment remains subdued as the housing market faces challenges

Source: BEA

While GDP may have declined a bit in 1Q25, Real Final Sales were up 1.9%, implying that the economy remains in good shape



- » Real final sales measures spending by U.S. households and businesses on domestically produced goods and services
- » The 1.9% increase in 1Q25 is an indication that the demand side of the economy is intact but slowing
- » The more volatile components of GDP have less of an effect on Real Final Sales and it provides a reason for optimism that the GDP decline may have been a one-off report

Source: BEA

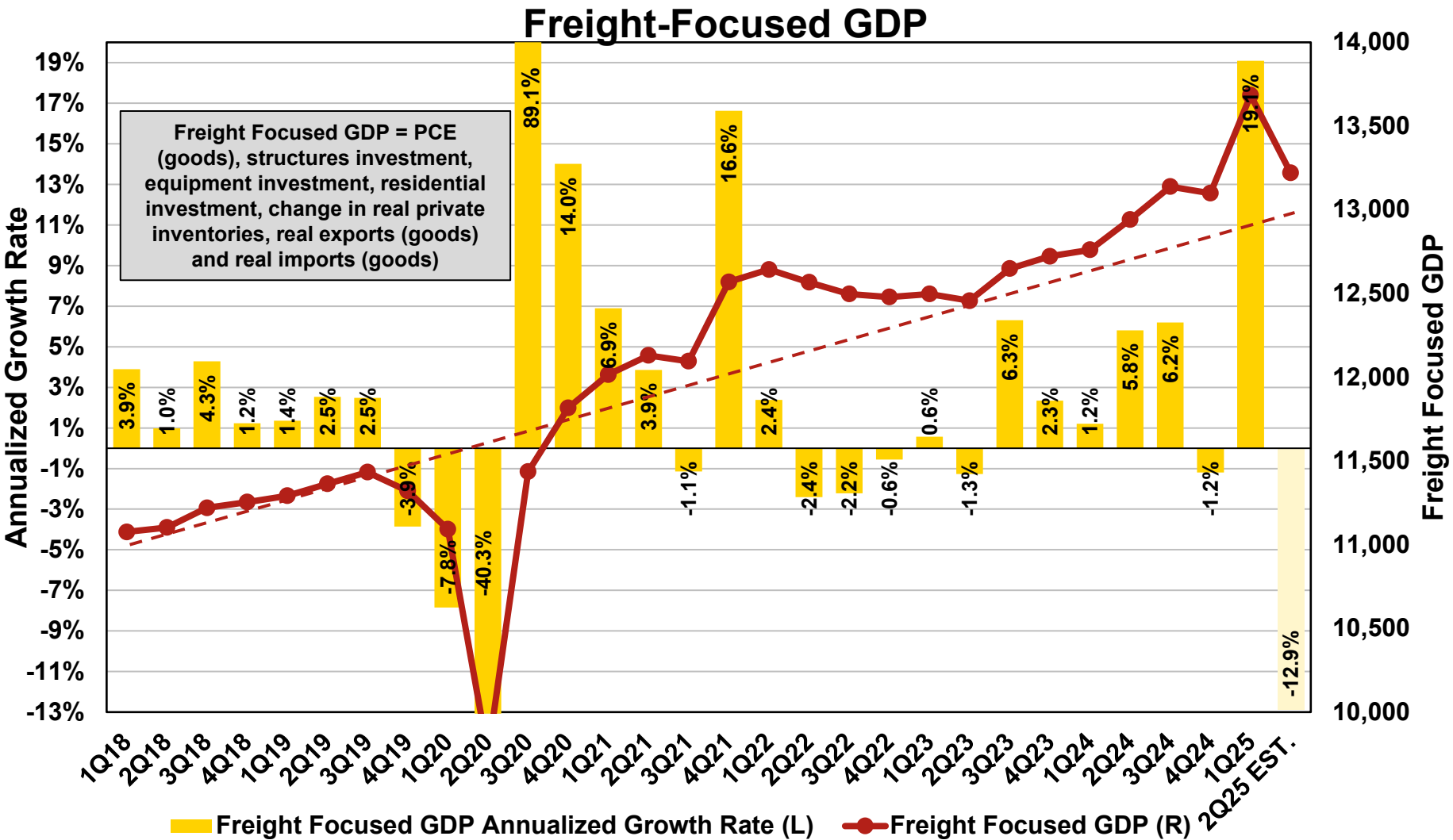


RAILCAR POOLING EXPERTS™

Copyright © TTX Company. Confidential: Not For Distribution



# Strong trade activity, a resilient consumer, and a build up in inventories sent the Freight-Focused GDP metric soaring in the first quarter of 2025

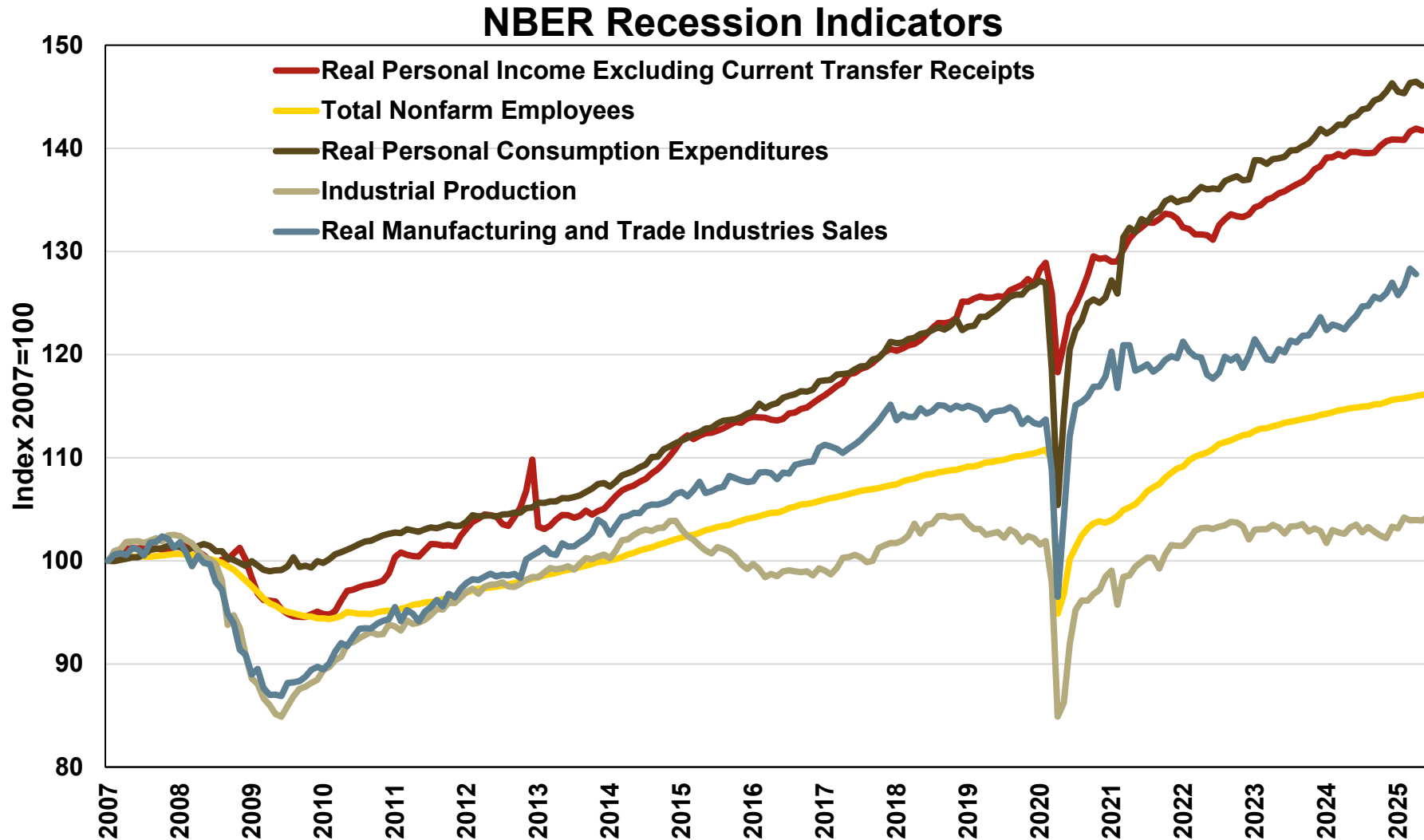


- » Imports may count against GDP, but they count towards TTX's Freight Focused GDP
- » A strong showing from imports and inventory growth boosted Freight-Focused GDP by 19.1%, the strongest growth rate since the initial pandemic rebound in 2020
- » It is unlikely that 2Q25 sees a similar performance as imports and inventory are not expected to grow at the same rate as 1Q25

Source: BEA



# NBER Recession Indicators are not aligned with a contracting economy or historically-low consumer confidence

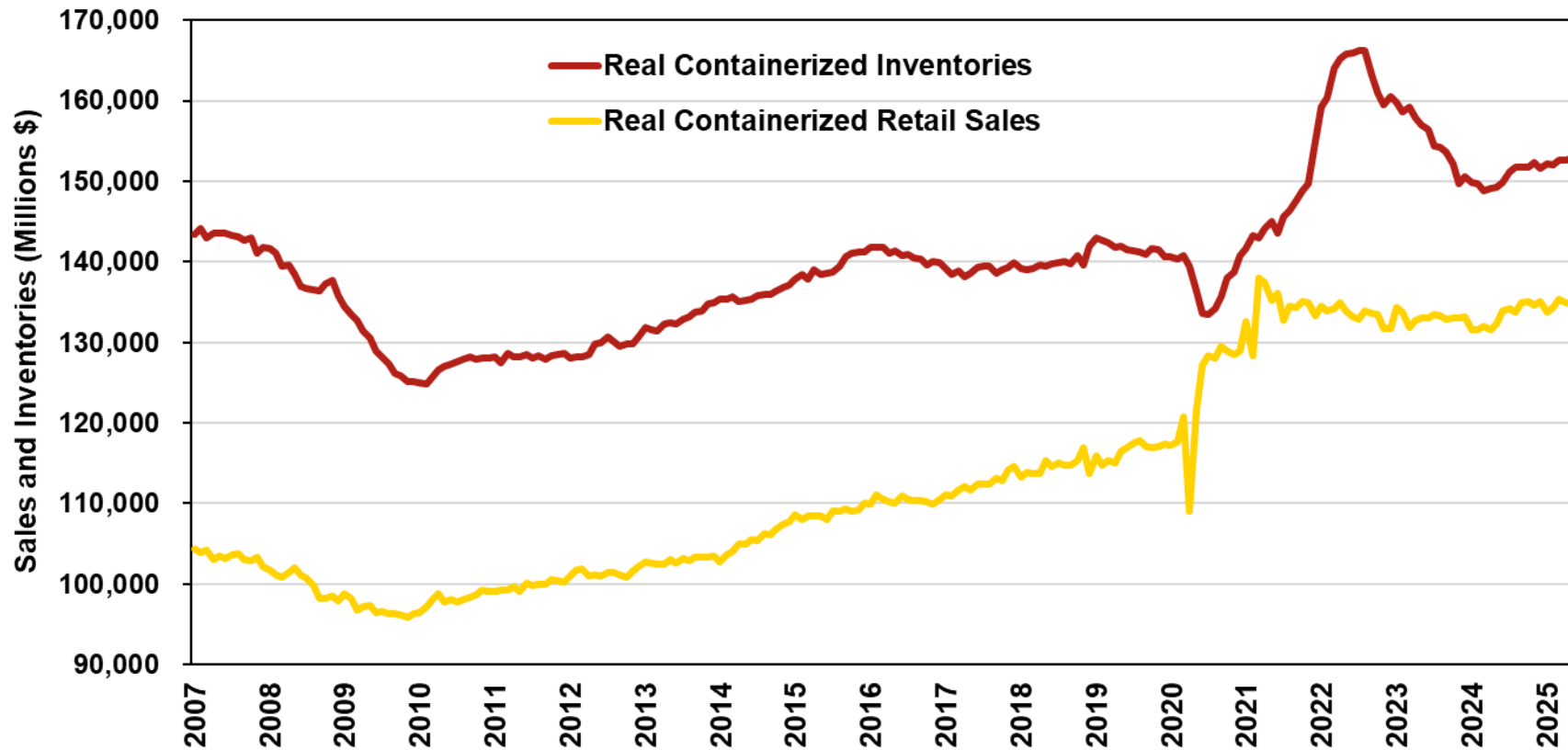


Source: NBER

- » Despite uncertainty, the NBER recession indicators are all at, or near, record highs
- » While some high-level economic indicators are not as optimistic, there appears to be a decoupling between these indicators and economic performance
- » Tariffs and possible supply chain disruptions could raise costs, possibly reducing investment, hiring, and consumer spending which would likely weigh on the recession indicators

# Retail sales and inventories of containerized products are rebounding after years of weak activity

**Real Containerized Sales and Inventories**



**Containerized Retail Sales Include:** furniture & home furniture stores; electronics & appliance stores; building material & garden equipment supplies dealers; health & personal care stores; clothing & clothing accessories stores; sporting goods, hobby, musical instrument and book stores; general merchandise stores; miscellaneous store retailers and non-store retailers

- » TTX's Containerized Retail Sales measures economically driven demand for intermodal
- » Sales have been stagnant following the pandemic rebound, but have started to pick back up
- » Bloated inventories receded and are now in a position to be rebuilt
- » A strong labor market and consistent wage growth has helped fuel demand despite volatility and uncertainty

Source: BLS, Census Bureau

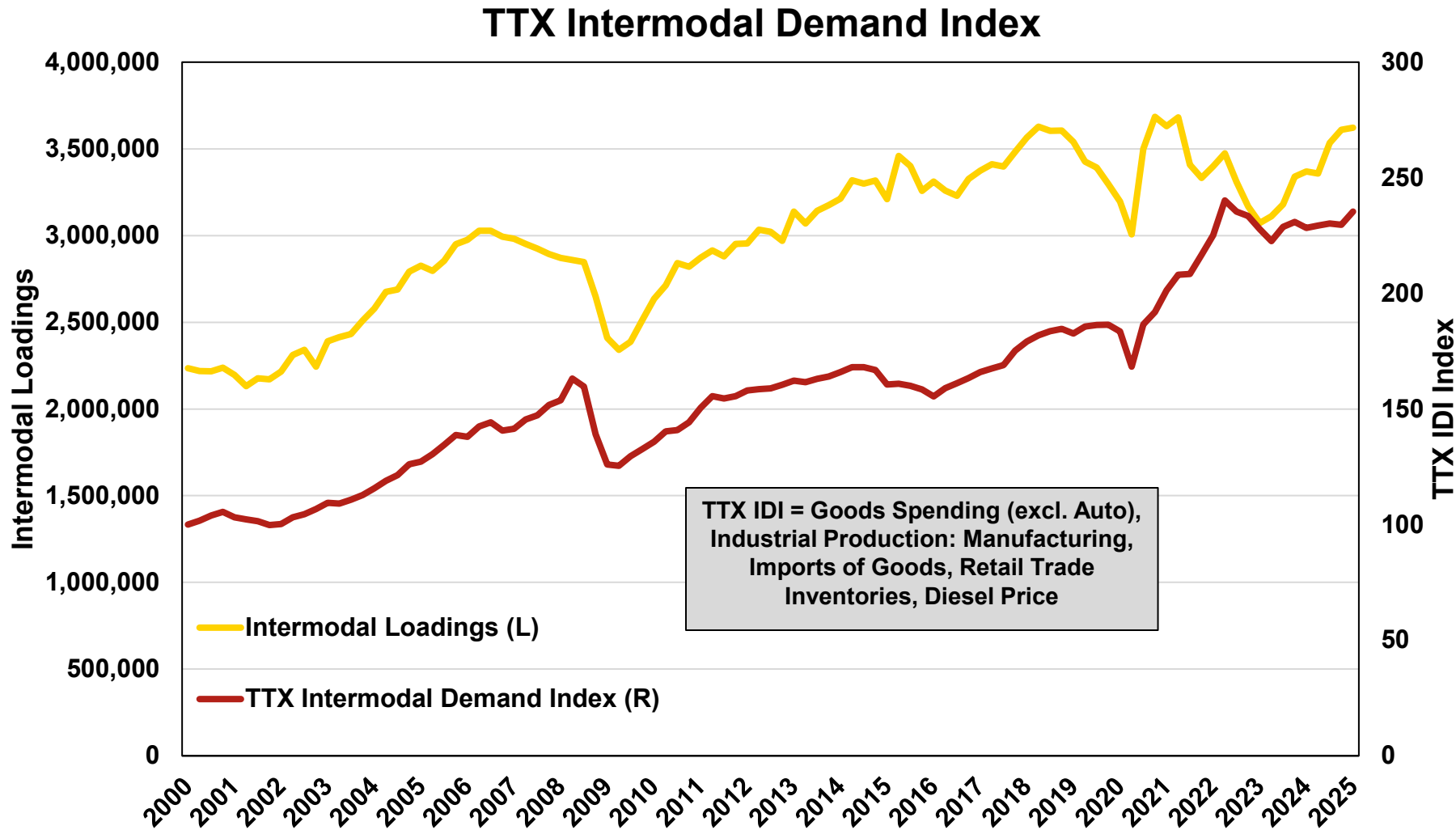


RAILCAR POOLING EXPERTS®

Copyright © TTX Company. Confidential: Not For Distribution



# Tariffs and subsequent trade disruptions may weigh on demand for intermodal for the remainder of 2025 and into 2026



- » Sales of goods have already started to slowdown amid tariff concerns
- » Higher interest rates and weaker business optimism have limited growth in manufacturing
- » Imports will continue to see volatility due to the on and off nature of trade policy
- » War in the Middle East will lend to uncertainty with oil prices

