

Modeling the Container Selection for Freight Transportation: Case Study of Iran

Seyed Sina Mohri¹, Hossein Haghshenas²

Received: 09.03. 2016 Accepted: 06. 02. 2017

Abstract

Significant advantages of intermodal and containerized transport have increased the global interest to this mode of transportation. This growing interest is reflected in the annual volume of container cargo growth. However, the container transport inside Iran does not have a proper place. Comparing the count of containers entering and leaving ports with the statistics obtained from railway and road maintenance organizations showed that more than 77% of the containerized imports have been stripped at ports and dispatched toward their ultimate destinations outside containers. These statistics also showed that more than 81% of the containerized exports have transported to ports by means other than containers. The main purpose of this study was to identify the most important variables affecting the selection of containerized freight transport and non-containerized freight transport options by applying decision tree models on the road freight movement and a set of variables describes the differences between these two options. The final model representing the selection of containerized transport was developed by the use of CHAID, QUEST, C5 and C\$R decision tree algorithms. The results showed that the decision tree built via pruned C5 algorithm provides the best accuracy and most sensible list of important parameters. High-value and perishable commodities showed the greatest potential for containerized transport. The most important policy factors that could affect the tendency of cargo owners to use containerized transport are tariffs and the status of destination (whether it is a port). Policies that could encourage cargo owners to use intermodal transport include setting a lower tariff on container handling, reducing the cost of loading and unloading, increasing the port facilities supporting the containerized transport, adjusting customs, and development of dry ports.

Keywords: Container, freight transport, decision tree, port, tariff

Corresponding author E-mail: s.mohri@te.iut.ac.ir

¹ MSc Student, Department of Transportation Engineering, Isfahan University of Technology, Isfahan, Iran

² Assistant Professor, Department of Transportation Engineering, Isfahan University of Technology, Isfahan, Iran

1. Introduction

The combined transport has merged the advantages of naval, rail and road transport by changing the structure of both vehicle and packaging to facilitate the use of intermodal containers, which in turn has reduced the costs and time and increased the safety and ease of freight transportation. The intermodal transport is a general variant of combined transport that plays a vital role in global and international trade. Significant advantages of intermodal and containerized transport have increased the global interest to this mode of transportation. This growing interest is reflected in the fact that, as Figure (1-a) shows, the volume of intermodal transport has increased from 299 million TEU in 2003 to 602 million TEU in 2012 [Degerland, 2011]. However, as Figure (1-b) shows, the increase in Iran's intermodal freight transport during the same period has been minimal [UNCTAD, 2012]. According to statistics of road and railroad transport authorities, in 2013, the intermodal containers have been the means of only 6.5 million tons of freight, namely 1.6 percent of Iran's total domestic freight transport [Mohri and Haghshenas, 2015]. Meanwhile, the Persian Gulf countries like United Arab Emirates, Saudi Arabia and Oman has had a better performance in this regard. Several studies have studied the containerized transport to model the selection of transit mode [Ortuzar, and Palma, 1988]. Winston has studied the transit of household goods and the use of containers as the vessels of transportation in coastal corridors [Winston, 1981b]. Viera has incorporated the intermodal transport as an option in his selection models. Due to lack of sufficient information, this study has considered the average cost and time of road and railroad based containerized transport to be equal to average cost and time pertaining to transport of all goods in these systems. This study has also failed to provide convincing reasons regarding the separation of rail and road systems [Vieira,

1992]. Fuchs et al. have used the LAPP method to model the domestic developments of intermodal freight transport from Great Britain to continental Europe [Fowkes, Nash, and Twedle, 1991]. A similar methodology has also been used by Shingal and Fuchs (2006) to study the same subject in India [Shingal, and Fowkes, 2002]. Ravibabu has considered three modes of intermodal transport - railroad, road and bulk - and has used the nested logit model to model the transport of exports in Delhi-Mumbai corridor [Ravibabu, 2013]. In recent years, several researchers have compared the efficiency of data mining models with logit and probit models. Abdul Wahab and Sayyed have compared the efficiency of neural network model in vehicle selection (truck or train) with that of logit and probit models. Their study has reported that neural network models are as efficient as logit and probit models [Abdelwahab and Sayed, 1999]. Sayyed and Razavi have also compared the efficiency of neural networks with that of neuro-fuzzy algorithms and logit models, and have shown that data mining algorithms have the same classification accuracy as logit model [Sayed and Razavi, 2000]. Tortem et al. have also evaluated the performance of logit model, neural network, and fuzzy neural network in modeling the vehicle selection for inter-city transport in four different countries. This research has reported that neuro-fuzzy algorithm is the best means of selection [Tortum, Yayla, and Gökdağ, 2009]. Zhih et al. have used logit model, decision trees, and neural networks to model the vehicle selection decisions made by travelers before business trips. The dependent variables used in their models were five different modes of travel, and their results showed that the decision tree can outperform the logit model [Xie, Lu and Parkany, 2003]. Rashidi and Mohammedan have also used CHAID decision trees in a hierarchical setup to predict the frequency of family travels and their vehicle of choice [Rashidi, and Mohammadian, 2011]. The main

