



TMTA November 2017 Membership Meeting

November 14, 2017

Norfolk Waterside Sheraton

Meeting called to order at 6:15pm

Pledge of Allegiance – Marilyn Ryan (MR)

Marilynn opened meeting with some general announcements and introductions by table. She then discussed the website and info contained therein. Encouraged members to check it out.

MR asked FB to present the 2017 slate of officers

Continuing in their current role

- Marilyn Ryan - President
- Marguerite Bates-Frier - First VP
- Chris Columbus - Second VP
- Nicole Sapienza - Treasurer
- Charles Glover – Secretary
- Frank Borum - Past President/Director

Finishing last year of 2 year term:

- Ed O'Callaghan
- Tommy White
- Bill Jackson
- Larry Ewan

New 2 year terms:

- Stacey Gilliland
- Allen Campbell
- Bob Eveleigh
- Danny Glover

TMTA has been working for its members lately on many issues, such as tolling problems with ERC, resurrecting the Pier Committee to meet with Port leadership about pressing issues like extended PMT gate hours, congestion, and other operational issues. We are having a membership drive for 2018; by Feb

1st our goal is to have 125 members, up from 75 in 2017. We work for you, if you have issues, bring them to us!

Marco DiFlorio conducted his presentation. Dinner service began @ 6:35, meeting resumed at 7pm.

Marilynn introduced Cory McCray from TCC who went over

- Their programs and government funding available to students for workforce readiness needs. Truck driving school – showed a recruiting video for trucking students showcasing the education the students receive in this industry. Truck driving program, graduated more than 200 students last couple of years.
- Can customize a training solution for your company.
- TCC needs a truck donation and asked for our members consideration. Million-dollar campaign to fix our fleet and buy 6 newer trucks.
- Forming a \$500,000 scholarship to allow students to receive CDL education without financial aid being a barrier. Would your company be interested in investing in this scholarship?
- Also needs ideas for meeting their fundraising goals, doesn't know our industry.
 - SG asked that they teach them our language, connections were made so TCC can understand our needs and tailor their education to industry.
 - BB? Asked what happened to all those go green trucks that were scrapped, can you receive those? TCC welcomed idea and people will look into legalities of taking these outdated trucks and get back to TMTA.
 - MR acknowledged the insurance requirements for 2 years' experience means we can't hire TCC grads right out of school Realizing this is an issue for our members, we have a committee working with insurance companies, the school, the drayage community to find a better solution to this problem.
 - Dialogue is now open between trucking community and TCC, please continue.

Marilynn then introduced Vance Griffin, Art Ellerman, Max Sanders, Pete Trocchiano, Shawn Tibbets. They then presented an Operations Update

Marilynn introduce the Port officials who will give us an update, questions to follow presentation.

Vance Griffin – Communication key, MC Nov 29th, inland trans meeting soon – Operations centric presentation.

Topics tonight:

HRCPII/Tri-Axle

Art-empty reefers out of VIG, creating one additional stack over there. 20s/40s in that location. Availability good right now. Billing on chassis, how does Tri-Axle work? Chassis, gensets and the ship lines were discussed, can we get a matrix of gensets for ship lines, so we can direct our driver better. RSA-lot of activity all the sudden, yes, but it pulls volume off terminals, give us yard space back and moves traffic. Gensets is an area we need to look into, good suggestions.

Trucker Reservation

Starting at NIT soon, establishing guidelines now. Introduced Nancy Christian, this is her full time project, she is your dedication liaison.

EOC - how do we know favoritism doesn't exist? What happens when terminal can't meet appointments? VIT said this wouldn't be implemented without the truckers input, and yet it has been. To date no input has been solicited. Should stop moving forward until you have solicited input and considered it. Vance says they are reaching out and trying to reconnect and get input. Off line conversation to ensue.

NS-Reservation system going live sometime...will work at both gates eventually right, N & S? NIT March, May for VIG. Test users are operating in it now, ask to become one. Wrote this interface based on your feedback. Mentioned some errors folks are seeing, bugs are being worked out.

NIT Construction

Max-increasing capacity at VIG and NIT. 30 stacks, 1 over 5

Showed staging plan, see presentation for diagrams

3 services in S-NIT going to the North, 2 services from S-NIT going to PMT.

Went over construction traffic pattern

T-9-chassis staging area after Thanksgiving

NS-How many lanes coming into CSA, bobtail lane? no answer

Putting up jersey walls for traffic pattern or not, not yet, waiting to see traffic flow first. Will terminal hours change? Probably not. Longer gate hours at PMT? Pete doesn't want to change gate hours due to adding RTG and more gate lanes, easing congestion. Members disagree.

Frank-to Larry Bachtell - will this increase ILA workforce? Conversations ensuing. Lots of automation and will be challenging. If gate hours are extended, they will man them. If need to hire new folks, might consider it, takes while to bring new hires up to speed, so return will be slow. Struggles to decide whether to beef up labor force and potentially have a slow down later and lay off workforce or just try to push through with what they have doing best they can.

VIG Update

Vance Griffin - Pier Committee-to prep for looked at yard optimization. Realigned the stacks today and that effort will increase efficiencies. Thanks you for your patience and the lost 9 hours of gate time.

Heard POV wasn't doing a good job with customer service communicating about the high volume, having a hard time keeping up with volume.

RMG maintenance-service ability of cranes, laser inspections, gantry speed increase 10-15%, Knows when turn times are tough, need all cranes up and running. RMG retrys-reduced # of times before it goes to a human to correct, so that is underway.

N. Sapienza - Is there a publication/email/phone # we can use for major damages vs. minor damages?

S. Yea- too many inconsistencies. Running folks around rejecting us without good reason. Need better guidelines. ILA nasty to drivers.

Issues seem to be a problem for ILA. They are lacking in training of who is responsible for what and not giving our drivers the run around. Max asked for specific example from NS and Larry to see where they need to train.

ELDs and geofencing will become an issue soon and something we will have to start looking at in 2018. We can measure everyone's performance almost with the technology at our hands.

Increasing hours on the phone, why...no one answers at 3am, even if you say the phone lines are open.

With all the tracking mechanisms on place at the POV, why aren't you more proactive in seeing a driver has been on your facility for 2-3 hours and researching what is wrong? Why do we have to call that in to you? Seems like you could intercede. There is an alert system, why aren't you using it? POV - New technology has a lot of capabilities they are just now discovering.

MR - On weekends productivity levels drop. People need more training. EOC, how can ILA help us get these things moving? Forget contract negotiations, how can you help us? Larry, no different pricing, transparent pricing. Labor allocations is dictated by volume. Sometimes you have tons of labor no one is using. It's a balancing act we are still working out.

Vance-Have to stop moving to wrong stacks when we can't service your original ticket. This is always to the detriment of the stack and the yard. Work we are doing tonight is to give health back into the yard.

Meeting adjourned at 9:00pm after the 50/50 raffle.