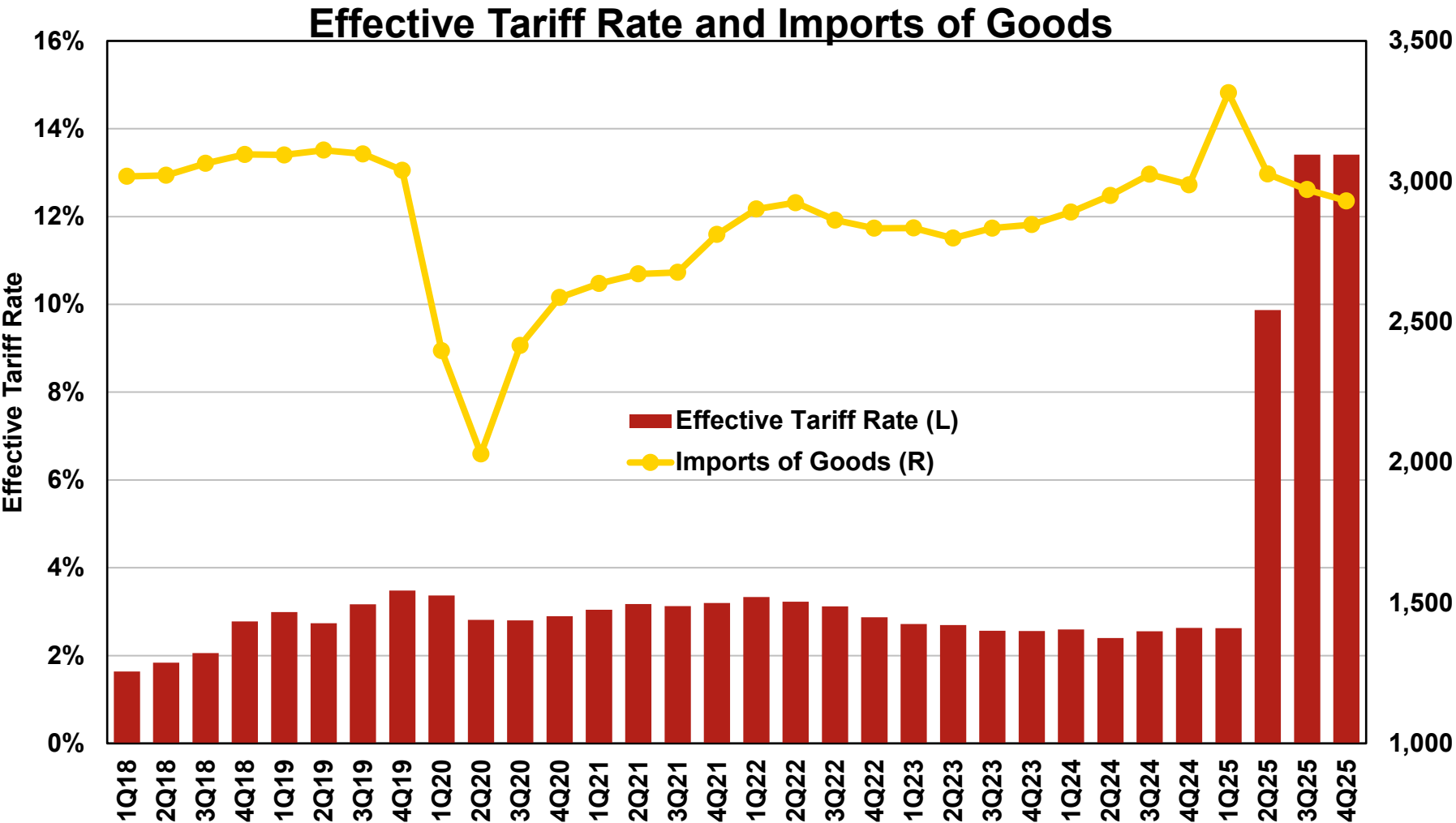
Source: TTX, U.S. Federal Reserve, Bureau of Economic Analysis



RAILCAR POOLING EXPERTS®

Copyright © TTX Company. Confidential Not For Distribution

The effective tariff rate has surged to its highest level since the early 1900s, and imports were frontloaded beforehand to avoid higher duties

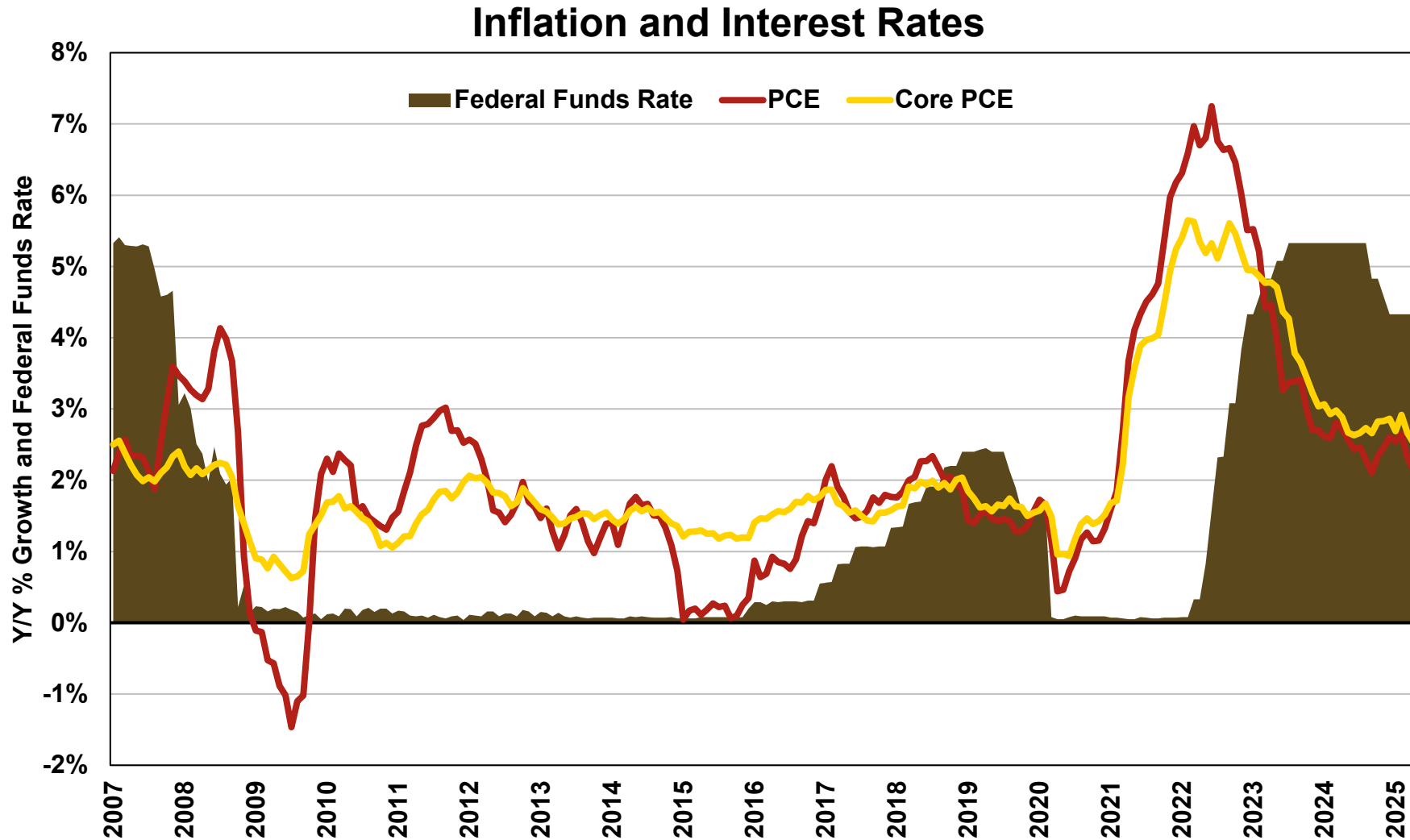


- » The Trump administration has implemented a myriad of tariffs on most trading partners
- » Uncertainty surrounding the timing and duration of these tariffs has made it difficult for businesses to plan
- » So far, tariffs have not had a meaningful effect on consumer activity (retail sales), but business investment has started to slow (new orders)

Source: BEA, Moody's



Inflation is approaching the 2% goal rate, but it seems the Fed is content with leaving rates alone while the U.S. navigates trade policy uncertainty



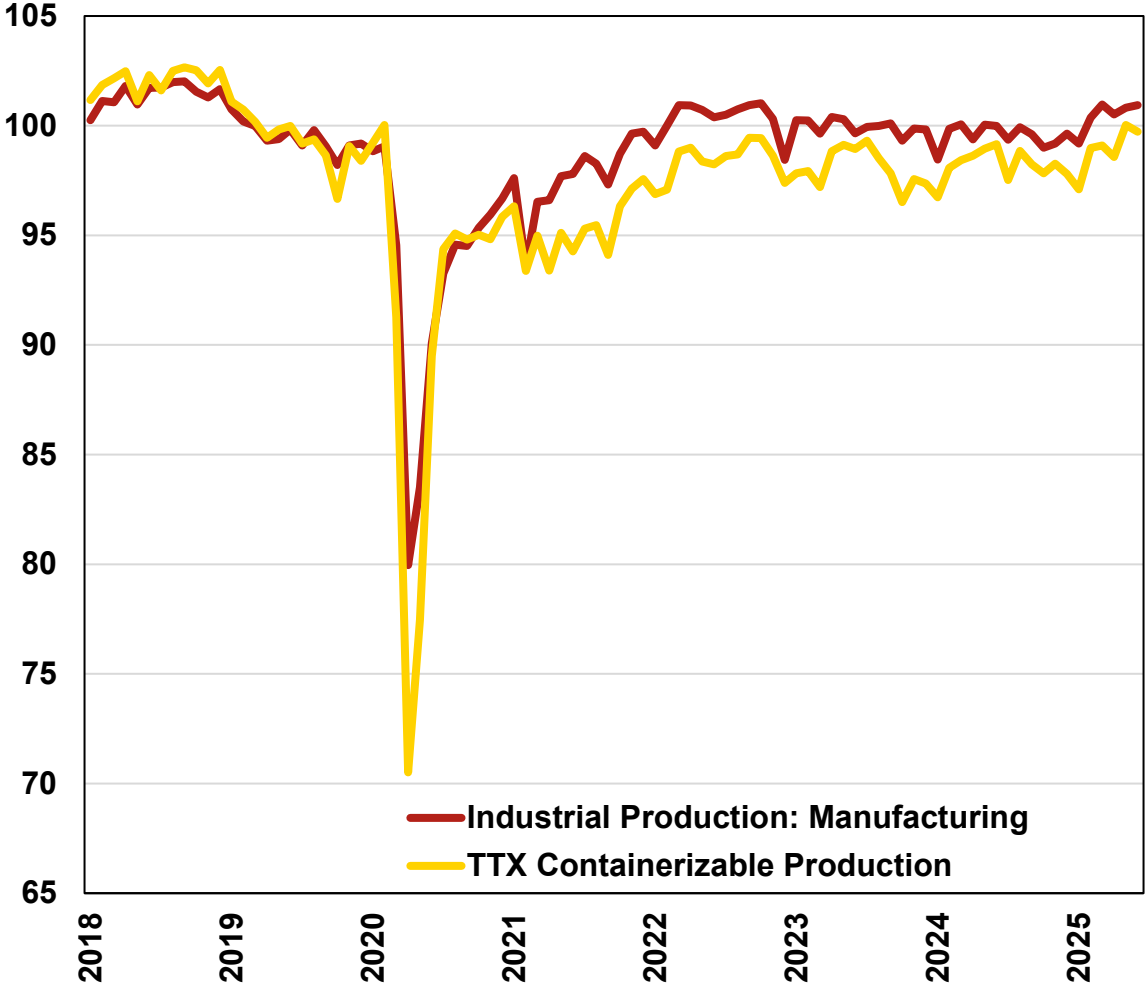
- » Inflation appears to be moderating, but the recovery between goods and services inflation is unbalanced
- » The Fed has little incentive to cut rates so long as the dual mandate (maximize employment and stabilize prices) is satisfied
- » Elevated interest rates should continue to weigh on consumer purchasing power when it comes to financing and businesses looking to increase capex

Source: BEA, Federal Reserve



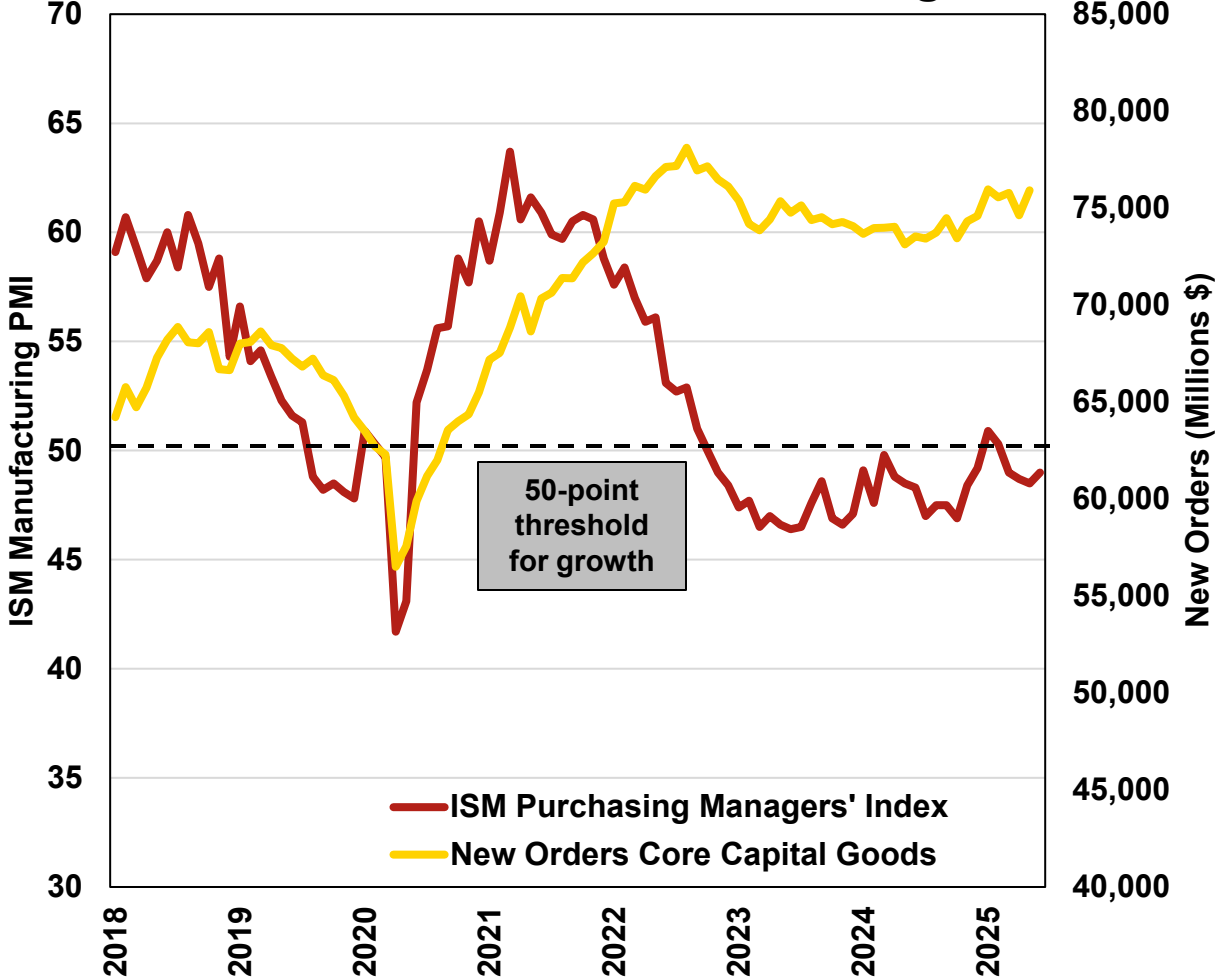
Manufacturing has picked up after a few difficult years, but recent concerns surrounding weak demand due to tariffs have slowed activity