purpose of this study was to identify the most important variables affecting the selection of containerized freight transport and non-containerized freight transport options by applying decision tree models on the road freight movement and a set of variables describes the differences between these two options. The product owners by assessing various factors such as Costs of containerized transport (including shipping cost, demurrage costs, the cost of returning empty containers, etc.), Costs of non-containerized transport, the lack of empty containers and existing facilities at origin and destination, select one of the

containerized transport and non-containerized transport options. Therefore, in this study a set of the most important differences between these two options have been identified and some appropriate variables have been defined. One of the most widely used methods in modeling the decision problem, is using decision tree. Therefore by using decision tree, the most important variables affecting the choice of container in the country have been identified and some recommendations have been to strengthen the container transport in Iran has been proposed.

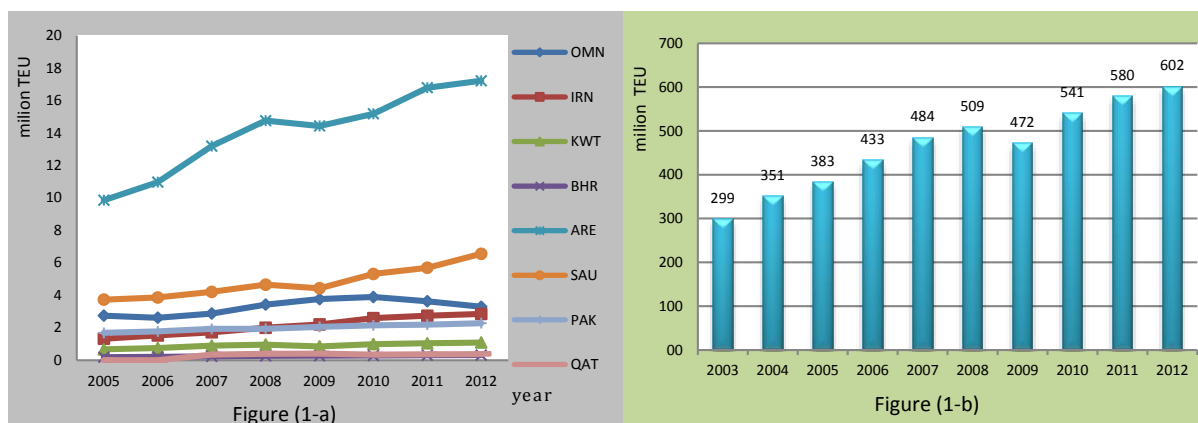


Figure 1. The volume of global intermodal transport during 2003-2012

2. Raw Data

The sources of statistical data collected for analysis and modeling are shown in Table 1. The data regarding Iran's intermodal transport were collected through a variety of procedures from Iran's road maintenance organizations, railway organization, customs administration, and shipping and ports organization. Iran's shipping and ports organization publishes an annual report containing the statistics regarding all containers entered or left the country. Iran's road maintenance organizations and railway organization issue separate bills of lading for transport of containerized cargo between ports and inland destinations. Transportation of containerized cargo in Iran can be classified into three categories: exports, imports and

domestic transit. Import and export of containerized cargo through land borders are only recorded via international bills of lading issued by either road maintenance organization or railway organization, and import and export of containerized cargo through maritime borders are recorded via domestic bills of lading [Mohri and Haghshenas, 2015]. According to statistics of Road Maintenance and Railway Organization, in 2013, containerized cargo constituted only 1.6 percent of Iran's total internal freight transport and the total quantity of containerized freight transported via roads and railroads were limited to about 6.5 million tons.

Comparing the data of road maintenance

Modeling the Container Selection for Freight Transportation: Case Study of Iran

organization, railway organization, and shipping and ports organization showed that containerized freights transported toward the ports constitute only 19 percent of total containerized exports, and only 23 percent of cargos imported in containers proceeded to inland destinations within the same form. Table 3 shows the details of this information.