Industrial Production



Source: Federal Reserve

New Orders and ISM Manufacturing PMI



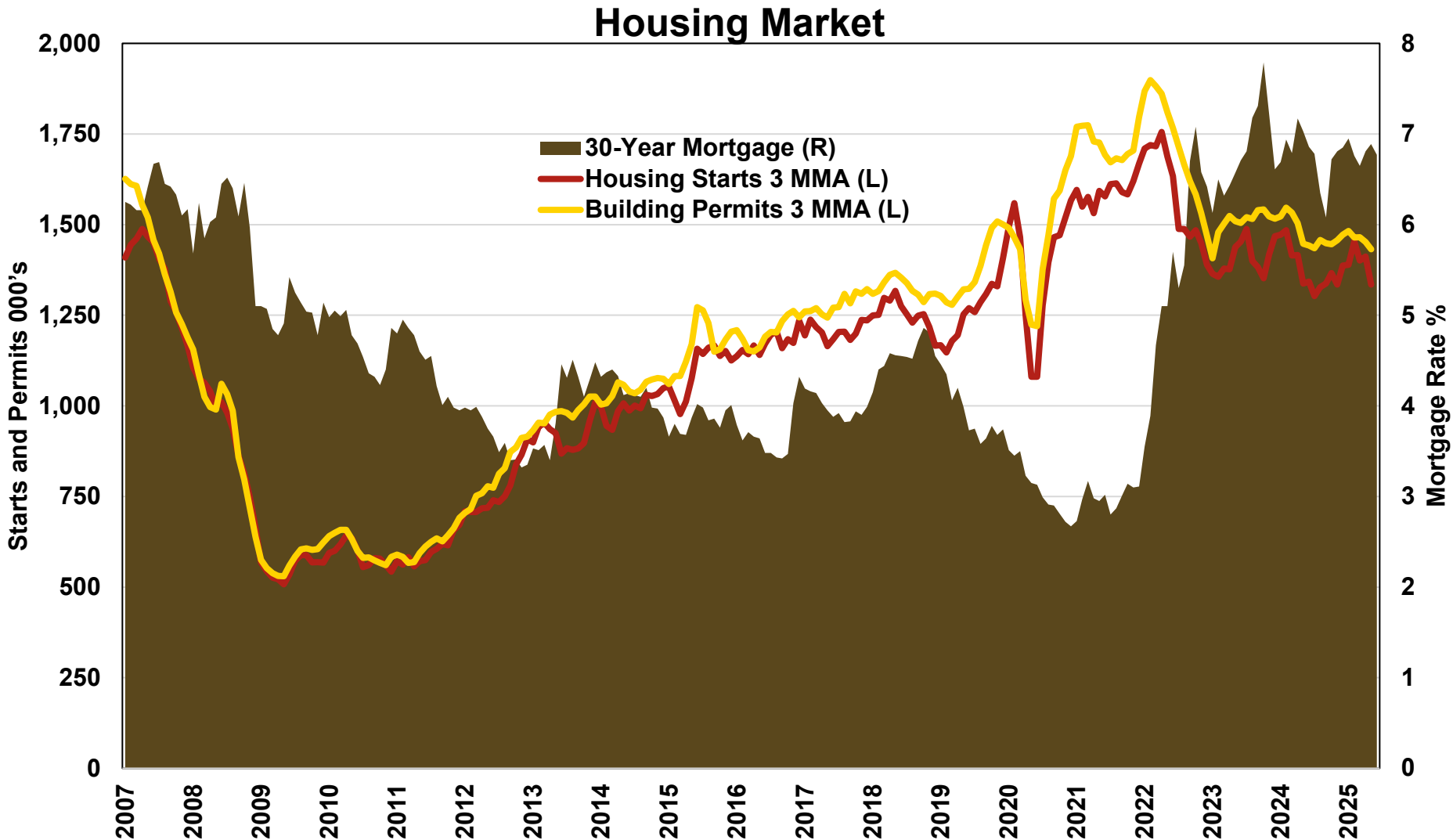
Source: U.S. Census Bureau, ISM



RAILCAR POOLING EXPERTS™

Copyright © TTX Company. Confidential: Not For Distribution

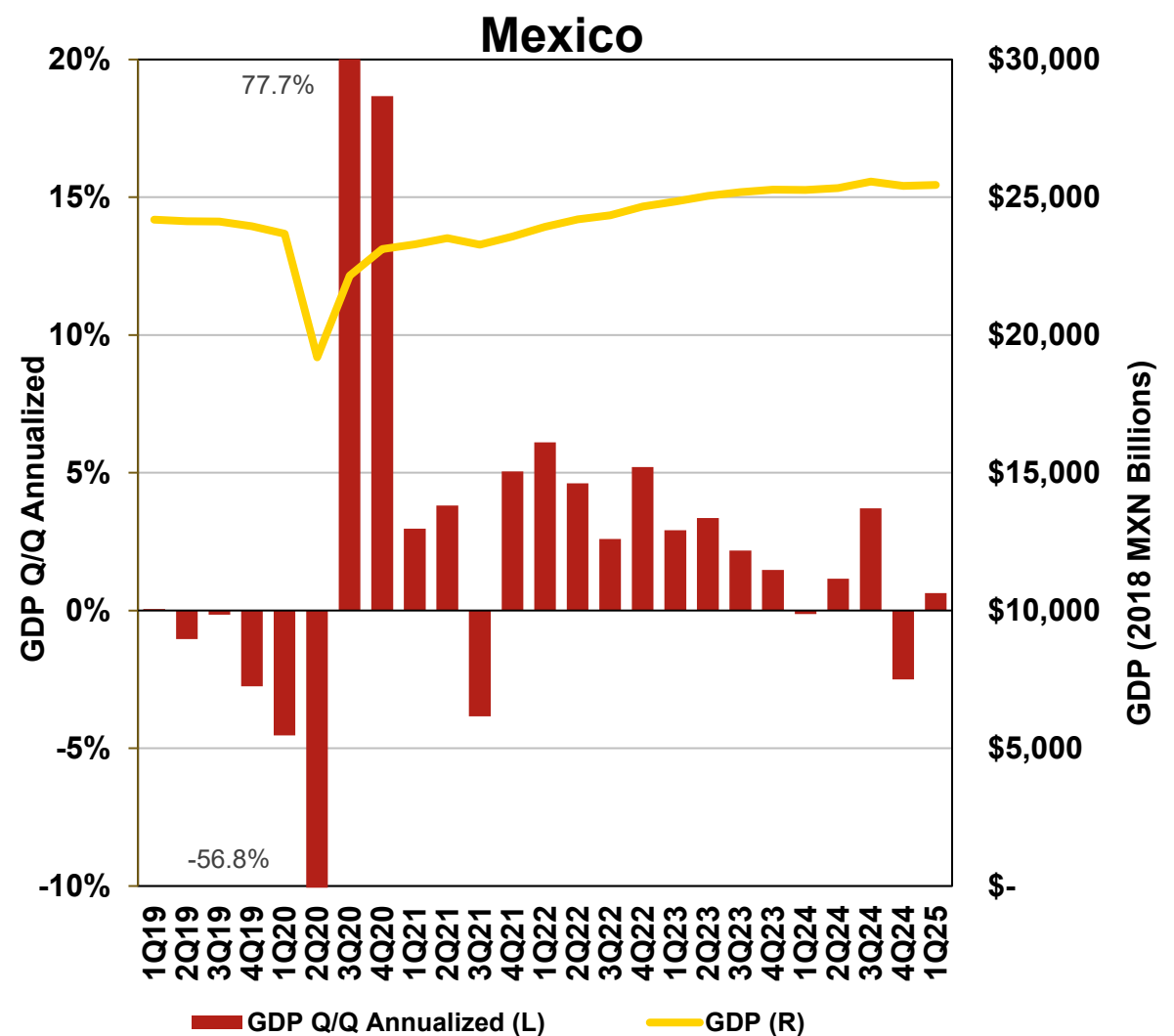
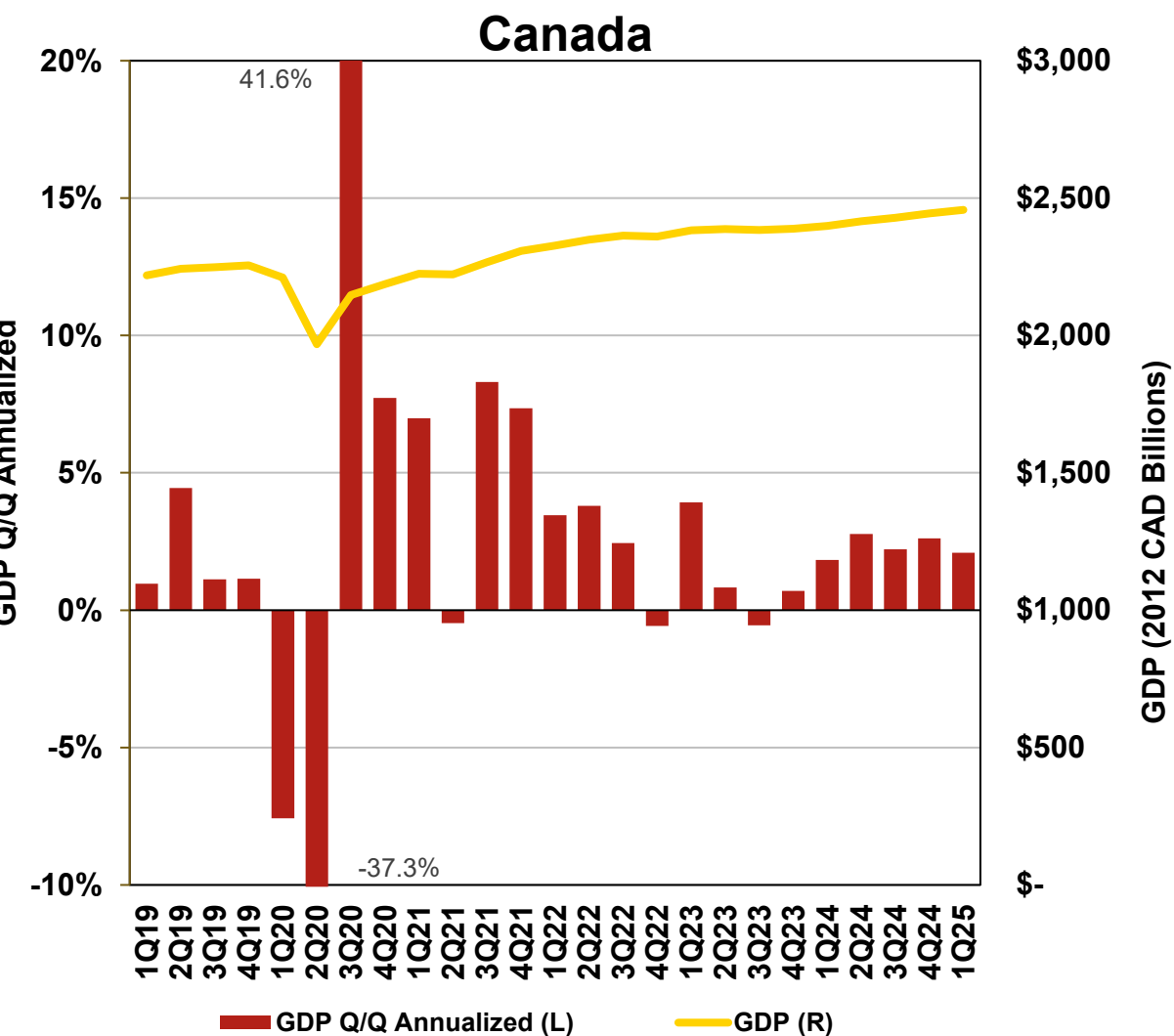
# The housing market has been in rough shape for a few years as high prices and mortgage rates weigh on demand



Source: Census Bureau, Freddie Mac

- » Construction spending on residential has declined in each of the last three months while building permits recently fell to their lowest level since Jan 2023
- » The NAHB/Wells Fargo Housing Market Index fell to its lowest level since December 2022 in May
- » The slowdown in demand has led to a small decrease in the S&P Case Schiller price index in March, the first drop since late 2022
- » Existing home sales are hovering around 4 Million, levels not seen consistently since the late 90s, give or take a few months

# Mexico has narrowly avoided a technical recession while Canada's growth appears to be downshifting



Source: Moody's



# TTX Forecast Table

Economic Indicator	2020 Actual	2021 Actual	2022 Actual	2023 Actual	2024 Actual	2025 Forecast
U.S. GDP	-2.2%	6.1%	2.5%	2.9%	2.8%	1.6%
U.S. GDP: Freight Focused	-2.9%	10.7%	2.8%	0.3%	3.2%	2.1%
Real Consumer Spending	-2.5%	8.8%	3.0%	2.5%	2.8%	1.9%
Real Spending: Durable Goods	7.1%	16.6%	-1.9%	3.9%	3.3%	1.5%
Real Spending: Nondurable Goods	3.4%	8.6%	0.1%	0.8%	1.9%	2.1%
Unemployment Rate	8.1%	5.4%	3.6%	3.6%	4.0%	4.2%
Non-Res Fixed Investment	-4.6%	6.0%	7.0%	6.0%	3.6%	1.7%
Change in Real Private Inventories	-29.6	11.6	119.1	33.1	39.0	27.5
Change in Real Retail Inventories	-11.3	3.9	31.4	14.1	31.1	2.4
Housing Starts <sup>(Mil.)</sup>	1.39	1.61	1.55	1.42	1.37	1.36
U.S. Vehicle Prod. <sup>(Mil.)</sup>	8.61	8.88	9.68	10.38	10.25	10.12
U.S. Vehicle Sales <sup>(Mil.)</sup>	14.47	14.95	13.75	15.52	15.80	15.82
Industrial Production	95.1	99.3	102.7	102.9	102.6	103.0
Industrial Production: Manufacturing	93.0	97.7	100.3	100.0	99.5	100.2
PCE Price Index	1.1%	4.1%	6.6%	3.8%	2.5%	2.9%
Federal Funds Rate	0.4%	0.1%	1.7%	5.0%	5.1%	4.2%
Mexico GDP	-8.6%	6.3%	3.7%	3.3%	1.2%	-0.3%
Canada GDP	-5.0%	5.9%	4.2%	1.5%	1.5%	1.1%

Source: Bureau of Economic Analysis, U.S. Census Bureau, Federal Reserve, INEGI, Statistics Canada, Moody's Analytics, Autocast, TTX

Note: Percentages represent Year-over-Year change except for unemployment



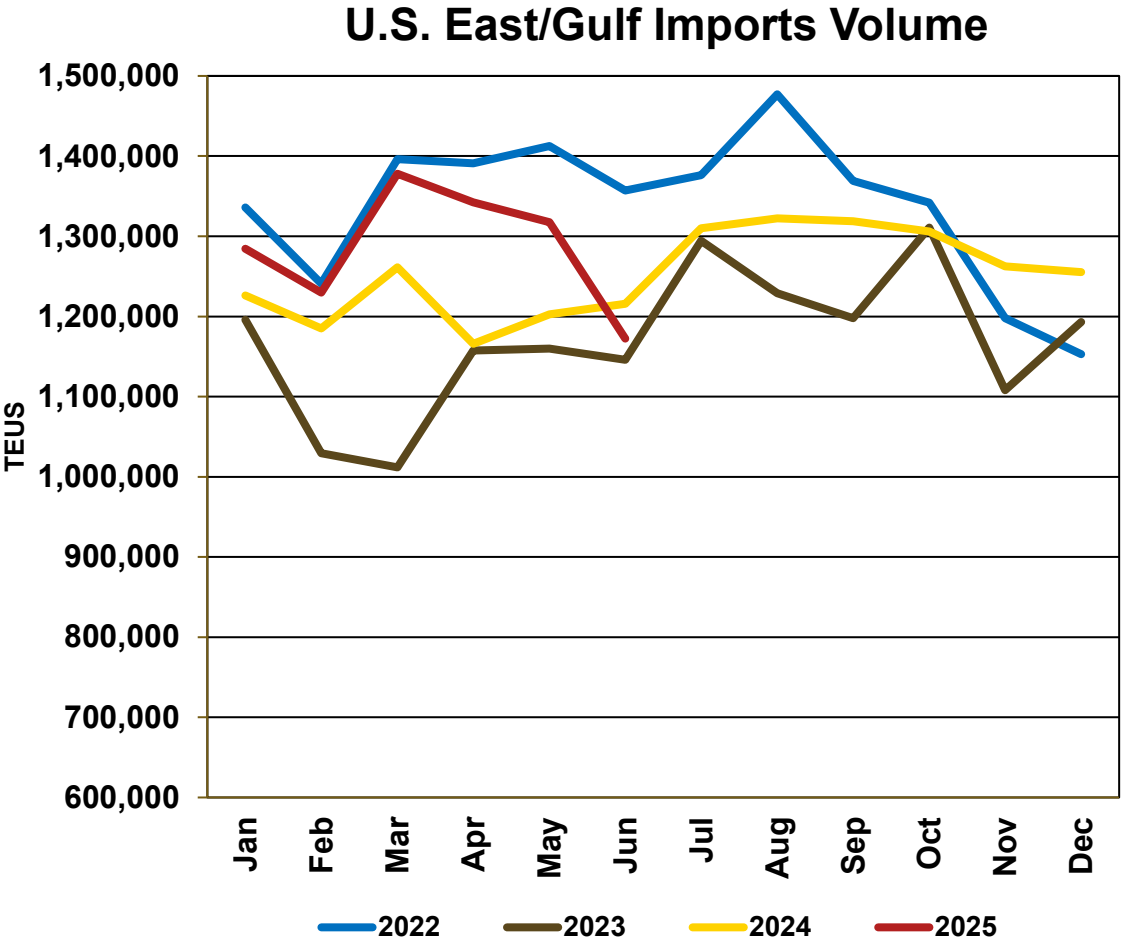
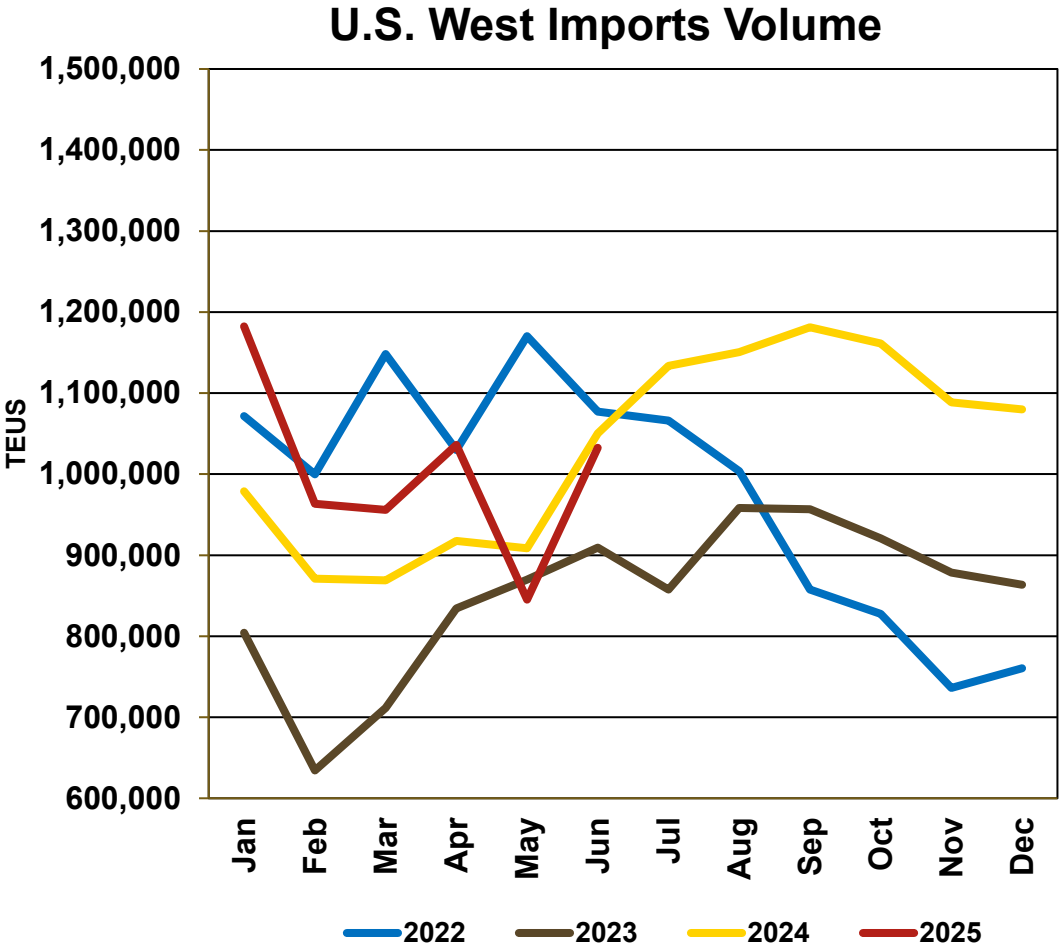
RAILCAR POOLING EXPERTS™

Copyright © TTX Company. Confidential: Not For Distribution

# International Intermodal



Through June, U.S. container imports rose 7.5% in the West while East/Gulf arrivals moved up 6.5%



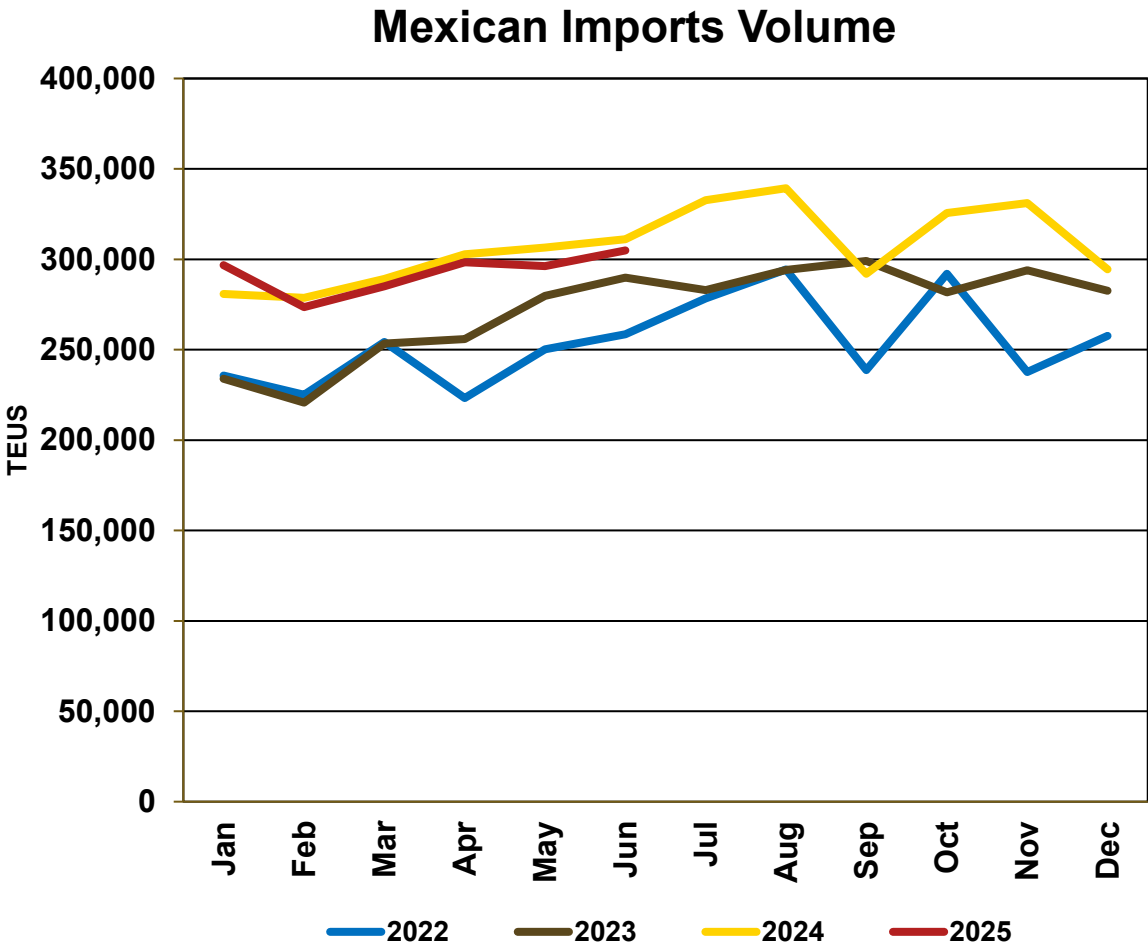
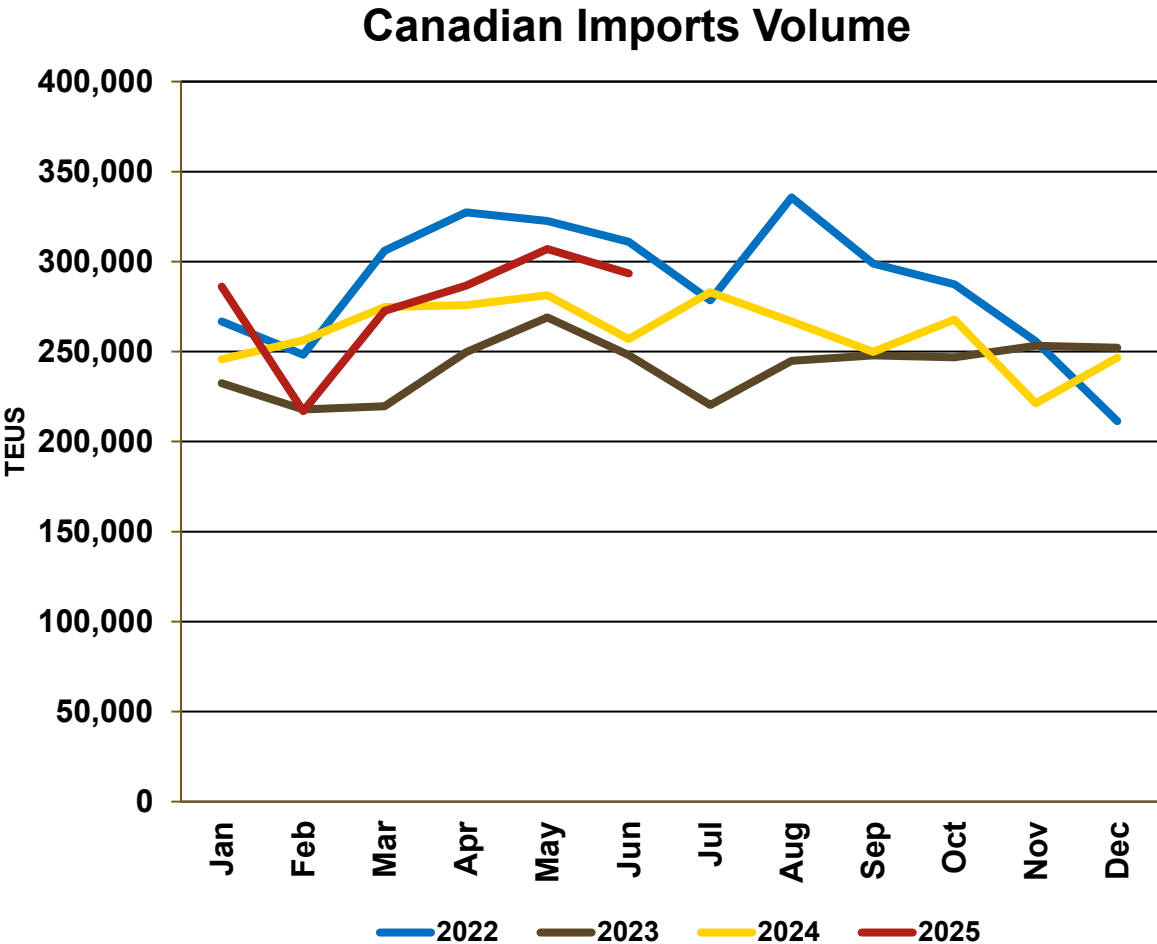
Source: JOC/PIERS, TTX



RAILCAR POOLING EXPERTS®



During 2Q25, Canadian container imports gained 9.0%; Mexican containerized declined by 2.3%