The reason behind the mismatch between data of road maintenance and railway organizations and that of shipping and ports organization regarding containerized exports is the lack of containerization at the primary source; this means that cargos to be exported are often transferred to ports by means other than modal containers, and there they must be reloaded for shipment. In the case of containerized imports, the mismatch between data of road maintenance and railway organization and that of shipping and ports organization can be attributed to a process known as stripping of containers. For several reasons, the owners of cargo tend to strip the imported containers and reload the goods to normal trucks, which then haul the cargo to all inland destinations.

As Table 2 shows, more than 92 percent of containerized cargos were transported via

roads, so the data pertaining to domestic bills of lading issued by road maintenance organization was used as the basis of modeling. Moreover, the data collected from railway organization lacked packaging codes and only mentioned the name of containers in the column specifying the cargo type. The data collected from other organizations were used to check the accuracy of primary data and to prepare other variables of the model. The data of road maintenance organization included origin, destination, type of cargo, type of packaging, transportation tariffs, etc. As Table 4 shows, the major containerized cargos included commodities such as iron ore, rice, auto parts, various types of paper, and plastic products.

To model the selection of containerized transport for road-based transportations, commodities were divided into two categories: highly containerizeable commodities, and non-containerizeable commodities. Highly containerizeable commodities are those that were transported by containers, or those whose origin and destination had a record showing the transport of more than 100 tons of that commodity in containerized form.

Table 1. The raw data used in the study

Source	Data
Road Maintenance Organization	bills of lading and corresponding packaging codes issued during 2013 and 2014
Railway Organization	bills of lading issued during 2013 and 2014
Road Maintenance Organization	import, export, and transit statistics for years 2013 and 2014
Customs Administration	Statistics concerning the temporary entry of containers for years 2013 and 2014
Customs Administration	import and export statistics of different customs offices, plus the method used abroad for transport
Shipping And Ports Organization	Statistics concerning the import and export of containerized cargos from/to all Iranian ports for years 2013 and 2014

Table 2. The overall quantity of containerized cargo transported via roads and railroads

Year	Mode of transport	Cargo transported via containers (million tons)	Total cargo transported (million tons)	The share of containerized cargo in total transport	The share of method of transport in total containerized transport
2013	Road	6.07	380.93	1.6 percent	92 percent
2013	Railroad	0.52	30.26	1.7 percent	8 percent

Table 3. The volume of containerized cargo transported via roads and railroads to/from ports in comparison with volume of containerized imports and exports

Year	Category	containerized cargo transported via roads and railroads to/from ports (million tons)	containerized imports and exports (million ton)	The share of intermodal transport
2013	imports	2.7	11.5	23%
2013	exports	1.5	7.7	19%

Table 4. The major containerized cargos transported in Iran

No.	Commodity Name	Weight (tons)	No.	Commodity Name	Weight (tons)
1	iron ore	426383	8	service machinery	142261
2	rice	380610	9	electrical appliances	114084
3	auto parts	265258	10	heavy machinery parts	104849
4	various types of paper	216441	11	various types of cardboard	103311
5	plastic products	212405	12	wool and synthetic fibers	94915
6	construction aggregates	173111	13	subgroups of household appliances	88716
7	retail products	156956	14	plastic raw materials	80808

3. Decision Tree Classification

The widely-known classification techniques include decision trees, Bayesian classifiers, conditional classifiers, SVM algorithms, similarity-based classifiers, regression methods, genetic and fuzzy algorithms, and neural networks, but this study used the decision tree classification for its adjustability and accuracy [Esmaili, 2014]. Decision Trees are a form of data mining models that can be used as classifiers and regression finders. As their name implies, each decision tree is made up of a number of nodes and branches. In a classifier tree, each leaf represents a class, and other nodes (non-leaf nodes) represent one or more decision-specific attributes.

3.1 Attribute selection criteria

The attribute selection criteria considered for building the decision tree are briefly introduced below:

3.1.1 Information Gain:

Information Gain is one of the best-known measures commonly used for building decision trees. This measure is itself based on another factor called entropy.

$$\begin{aligned} \text{Information Gain}(A) &= \text{Entropy}(D) \\ &\quad - \text{Entropy}_A(D) \end{aligned} \quad (1)$$

In this formula, which calculates the information gain of attribute A, D denotes the data set, and:

$$\text{Entropy}(D) = - \sum_{i=1}^c P_i \times \log_2(P_i) \quad (2)$$

$$\begin{aligned} & \text{Entropy}_A(D) \\ &= - \sum_{j=1}^V \frac{|D_j|}{|D|} \times \text{Entropy}(D_j) \end{aligned} \quad (3)$$

In the above formulas, C denotes the number of class labels in dataset, P_i is the probability of a sample belonging to the class i, V denotes the number of members in the domain of attribute A, and D_j represents that part of the primary data whose attribute has the value V_j . Also, |D| denotes the size of the dataset D.