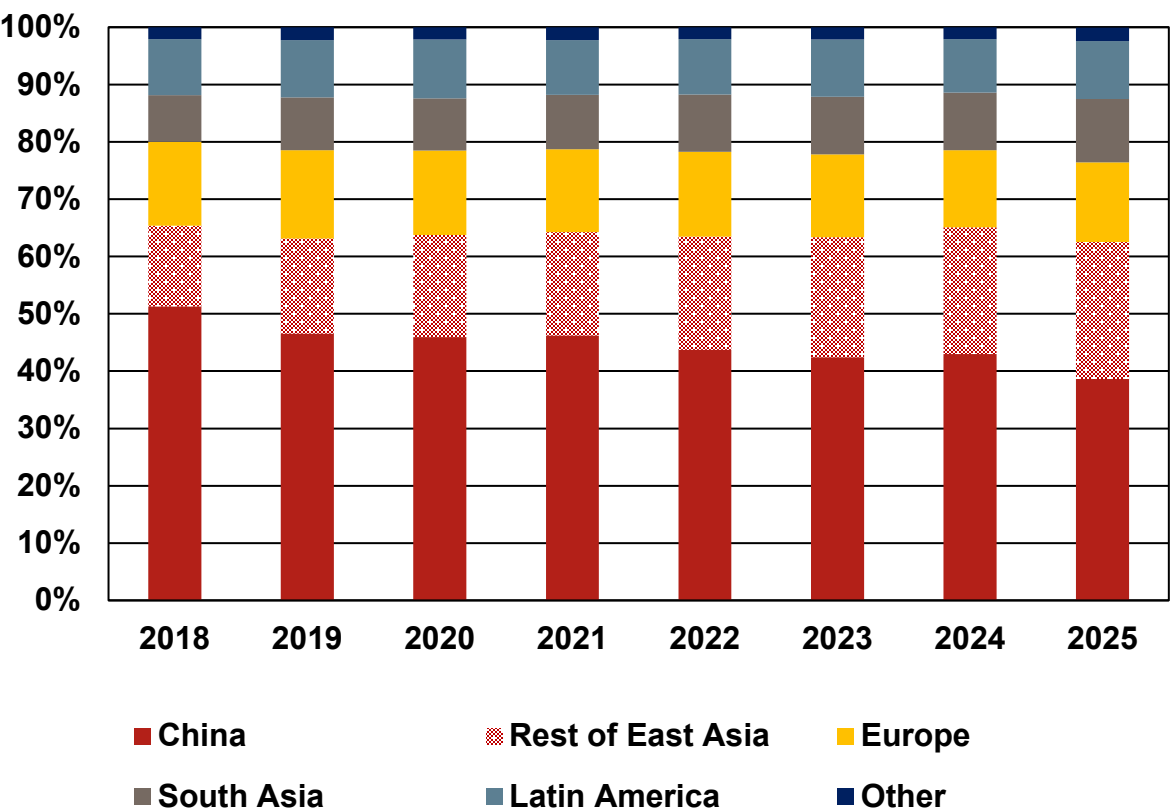


Source: Port data, TTX

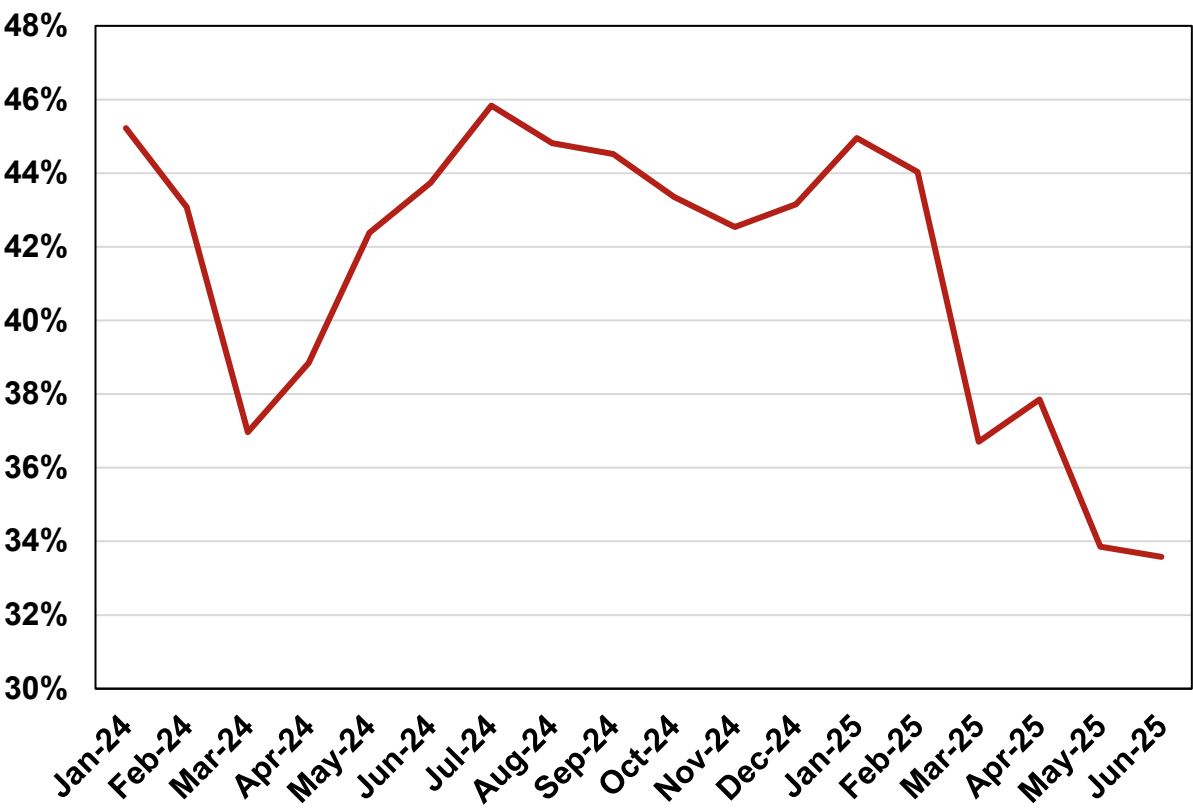


# Imports share from East Asia has remained steady, but China's share of U.S. imports has declined since tariffs imposed in 2Q25

Import Share by Origin Region



Chinese Share of U.S. Containerized Imports



Source: JOC/PIERS, TTX

In 2024, 86.3% of U.S. containerized imports originated in just 20 countries, with China the #1 origin for nearly all commodity groups

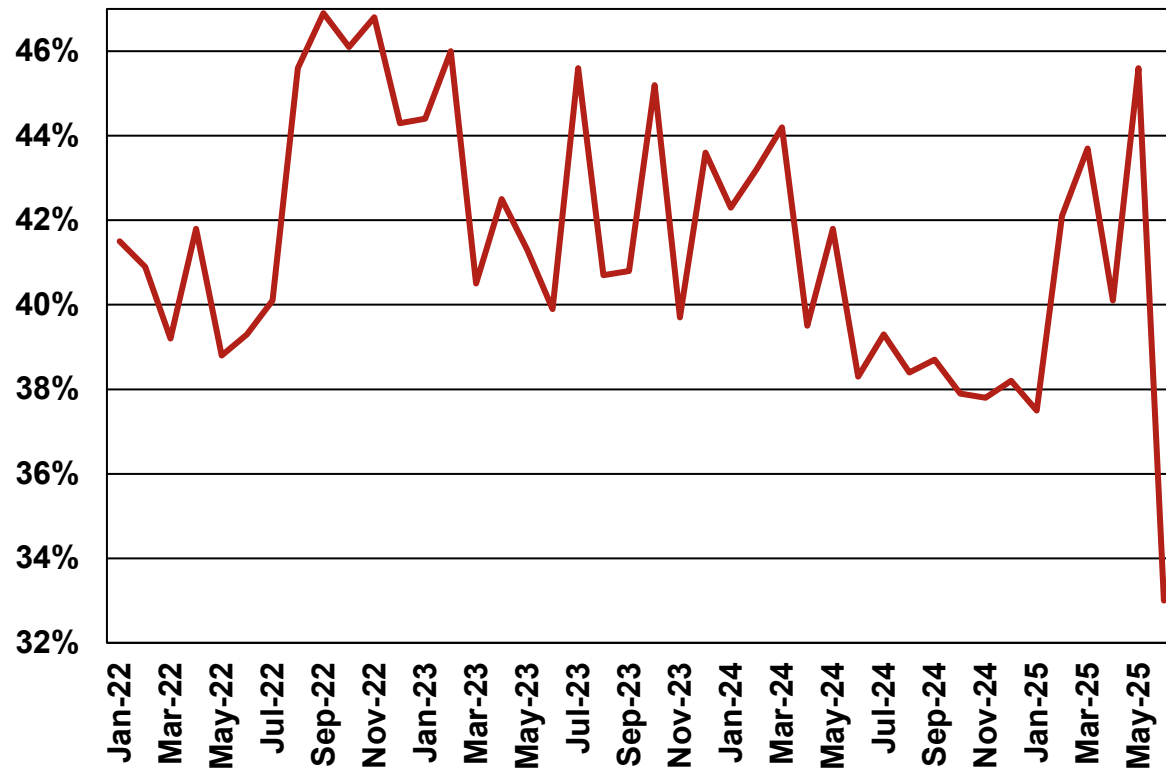
2024 U.S. CONTAINERIZED IMPORTS BY ORIGIN COUNTRY			
		TEUs	% of TOTAL
1	CHINA	11,190,343	40.5%
2	VIETNAM	2,757,448	10.0%
3	S. KOREA	1,296,193	4.7%
4	INDIA	1,163,349	4.2%
5	THAILND	1,041,614	3.8%
6	GERMANY	765,631	2.8%
7	ITALY	656,263	2.4%
8	JAPAN	648,342	2.3%
9	TAIWAN	635,078	2.3%
10	INDNSIA	521,118	1.9%
11	MALAYSA	432,007	1.6%
12	BRAZIL	419,697	1.5%
13	GUATMAL	407,442	1.5%
14	TURKEY	345,092	1.2%
15	BELGIUM	333,035	1.2%
16	SPAIN	283,644	1.0%
17	CHILE	267,334	1.0%
18	NETHLDS	247,892	0.9%
19	CAMBOD	239,120	0.9%
20	FRANCE	231,275	0.8%
<b>Subtotal</b>	<b>TOP 20</b>	<b>23,881,914</b>	<b>86.3%</b>
All Other		3,779,238	13.7%
<b>Grand Total</b>		<b>27,661,152</b>	<b>100.0%</b>

CHINA'S SHARE OF U.S. CONTAINERIZED IMPORTS 2024 DATA		
COMMODITY	SHARE	RANKING
ALL OTHER MACHINERY	37.4%	#1
ALL OTHER PRODUCTS	40.0%	#1
APPAREL	38.2%	#1
AUTO PARTS	31.1%	#1
ELECTRONICS	50.8%	#1
FOOD PRODUCTS	8.3%	#2
FOOTWEAR	52.2%	#1
FOREST PRODUCTS	28.9%	#1
FURNITURE	48.9%	#1
HDWR/LGHTNG	58.2%	#1
HOUSEHOLD MACHINERY	47.6%	#1
MINERAL PRODUCTS	47.5%	#1
OFFICE MACHINERY	53.9%	#1
TEXTILES	51.5%	#1
TOYS	83.0%	#1
<b>TOTAL</b>	<b>40.5%</b>	<b>#1</b>

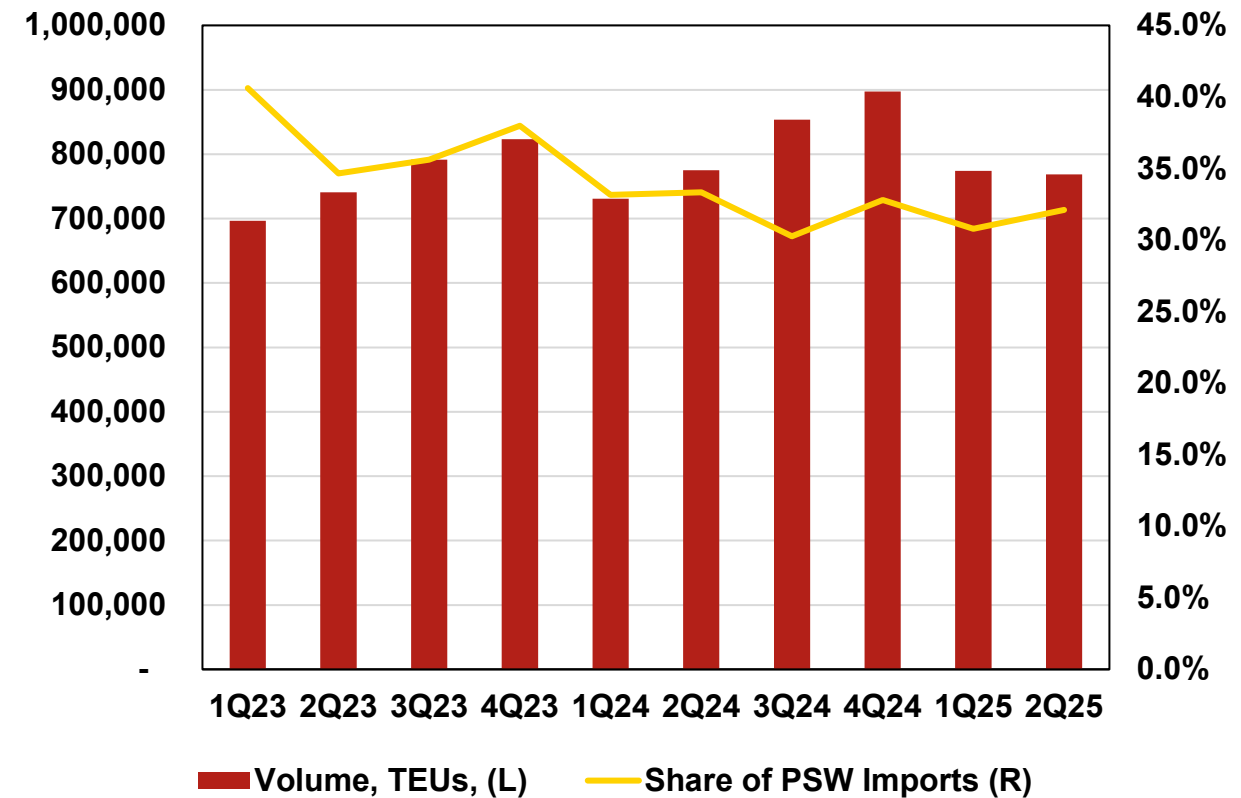
Source: JOC/PIERS, TTX

# Tariffs impacted AWS and transloading during 2Q25

## All-Water Share (AWS)



## PSW Transload Volume and Share

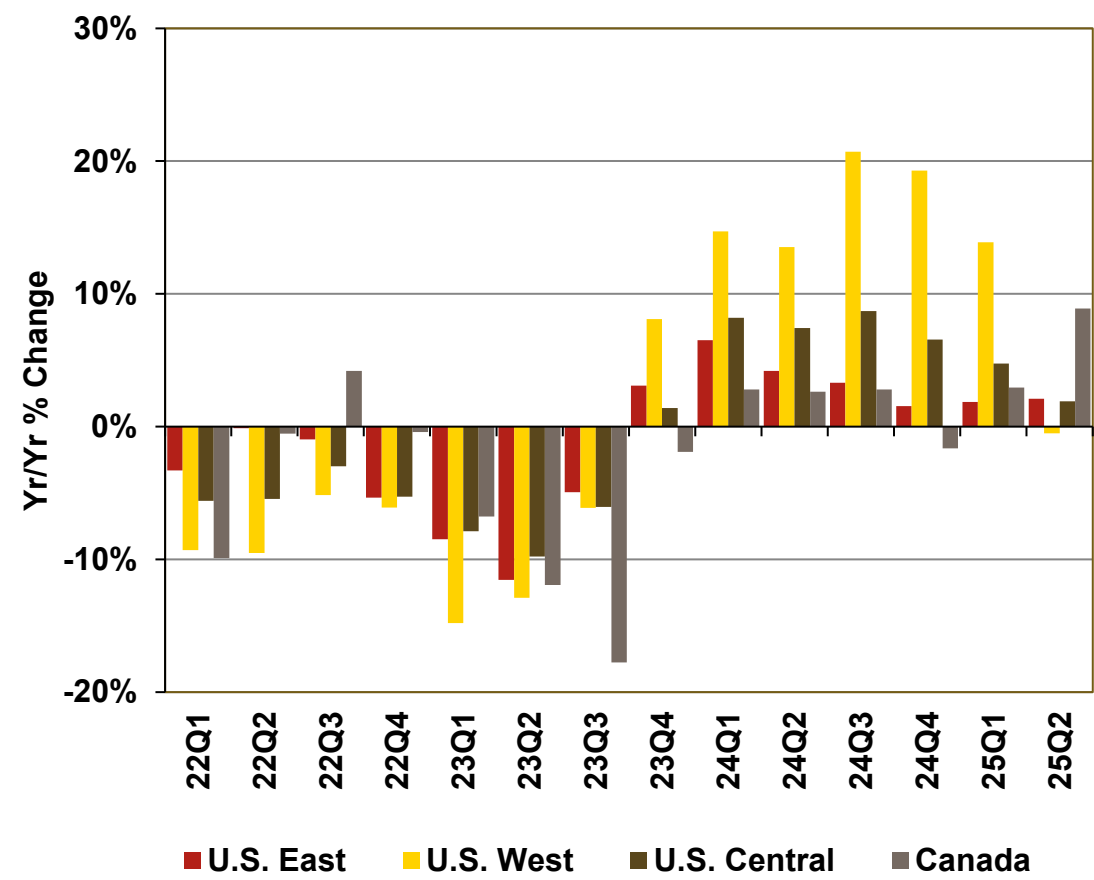


Source: IANA, JOC/PIERS, TTX



# Surging 1Q25 imports buoyed 1Q IPI but subsequent trade disruptions impacted 2Q import & IPI activity

North American IPI



Summary Table of Key Intermodal Stats

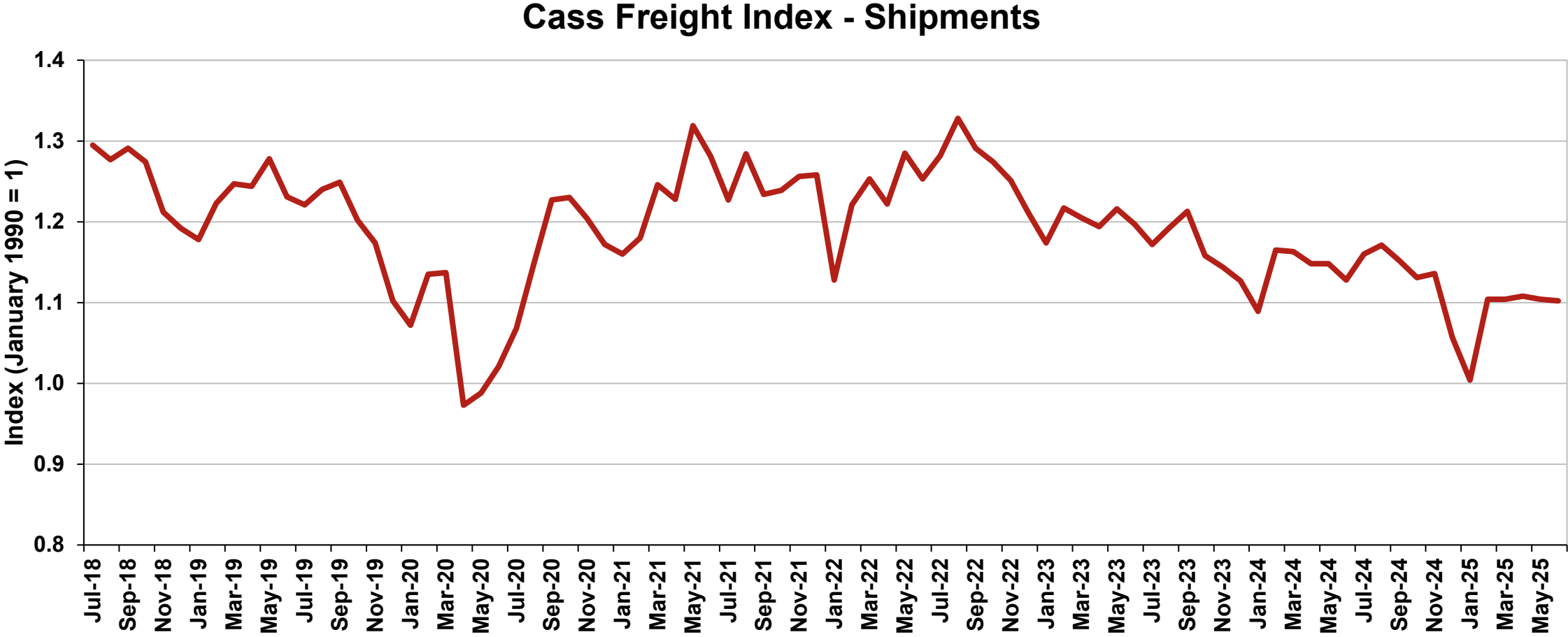
Y/Y % Change	2022	2023	2024	1Q25	2Q25	2025 Forecast
N. Amer Container Imports	-0.7%	-11.4%	12.5%	7.6%	0.5%	1.7%
U.S. Container Imports	-1.3%	-12.8%	13.1%	9.4%	4.4%	1.2%
Canadian Container Imports	-1.4%	-16.3%	7.7%	-0.1%	9.0%	10.7%
Mexican Container Imports	7.0%	7.3%	12.7%	0.8%	-2.6%	-1.8%
N. Amer IPI Loadings	-6.0%	-8.4%	13.9%	8.5%	3.9%	2.8%
U.S. IPI Loadings	-8.4%	-8.3%	18.2%	10.4%	2.9%	1.5%
Canadian IPI Loadings	-2.6%	-12.2%	3.5%	3.5%	9.7%	10.2%
Mexican IPI Loadings	21.6%	15.3%	6.1%	3.5%	-13.1%	-12.4%

Source: IANA, JOC/PIERS,TTX

# Domestic Intermodal

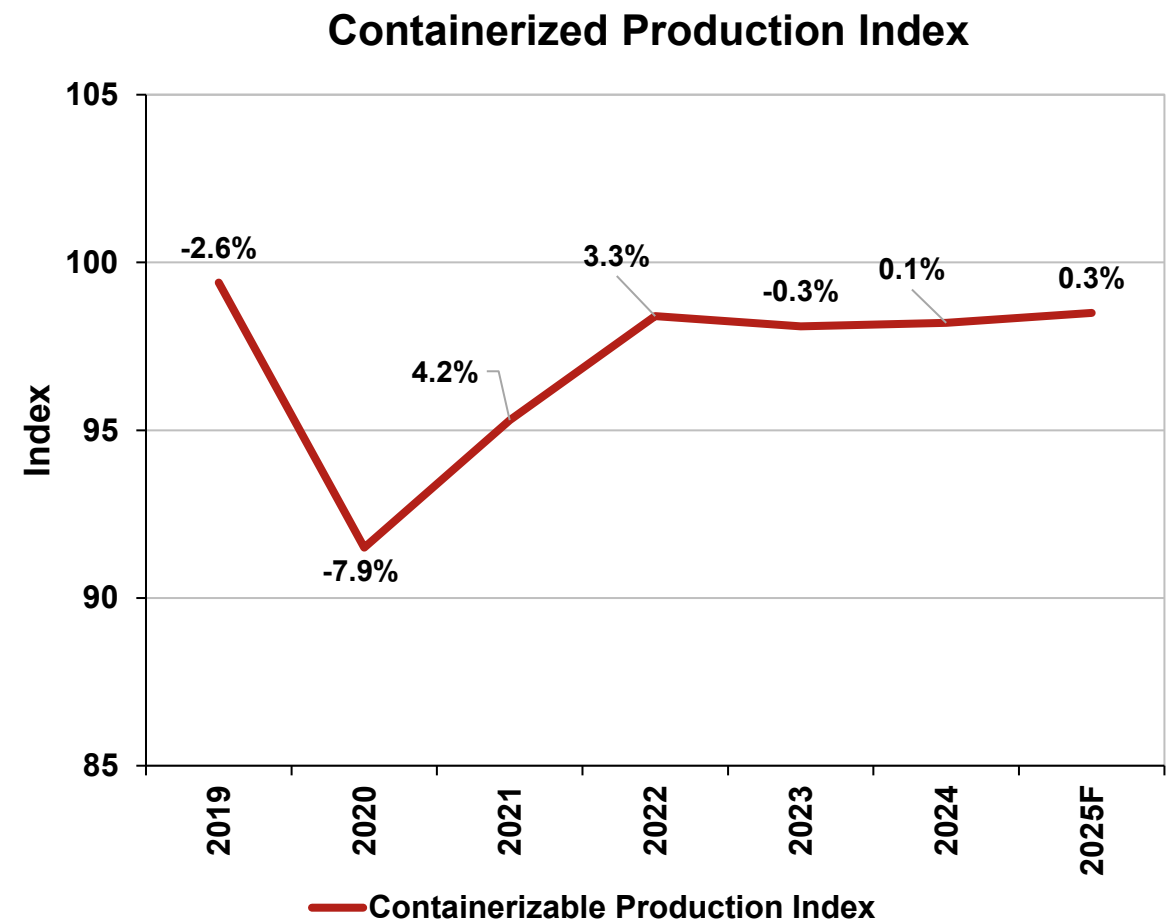
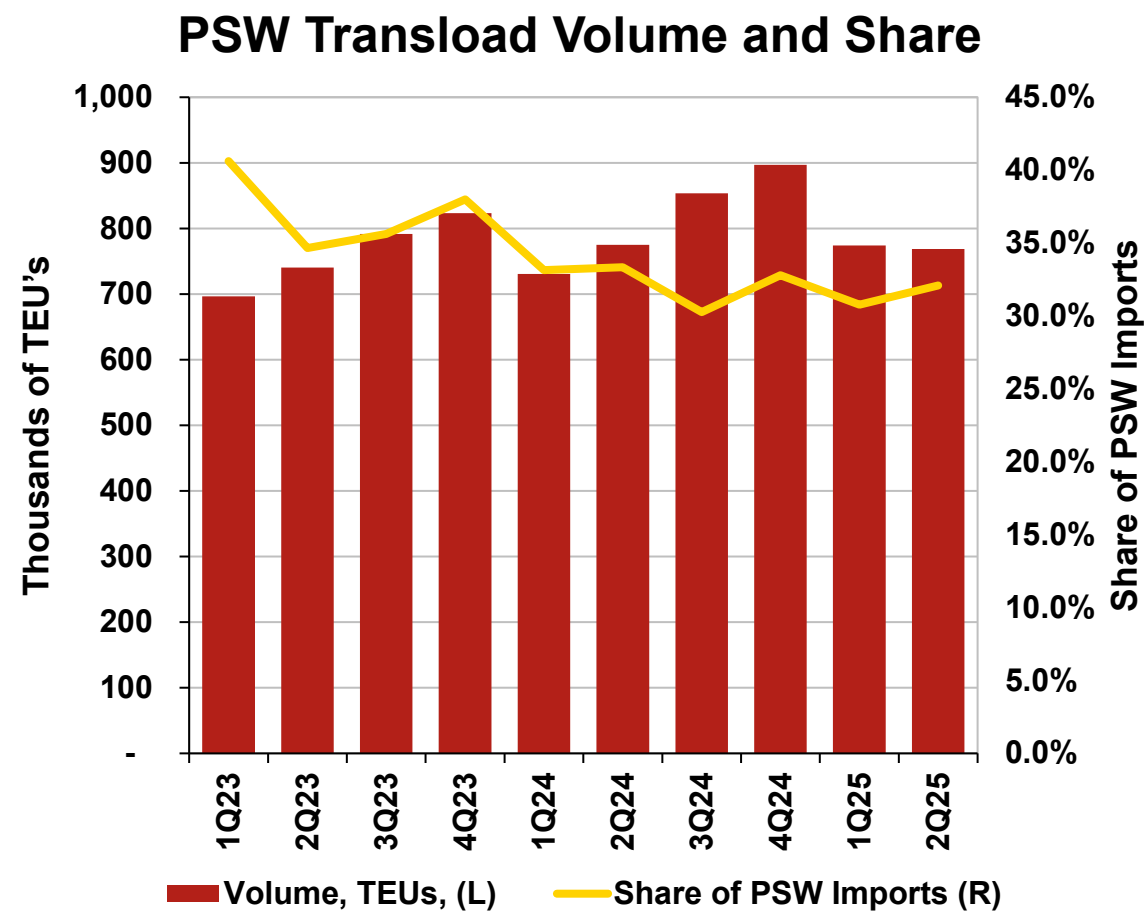


# The North American for-hire freight market remains lethargic in early 2025



Source: Cass Information Systems

# Market drivers for domestic intermodal demand could be impacted by tariff policy uncertainty



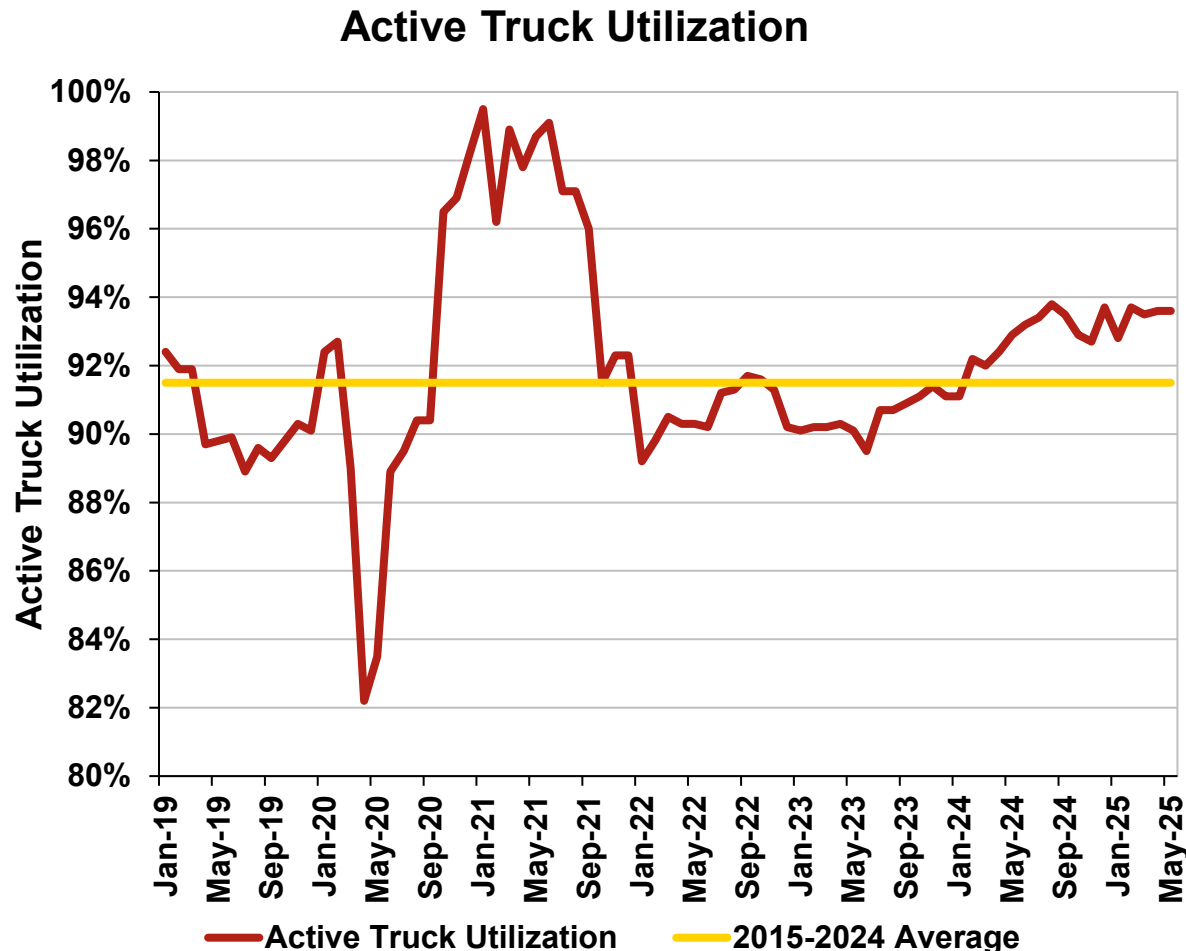
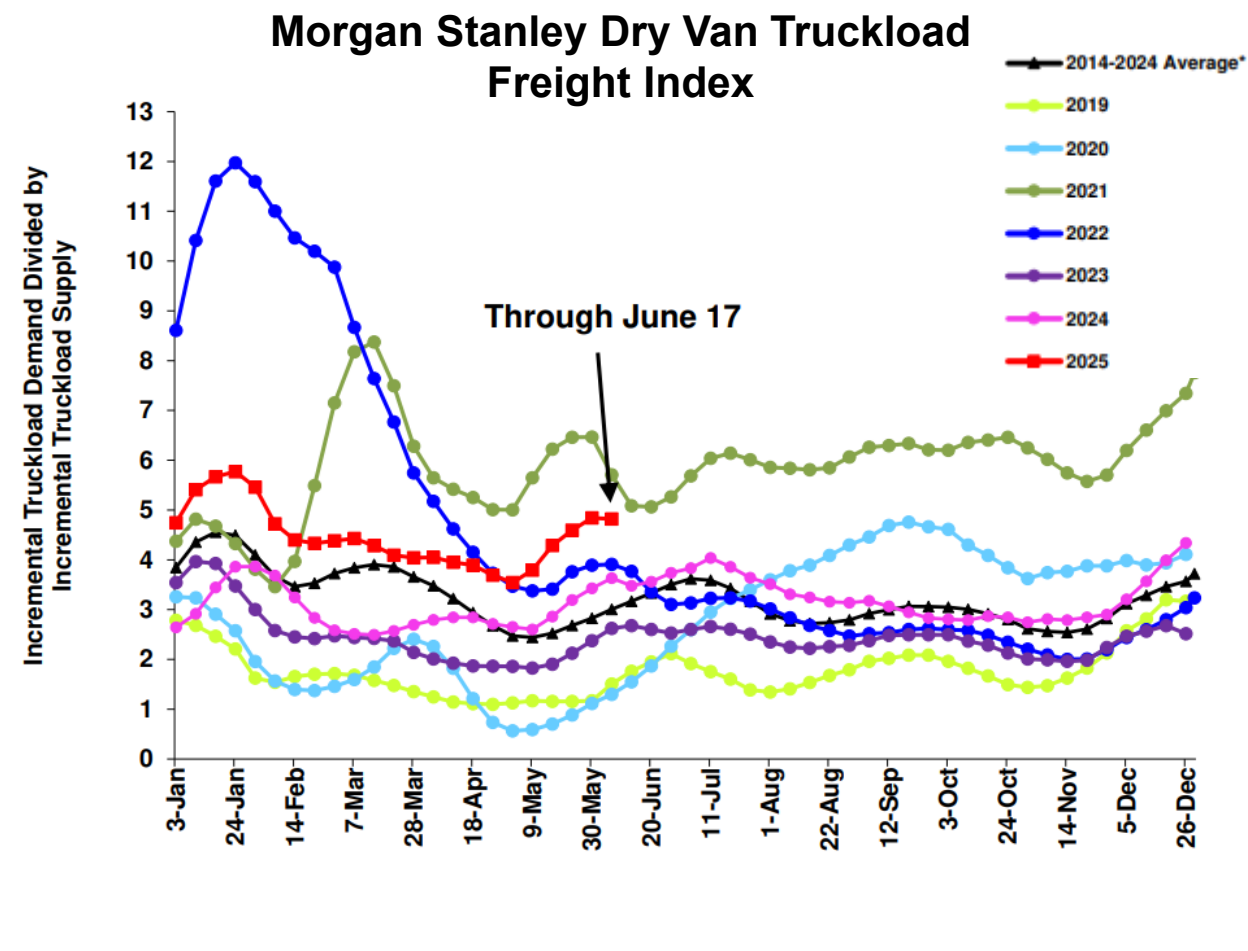
Source: PIERS, IANA, The Federal Reserve, TTX