3.1.2 GINI Index

The GINI Index of dataset D could be calculated via the following formula.

$$\text{Gini}(D) = 1 - \sum_{i=1}^C P_i^2 \quad (4)$$

where C is the number of classes in dataset, and P_i is the probability of a sample belonging to the class i. For each attribute, this index injects a binary split into the tree. When dataset D is divided (with respect to attribute A) into two subsets D_1 and D_2 , we have:

$$\begin{aligned} \text{Gini}_A(D) &= \frac{|D_1|}{|D|} * \text{Gini}(D_1) + \frac{|D_2|}{|D|} \\ & * \text{Gini}(D_2) \end{aligned} \quad (5)$$

All states of binary classification must be considered for all attributes and after calculating the Gini index for all states, the minimum obtained value must be selected. In other words, ultimately the attribute with the lowest Gini index will be selected for the current node of decision tree. We can also select the attribute that maximizes the degree of impurity; this parameter can be calculated via the following formula:

$$\text{Gini}(A) = \text{Gini}(A) - \text{Gini}_A(D) \quad (6)$$

3.1.3 Gain Ratio

Gain Ratio, which in fact normalizes the information gain, is expressed as follows:

$$\begin{aligned} & \text{GainRatio}_A(D) \\ &= \frac{\text{InformationGain}(A)}{\text{Entropy}_A(D)} \end{aligned} \quad (7)$$

When the denominator of above formula is

zero, this criterion is not definable. Previous measures are skewed toward attributes with greater domains. In other words, these measures will always favor the attributes with greater values over those with lower values. So it seems that a measure should normalize these criteria. It can be shown that the use of Gain Ratio provides model with levels of accuracy and sophistication surpassing those provided by Information Gain. The problem associated with the use of this measure is the manner of finding breakpoints for continuous (numerical) datasets with large number of distinct values; however the same weakness can also be attributed to information gain. The other attribute selection criteria include Likelihood Ratio and DKM.

3.2 Decision Tree Algorithms

There are several algorithms for building decision trees, the most important of which are discussed below.

3.2.1 ID3 Algorithm

ID3 is one of the simplest decision tree algorithms that use information gain as selection criteria. This algorithm has two termination conditions: i) the remaining samples all belong to a single class, and ii) the highest calculated information gain is not greater than zero. This algorithm does not utilize any pruning technique and can accept numeric attributes and incomplete data as input [Esmaeili, 2014].

3.2.2 CART Algorithm

This algorithm produces a binary decision tree, where each internal node has exactly two branches. This algorithm uses information gain and Gini Index as selection criteria, and also utilizes a pruning technique. The important feature of CARD is its ability to produce regression trees where leaves estimate a real number instead of a class label [Esmaeili, 2014].

3.2.3 CHAID Algorithm

Since 1974, researchers of applied statistics have developed several algorithms specifically designed to build decision trees; these included

THAID, MAID, AID and CHAID algorithms. CHAID algorithm was originally designed for nominal variables. This algorithm can use different statistical tests based on the type of class label. This algorithm terminates when it reaches a predefined maximum depth or when the number of samples in the current node is less than a defined minimum. Unlike the CART algorithm, in this algorithm each node can be divided into more than two nodes. The CHAID algorithm does not use any pruning technique and can check and control the incomplete values [Esmaeili, 2014].

3.2.4 QUEST Algorithm

This algorithm provides a dual classification approach for building decision trees. This technique has been developed to shorten the time of building CART trees and the skew of their solutions in presence of continuous descriptive variables. QUEST uses a set of rules based on tests of significance to evaluate the descriptive variable determining the split. In this method, homogeneity of data at each node is calculated based on inter-group and intra-group variances and the corresponding F-statistics [Kass, 1980].