RAILCAR POOLING EXPERTS®



# Truck capacity utilization has been creeping higher and is now above long-term average levels



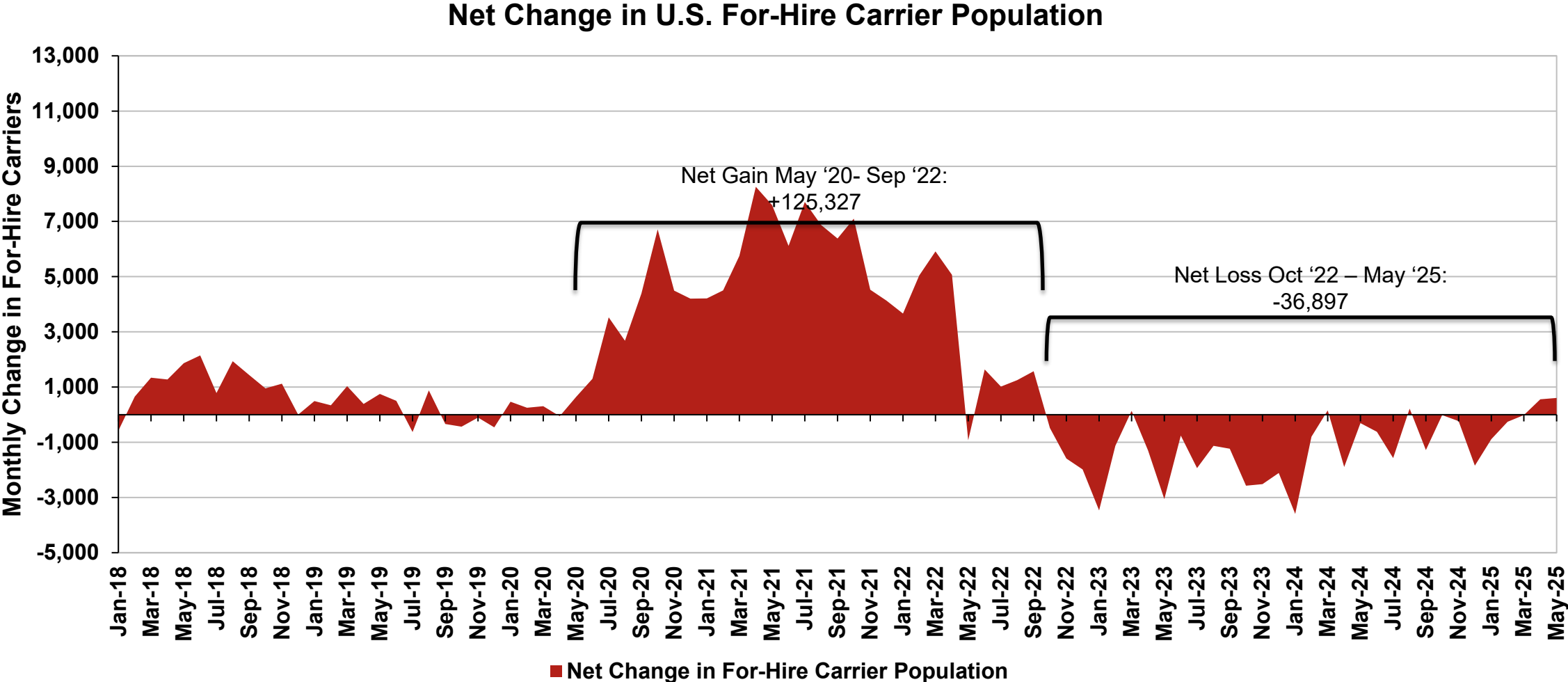
Source: Morgan Stanley, FTR



RAILCAR POOLING EXPERTS®

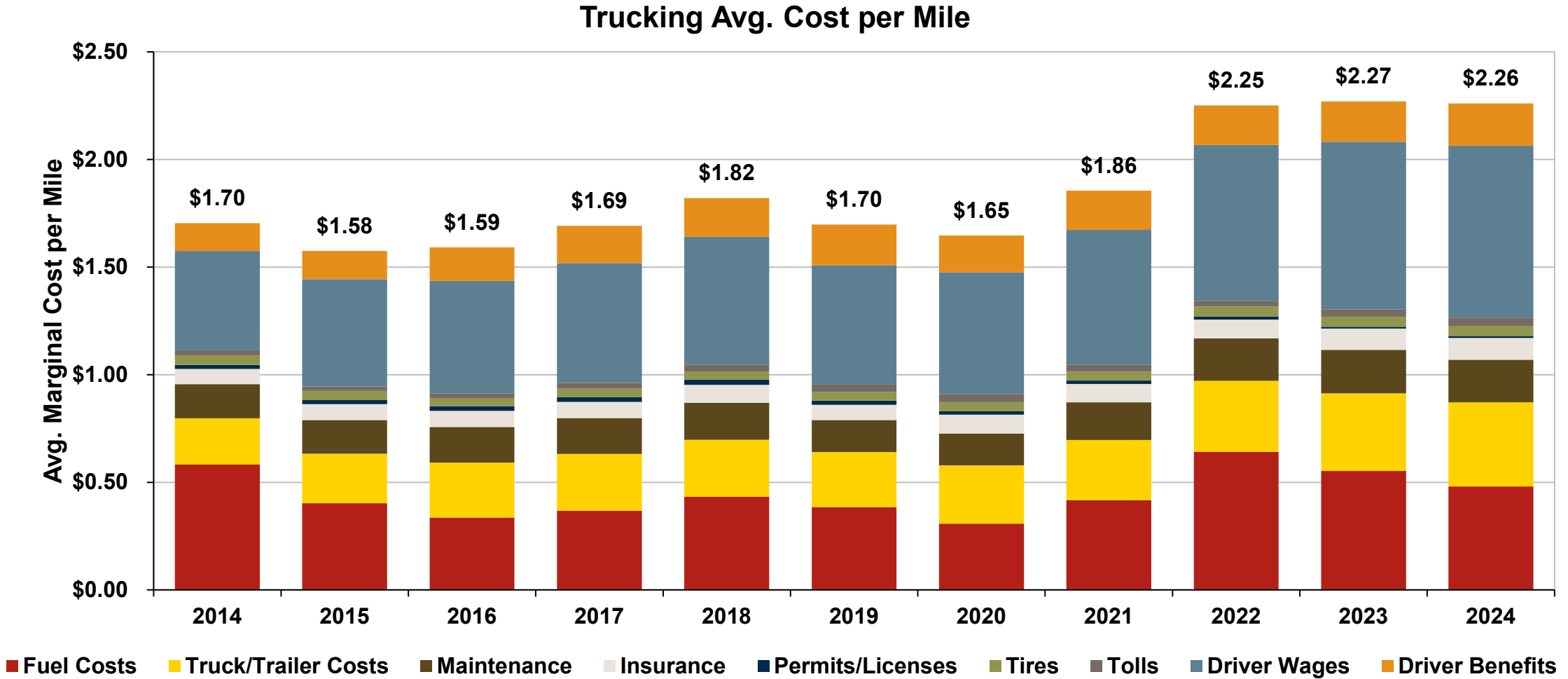
Copyright © TTX Company. Confidential: Not For Distribution

# The change in the for-hire carrier population appears to be leveling off



Source: FTR

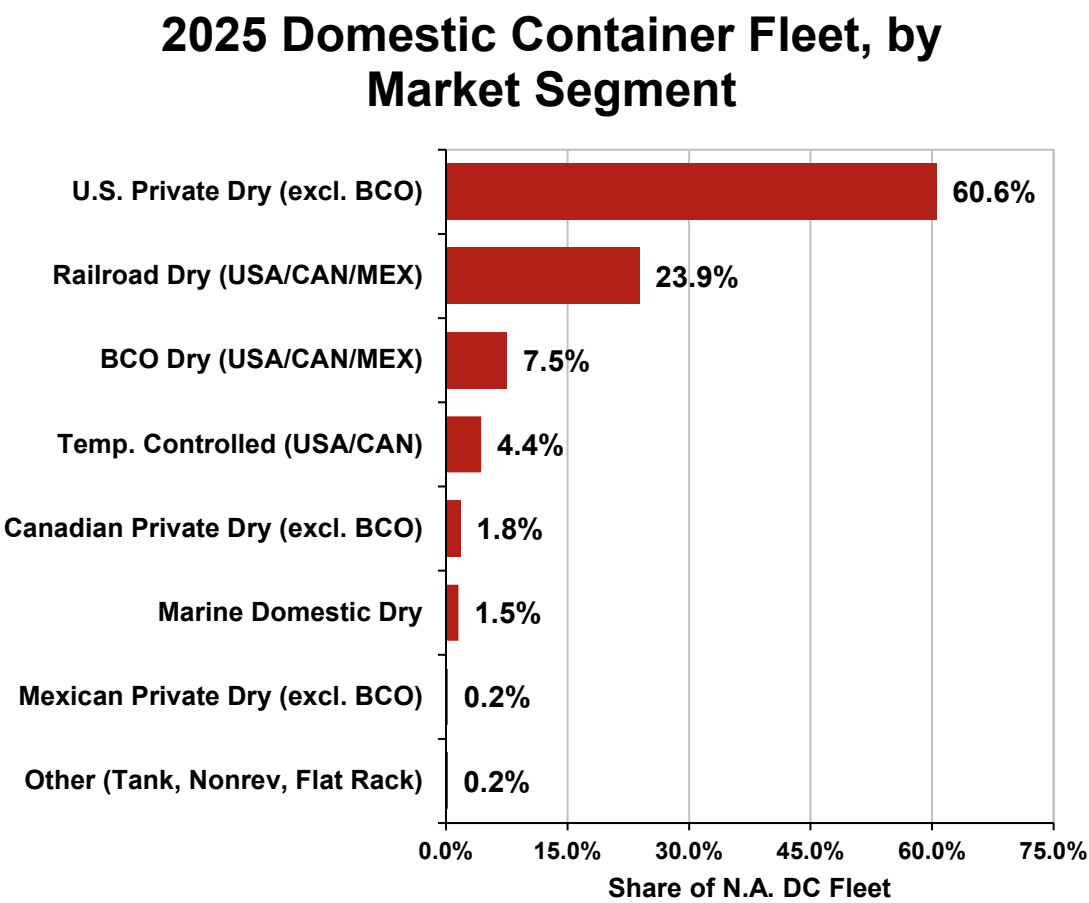
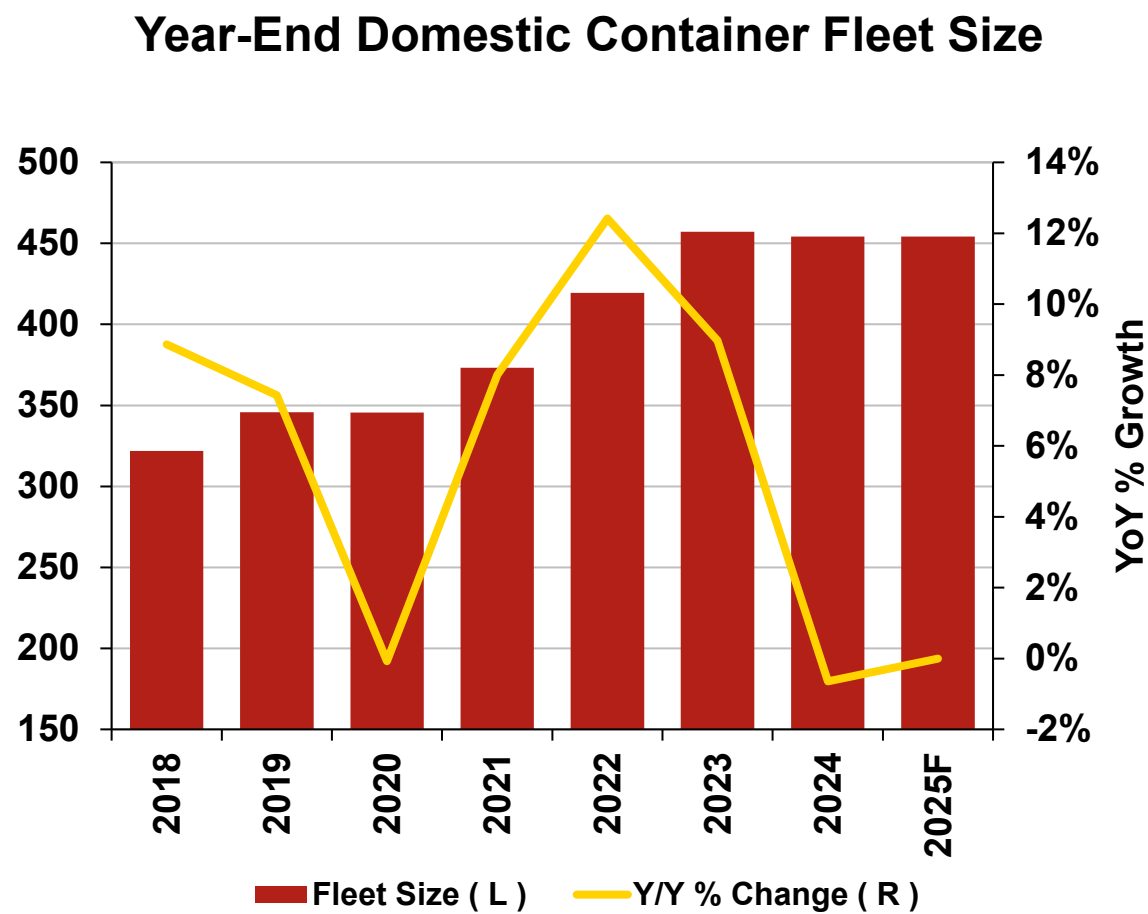
# Trucking cost inflation has slowed due to fuel price relief, but non-fuel costs grew 3.6% last year