3.2.5 C5 Algorithm

C5 algorithm is an improved version of C4.5 and ID3 algorithms [Quinlan, J. R. 2014]. It organizes the nodes based on their Information

[Kotsians, 2007]. In this method, sample homogeneity in represented by entropy index. So to calculate the information gain, we need to first calculate the entropy.

$$Entropy(D) = - \sum_{i=1}^c P_i \times \log_2(P_i) \quad (8)$$

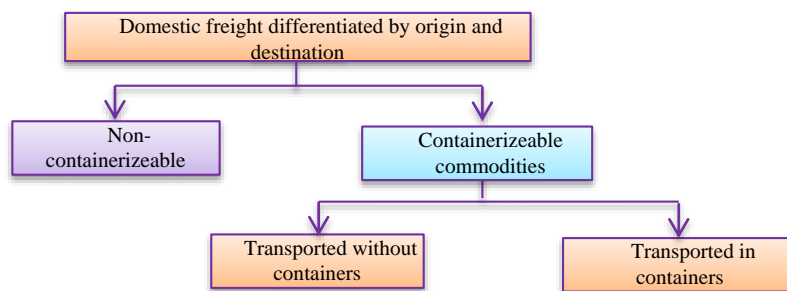
Entropy represents the purity of data with respect to a given option, and information gain determines the effect of a variable in classification process. Information Gain (D, A) pertaining to variable A and data D is calculated via the following formula:

$$Gain(D, A) = Entropy(D) - \sum_{j=1}^v \frac{|D_j|}{|D|} \times Entropy(D_j) \quad (9)$$

Each variable appears only once in each tree branch. Tree growth continues until all variables gather in a single branch or until all samples appear in a node belonging to a single category.

4. Modeling

Figure 2 shows the schematic framework of the model representing the tendency to use containers as the means of road-based transport. This model, hereafter called containerized transport model, is based on data pertaining to domestic bills of lading issued (by road



Gain and is a common tool for selecting the split variable in tree development process

maintenance organization) for highly containerizable commodities.

Figure 2. The schematic framework of containerized transport model

Table 5. Variables defined to build the decision tree

No.	Variable name	Method of determination
2	Costs of containerized transport	Analysis of bills of lading (2013), customs data (2013), and data collected from trading companies, cargo owners, and ports notifications about the cost of demurrage, tariffs, etc.
3	Costs of non-containerized transport	Analysis of bills of lading (2013), customs data (2013), and data collected from trading companies and cargo owners
4	Perishable commodities	Analysis of bills of lading (2013) with emphasis on type of transported commodity
5	Breakable commodities	Analysis of bills of lading (2013) with emphasis on type of transported commodity
6	Valuable commodities	Analysis of bills of lading (2013) with emphasis on type of transported commodity
7	Distance	Reports of Iran's road maintenance organization (2013)
8	origin/destination being a port	Identification of eligible port cities based on reports published by Iran's shipping and ports organization
9	origin/destination being an international border	Identification of eligible border cities using GIS maps
10	Weight and value of exports and imports of origin/destination province	Import-export reports (2013) published by customs administration

The work started by collecting the data pertaining to containerizable commodities from the bills of lading to define the variables affecting the view of cargo owners, transport companies and experts about the selection of containers as the method of road-based freight transport. According to general opinion of these groups, factors such as type of cargo, total cost of containerized and traditional transit, nature of cargo (export, import or domestic) etc. are the most important criteria affecting the selection of containers as the means of transport. On this basis, variables of Table 5 were defined to describe these factors.

Output variable was considered to be a discrete variable with two values: one (containerizability of commodity) and zero (non-containerizability of commodity). Other variables were added to the model based on data described in Table 4.

4.1 Costs of Containerized Transport

The cost of containerized transport (in ton-kilometer) included the loading costs at the origin, the cost of transit to destination, unloading costs, the cost of loading, returning,

and unloading the empty containers, and a demurrage cost, which was calculated based on round-trip time.

4.2 Costs of Non-Containerized Transport

The cost of non-containerized transport (in ton-kilometer) included the loading costs at the origin, the cost of transit to destination, unloading costs, plus a strip cost if cargo was imported from a maritime border. The cost of transit to destination was calculated based on transport tariffs listed on bills of lading.

5. Modeling Results

After extracting the data of containerizable commodities and determining the method used for transportation (with or without containers) other variables were added to the rows of data based on origin, destination and type of cargo transported by containers. To build the decision tree, a database containing 20,762 rows of data was imported into the SPSS CLEMENTINE 12 software. An instance of data prepared for modeling is shown in Table A1 of Appendix.

All decision tree models were developed through two phases, training and testing, using CandR, QUEST, CHAID and C5 algorithms. Results obtained by each algorithm are shown in Table 6. The fourth column of this table shows the impact of most important variables on the model.

Based on these results, the pruned C5 model has provided the best combination of accuracy and simplicity and the variables identified by this method seem to be more acceptable; meanwhile, the highest accuracy has been achieved by typical C5 model. These results showed that the model developed by C5 algorithm is the best model for estimating the containerized or non-containerized transport of cargo. The model developed via pruned C5 algorithm is shown in Figure A1 of Appendix.

The rules of the developed decision tree are as follows:

- The first node is related to costs of containerized transport.
 - If the cost of containerized transport is less than 138.7 Tomans per ton-kilometer, containerized and non-containerized transport constitute, respectively, 94% and 6% of total transit. As a result this is an end-node that leads to selection of containerized transport.
 - If the cost of containerized transport is higher than 138.7 Tomans per ton-kilometer, this node is an intermediate one and leads to another node checking that whether destination is a port.
- At the second node, if destination is a port city, this node is an intermediate one and leads to another node checking that whether commodity is perishable.
- At the third node, if commodity is perishable, containerized and non-containerized transport constitute, respectively, 61% and 39% of total transit (perishable products are more likely to be transported by containers) so this end-node leads to selection of containerized transport.
- When commodity is not perishable, containerized and non-containerized transport constitute, respectively, 24% and 76% of total transit; so this is also an end-node but leads to selection of non-containerized transport
 - If destination is not a port city, this node leads to fourth node, which checks the status of distance.
- When distance is less than 352 kilometers, only 19% of freight are transported by containers and 81% are transported by traditional methods (the use of containers for long distances is more common). This is an end-node that leads to selection of non-containerized transport
- When distance is more than 352 kilometers, this node is an intermediate node, which leads to another node that checks the value of exports of destination.
 - If value of exports of destination is less than 14000 dollars, containerized and non-containerized transport constitute, respectively, 24% and 76% of total transit. This is an end-node that leads to selection of non-containerized transport
 - When value of exports of destination is more than 14000 dollars, this node is an intermediate one and leads to another node checking that whether commodity is valuable.
 - When transported commodity is valuable, containerized and non-containerized transport constitute, respectively, 70% and 30% of total transit, so the node leads to selection of containerized transport
 - When transported commodity is not valuable, the fraction of freights transported by container decreases to 38% against 62% transported by traditional methods, so the node leads to selection of non-containerized transport.

Table 6. An instance of data prepared for decision tree based modeling

No.	decision tree algorithm	Depth of the tree	The effective variables (the extent of effect)	Correct prediction (%)	
				Test phase	Test phase
1	CandR	4	Perishable commodities (49%), distance (26%), destination (15%), type of commodity (8%) origin (2%)	78.11	70.24
2	CHAID	5	Perishable commodities (35%), breakable commodities (32%), distance (20%), the value of exports of origin (5%)	78.16	71.01
3	QUEST	5	the weight of exports of origin (37%), the value of exports of origin (36%), type of commodity (13%) perishable commodities (10%)	76.61	69.18
4	C5	8	Perishable commodities (30%), container tariffs (23%), distance (18%), breakable commodities (11%), destination (7%), destination being a port (7%), valuable commodities (2%)	79.87	71.89
5	Pruned C5	5	Container tariffs (29%), destination being a port (26%), distance (21%), perishable commodities (21%) and value of export of destination (4%)	78.18	71.45

6. Conclusion

This study used, CHAID, QUEST, C5 and C\$R algorithms to develop a decision tree to determine the tendency toward containerized mode of transport in road-based transportations. The results showed that the decision tree built via full C5 algorithm provides the best accuracy; the disadvantage of this algorithm however was its great size, which was eliminated to some extent by pruning. The resulting pruned C5 model has a slightly lower accuracy but provides the best combination of accuracy and simplicity. The most important variables affecting the model were the cost of containerized transport (C_Tariff), the status of destination (whether it is a port) (Mg_port), distance (Dist), perishability of transported commodity (Spoil), and value of exports made by destination (Export mg \$). Model was able to predict 78.14% of the data correctly. High-value and perishable commodities had the greatest potential for containerized transport. The most important policy factors that could affect the decision of cargo owners to use containerized transport are tariffs on this mode of transit and the status of destination (whether it is a port). Policies that could encourage cargo owners to use intermodal transport include setting a lower tariff on container handling, reducing the cost of loading and unloading, increasing the port facilities supporting the containerized transport, adjusting customs, and development of dry ports.