Source: ATRI



# The North American domestic container fleet size has been steady since 2023



Source: TTX

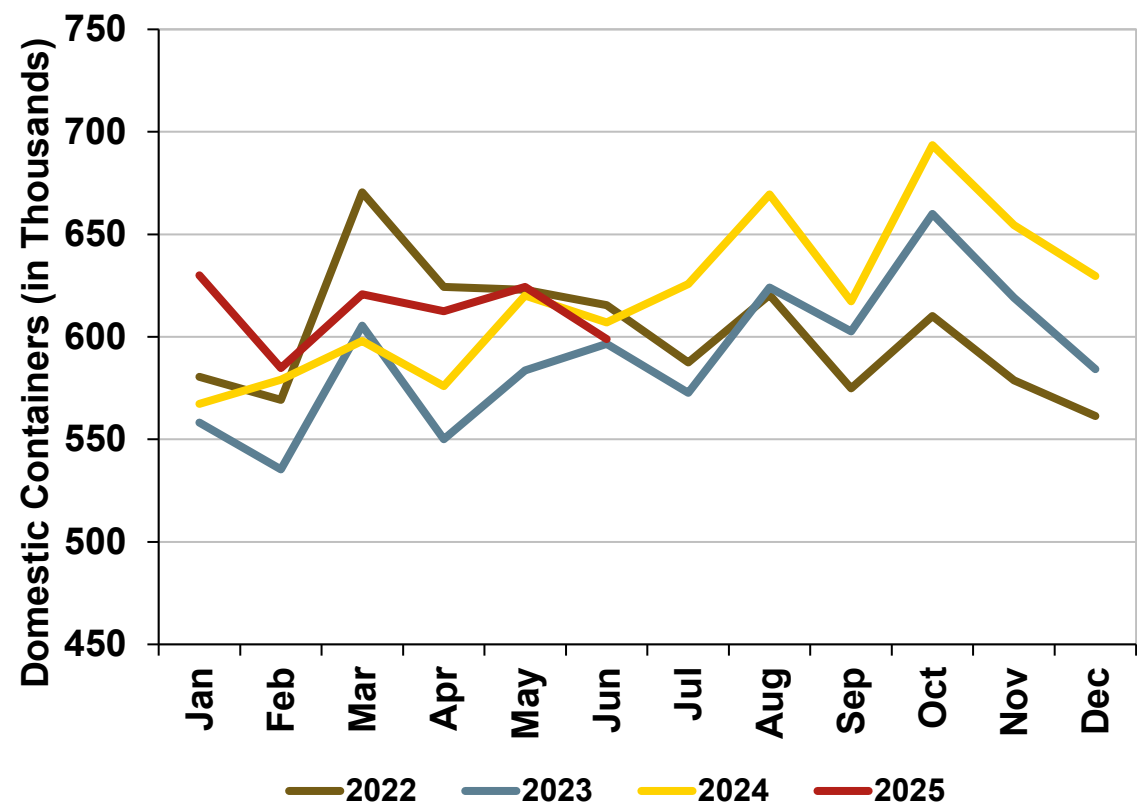


RAILCAR POOLING EXPERTS®

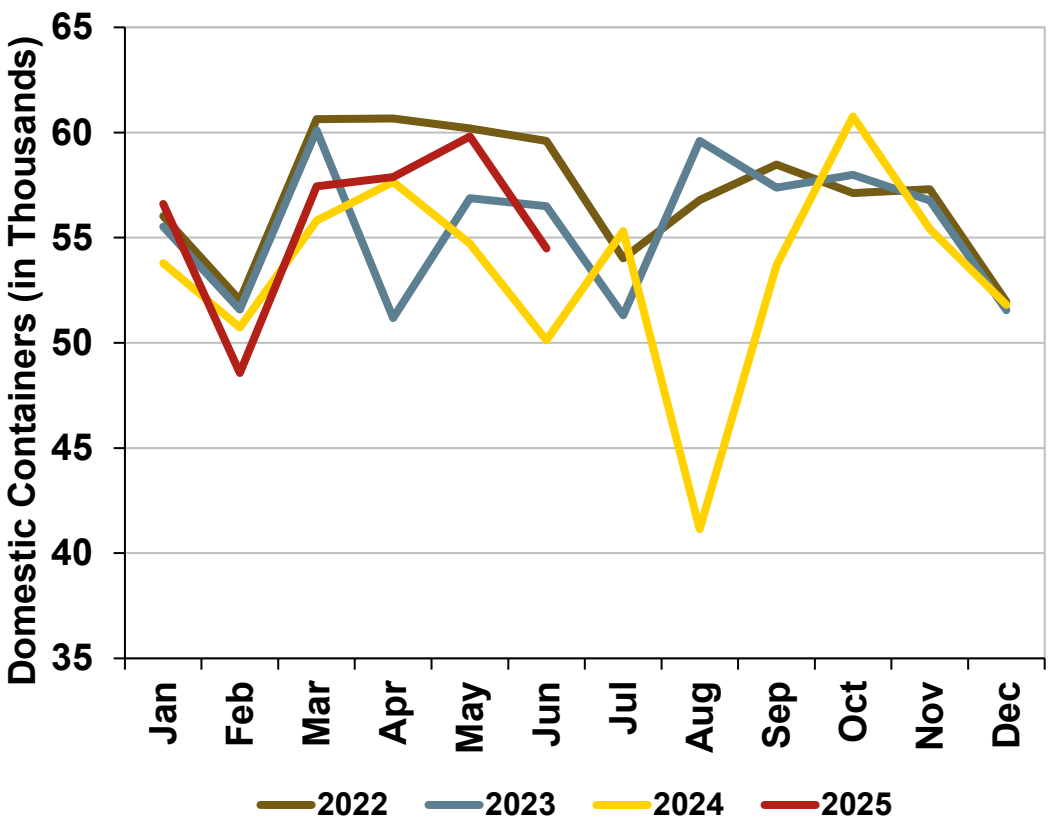


# Domestic container loadings have started 2025 strongly in the U.S. and Canada

U.S. Domestic Container Loadings

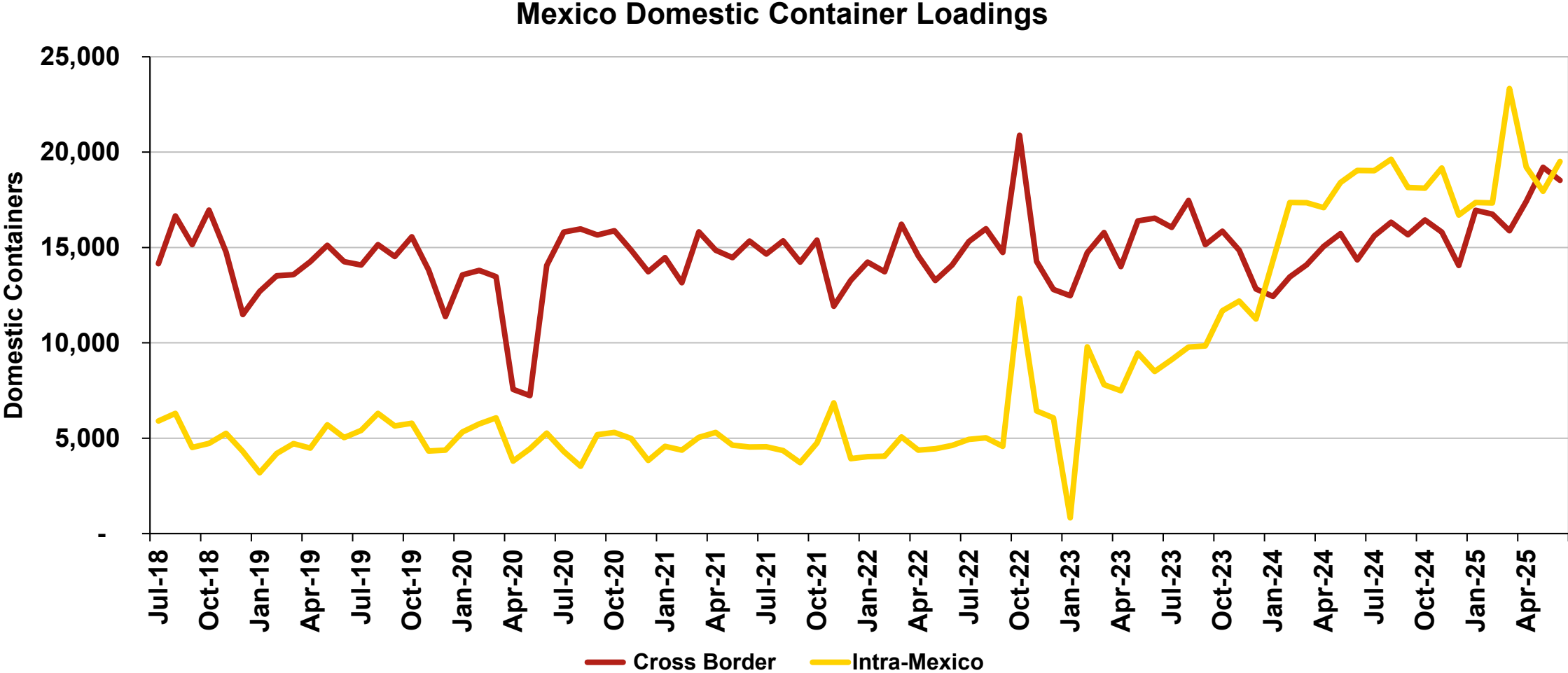


Canada Domestic Container Loadings



Source: IANA

# Mexico DC loadings have remained resilient despite the uncertainty surrounding tariffs



Source: IANA

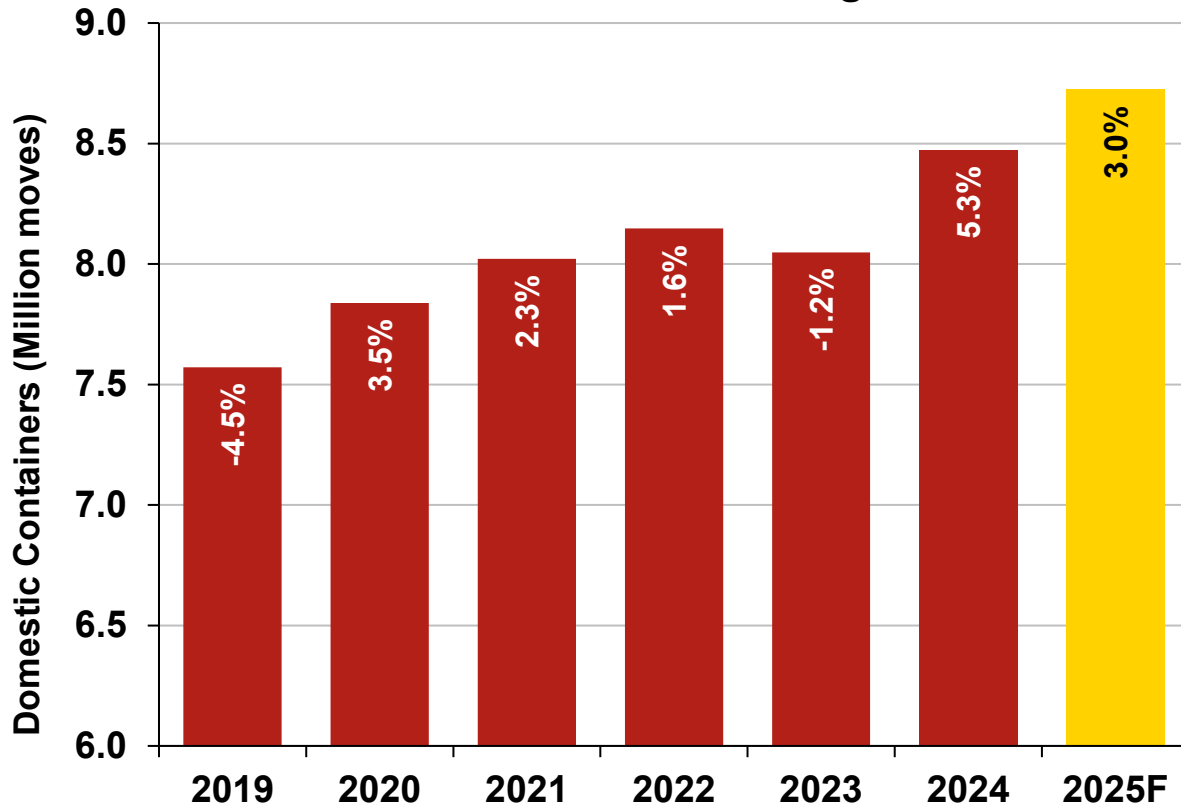


RAILCAR POOLING EXPERTS®

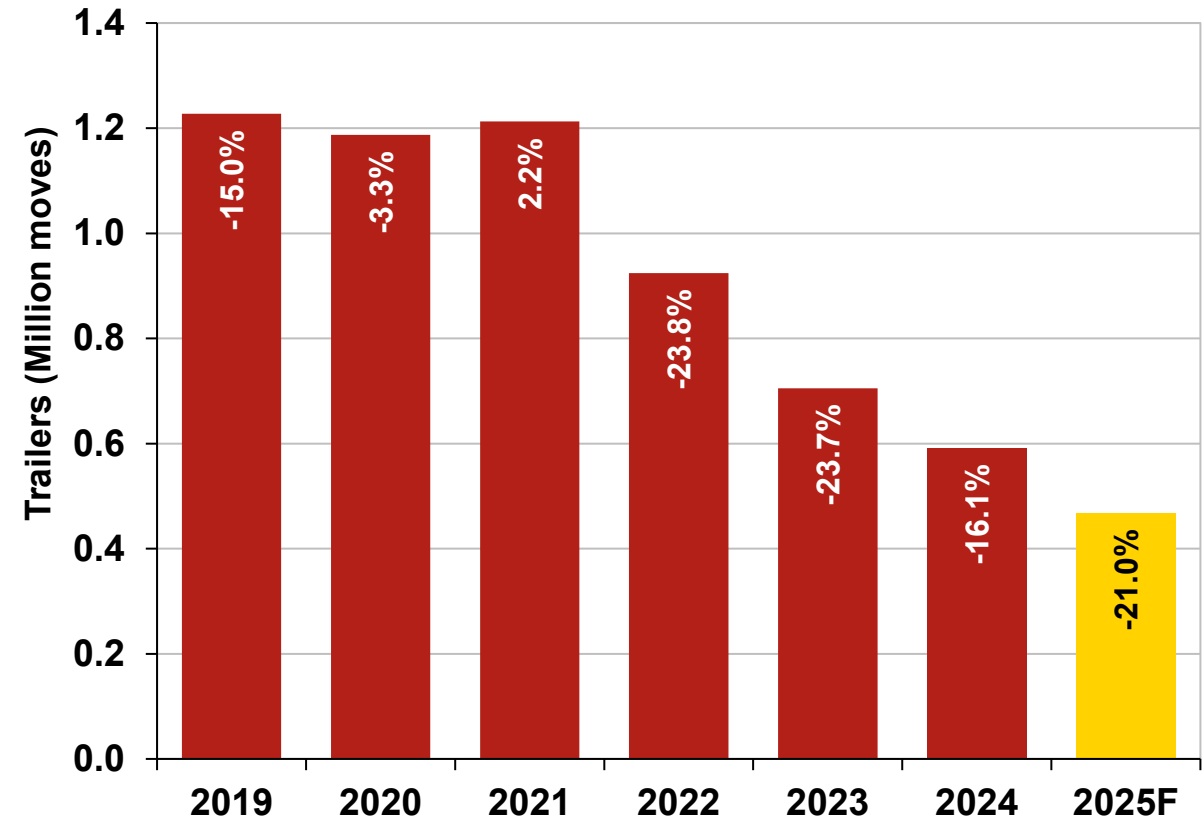
Copyright © TTX Company. Confidential: Not For Distribution

# Domestic container shipments are expected to post solid growth in 2025 while the trailer volumes are facing stronger headwinds

## N.A. Domestic Container Loadings Forecast



## N.A. Trailer Loading Forecast



Source: IANA, TTX



RAILCAR POOLING EXPERTS®

Copyright © TTX Company. Confidential: Not For Distribution



RAILCAR POOLING EXPERTS®



# IANA

INTERMODAL ASSOCIATION  
OF NORTH AMERICA

## Q & A



# IANA Announcements

- There's still time to register for IANA's Intermodal EXPO: September 15 – 17, 2025 in Long Beach, CA @ [intermodal.org/intermodalexpo](https://intermodal.org/intermodalexpo)
- Visit the Upcoming Education page for more information about 2025's Intermodal Insights Virtual Education Program @ [intermodal.org/upcoming-education](https://intermodal.org/upcoming-education)



# IANA

INTERMODAL ASSOCIATION  
OF NORTH AMERICA

## Thank you for joining us!

© 2025 Intermodal Association of North America. This presentation was produced for the use of IANA members and may not be reproduced, re-distributed or passed to any other person or published in whole or in part for any purpose without the prior consent of IANA.

IANA, 11785 Beltsville Drive, Calverton, MD 20705-4048.