7. References

- Abdelwahab, W. and Sayed, T. (1999) "Freight mode choice models using artificial neural networks", *Civil Engineering Systems*, Vol. 16, No. 4, pp. 267-286.
- Degerland, J. (2011) "Containerisation International Year Book", source: Baird Maritime, April, 2011. Website: www.informacargo.com/ciyb
- Esmaeili, M. (2014) "Concepts and methods of data mining", Iran: Green Publishing E-book", First Edition.
- Fowkes, A. S., Nash, C. A. and Twedle, G. (1991) "Investigating the market for intermodal freight technologies", *Transportation Research Part A*, Vol. 25, No. 4, pp. 161-172.
- Kass, G.V. (1980) "An exploratory technique for investigating large quantities of categorical data". *Applied statistics*, Vol. 29, No. 2, p. 119.
- Kotsians, S. B. (2007) "Supervised machine learning: A review of classification techniques", Vol. 31, No. 3, pp. 249-268.
- Mohri, S. S. and Haghshenas, H. (2015) "Analysis of container transportation in Iran: The current status and the approaches to increase the utility of rail transportation",

- M.Sc.Thesis, Isfahan University of Technology.
- Ortuzar, J. D. and Palma, A. (1988) "Stated preference in refrigerated and frozen cargo exports", Simplified Transport Demand Modelling, Perspective 2, PTRC, London.
 - Quinlan, J. R. (2014) "C4. 5: programs for machine learning", USA: Elsevier.
 - Rashidi, T. H. and Mohammadian, A. (2011) "Household travel attributes transferability analysis: application of a hierarchical rule based approach", Transportation, Vol. 38, NO.4, pp. 697-714.
 - Ravibabu, M. (2013) "A nested logit model of mode choice for inland movement of export shipments: A case study of containerised export cargo from India", Research in Transportation Economics, Vol. 38, No. 1, pp. 91-100.
 - Sayed, T. and Razavi, A. (2000) "Comparison of neural and conventional approaches to mode choice analysis", Journal of Computing in Civil Engineering, Vol. 14, No. 1, pp. 23-30.
 - Shinghal, N. and Fowkes, T. (2002) "Freight mode choice and adaptive stated preferences", Transportation Research Part E, Vol. 38, No. 5, pp. 367-378.
 - Tortum, A., Yayla, N. and Gökdağ, M. (2009) "The modeling of mode choices of intercity freight transportation with the artificial neural networks and adaptive neuro-fuzzy inference system", Expert Systems with Applications, Vol. 36, No. 3, pp. 6199-6217.
 - UNCTAD (2012) "Review of maritime transport", source: United Nations Conference on Trade and Development, 04 Dec 2012, 196 pages, Website: www.unctad.org
 - Vieira, L. F. M. (1992) "The value of service in freight transportation", PhD Thesis. Massachusetts Institute of Technology, Cambridge, MA. USA: MIT Libraries.
 - Winston, C. M. (1981) "A multinomial model for prediction of the demand for domestic ocean container service", Journal of Transport Economics and Policy, Vol. 15, No. 3, pp. 243-252.
 - Xie, C., Lu, J. and Parkany, E. (2003) "Work travel mode choice modeling with data mining: decision trees and neural networks", Transportation Research Record: Journal of the Transportation Research Board, Vol. 1854, pp. 50-61.

Appendix

Table A1. an instance of data prepared for modeling the selection of containers as the means of transport

Origin	Destination	Containerized	packaging	Product ID	Weight (tons)	Tariff on containerized transport (Rial)	Tariff on non-containerized transport (Rial)	Origin is an international border	Origin is a port	Weight of exports made by origin (tons)	Value of exports made by origin (dollar)	High-value commodities	Perishable commodities	Breakable commodities
Khaf	Bandar Abbas	0	Bulk	313	1533822	897	726	0	0	766757	133534	0	0	0
Savojbolagh	Karaj	0	Bags, envelopes, Sacks	331	175631	3549	2518	0	0	54744	6061	0	0	0
Varzeghan	Tabriz	1	Container	316	162653	2989	2246	0	0	550191	56067	0	0	0
Bandar Abbas	Tehran	0	Roll	750	128510	940	692	1	1	26692158	459256	0	0	0
Tehran	Bandar Abbas	1	40-foot container	550	117846	1583	747	0	0	986772	201616	1	1	1
Savojbolagh	Tehran	0	No packaging	334	113164	2173	1567	0	0	54744	6061	0	0	0
Savojbolagh	Zanjan	0	No packaging	334	91022	933	625	0	0	54744	6061	0	0	0
Bandar Abbas	Bam	1	40-foot container	580	78860	3020	3731	1	1	26692158	459256	1	0	1
Tehran	Bushehr	1	40-foot container	550	74941	381	678	0	0	986772	201616	1	1	1
Bushehr	Tehran	1	20-foot container	750	69146	1401	950	1	1	7793560	590063	0	0	0
Tehran	Mashhad	0	Other	920	66894	530	429	0	0	986772	201616	0	0	0
Tehran	Shiraz	0	Other	920	46515	496	338	0	0	986772	201616	0	0	0
Bandar Abbas	Isfahan	0	Bags, envelopes, Sacks	130	40610	934	769	1	1	26692158	459256	0	0	0
Bam	Bandar Abbas	1	40-foot container	550	30133	2961	2590	0	0	240910	34588	1	1	1
Bandar Abbas	Shiraz	0	Bags, envelopes, Sacks	130	24318	1270	1127	1	1	26692158	459256	0	0	0

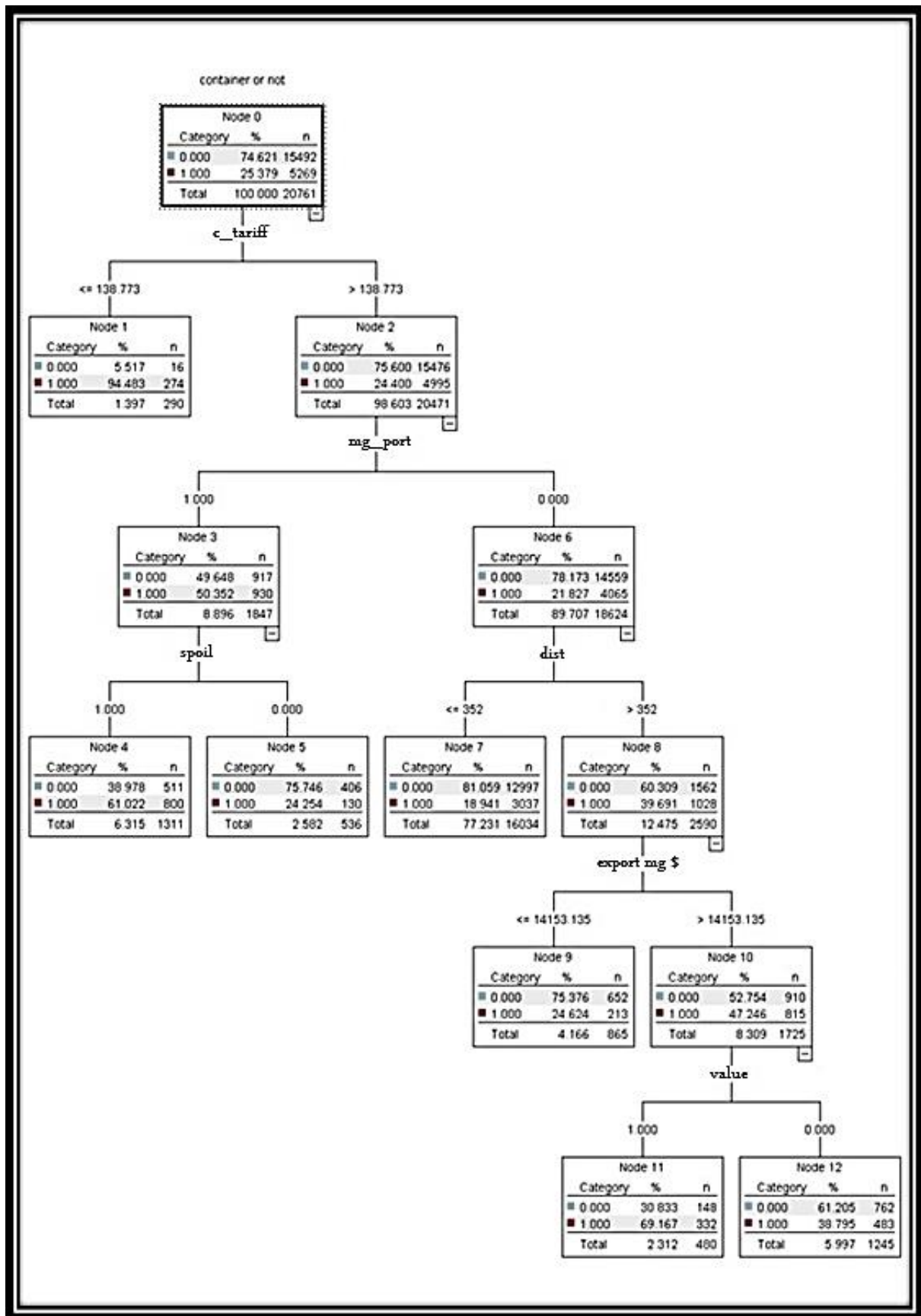


Figure A1. An overview of the decision tree model developed via pruned C5 method