

Chairman: Frank Borum
Vice Chairman: Danny Glover
Facilitator: Kara Matzko

Those in attendance were:

Benjamin Brent, Bob McNichols, Dale Ledbetter, Danny Glover, Stacey Bolen, Chris Columbus, Nicole Sapienza, Brenda Woods, Neil Boothby, Marilynn Ryan, Tommy White, Bob Eveleigh, Bill Jackson, Jake Darrell, Corey Ricks, George Berry, Jim Diaz, Kit Chope, Tiffany Green, Brian Bashara, John Jackson, Tom Capozzi, Vance Griffin, Art Ellermann, John Brady, Mark Higgins, Daniel LeGrande, Joseph Ruddy, Mark Thorsen, Pete Trocchiano Greg Edwards, Eric Casey, Larry Ewan, Kara Matzko

Kara opened the meeting with the safety briefing and introductions. Mr. Danny Glover called the meeting to order, in Frank Borum's absence, and asked for confirmation of previous minutes, which were accepted unanimously.

Tom began the meeting with some Port Stat information eluding to Ocean Carrier contract negotiations in Europe with CMA – CGM and MSC. He also mentioned the JOC TPM Conference held on the West Coast, where The Port of Virginia was all the buzz, being that they announced the MOU that was signed with The Georgia Port Authority, to share best practices. The Cosco Development will be the first >13,000TEU vessel to ever call the East Coast and POV is the first call in! TEUS are up almost 7% with double digit growth in import loads at 11.4% and exports growing by 8.6%. Total truck containers have been on the rise since November and the Richmond barge volumes continue to be strong.

Mark Higgins was the first presenter with a PowerPoint presentation on the new PRO-PASS/ RFID update. He mentioned that this technology is widely used at both NIT & VIG for truck identification at OCR portals, gate lanes, and turn time calculation. The new Wherenet software utilizes active technology versus passive and has had close to 100% success rate on both internal and external trucks. This is accepted technology with other marine terminals on the East Coast utilizing it. Mark also walked through the community on the PRO-PASS portal that they will be visiting to register trucks within their fleet and having RFID tags shipped to them. It was mentioned a number of times that the opening of the new North Gate complex will be when these RFID tags should be installed on the trucks if they want to use that new gate. Mark stated he will be happy to go to Motor Carrier to present the information in person to walk them through the process. The PRO-PASS manual was giving to all of the Motor Carrier Community participants in today's meeting: Presentation Attached

Concerns from Motor Carrier Community:

1. Placement of the RFID- reads most efficiently and accurately on the driver side mirror, to reduce mis-reads, POV will work with drivers if they do not want to mount in that location.
2. RFID used to capture times when drivers traverse through OCR portals- per Mark this more than likely can be captured.
3. RFID used to assist drivers that are in incorrect transfer zones- hoping to utilize the technology to assist with this, have a clear red or green light that the driver can see from truck.
4. Cost to driver- \$25 for administrative/ shipping, etc. – total cost is \$103, most other ports are charging full price. Believe that there are approximately 5000 trucks in Port that have come through 3 times or more / year.

5. Will there be a pickup location on terminal- initially there was not, but they have decided to keep 100 tags on hand between NIT Port Police station and VIG Driver Assistance booth- most tags currently are being received overnight or within 2 days. This may slow as more drivers begin the process.
6. Will there be a point when the tags are full price to the Motor Carriers- believe this will be sometime at the end of 2017.
7. Companies must police their RFID's and which drivers are associated with their SCAC- does remain to leave some concern that drivers will pull boxes under their SCAC code improperly- much of this should be minimized with the reservation system coming online in upcoming months. Some Motor Carriers wanted there to be a way to remove original SCAC before assigning a second. This will remain an open item for discussion?
8. Tag goes with truck, or company can keep tag and assign in through PRO-PASS portal to another truck.

John Brady gave a brief update on the I-564 Intermodal Connector in reference to the effect it will have on the Motor Carrier Community. As construction commences there will be an impact to NNIT- South of 90th Street and North of Maple Street. The construction will take place on off hours (M-TH 8pm to 3am and weekend closures will not be between 12pm and 4pm). At this time because the timeline of this first construction phase is not finalized (April 30-June 15), we will delay delivering any materials to the community. There is a good website to visit that will assist with some questions as explained by Kit Chope: <http://www.i564intermodal.com/>

Vance Griffin touched on some details about the PPCY converting to the upgraded N4 TOS system and concern that it will be a paperless facility, was explained that is no longer the case. It will, however, be paperless at the VIP in Front Royal when they go live with the upgrade.

PMT update about hours of operation was explained by Vance that while ACL has moved over there from NIT, there are still services that are in the process of being negotiated and determined which terminal they will ultimately be calling. They are keeping all of this data and analysis in mind when determining if/ when extended hours will come into play.

Concerns from Motor Carrier Community:

1. Nicole with Hale stated that if The Port of Virginia would look at a reasonable request and not particularly what all motor carriers would like to see, a 2 hour extended window in the am would help the majority of drivers.
2. It was stated by a number of drivers, including Ron Joyner from Salem, that it is more of an issue of hours of operation that make the difference in operating hours between facilities the most challenging. It will only get more challenging when the ELD's come online on 12/18/17.

The Chassis Service Area at NIT will be reduced during construction at the current location at NIT and will eventually by 8/1/17, will move over to the "old" NCY. There was a question in the past about making a bobtail lane into the CSA but there are only four lanes today so you would essentially be reducing the lanes by 25%, but this could still be looked into and based or adjusted on volumes day to day. There may be chassis kept on the North side of the terminal through construction as well, but the location has not yet been determined.

The empty matrix is being worked on internally to include more satellite areas, currently with one site being where the Hanjin boxes are being stored. These locations have not yet been turned on, but this is in the process currently. This also poses an issue when the only empty pick up location for a ship line is at PMT and the gate hours do not facilitate this. Operations will work with lines to make empty equipment available at the PPCY. One line in question was Hamburg Sud.

There have been additional camera angles set up on the terminals and there was discussion that the angle that they are currently set at, may not be the most telling. Work to move the PMT stack camera to the East slightly to incorporate more RTG's in the shot and to view more of the zone. Also working on panning the VIG CSA camera to the right to have a better view of chassis in that CSA. Art did mention

that the chassis “available” inventories are updated multiple times per day to give an accurate view of equipment at each facility.

A message had been sent out from a ship line stating that they wanted empty equipment picked up at off terminal depots which is causing issues for the Motor Carrier and the Chassis Pool alike. Art reminded the group of the ability to review your pre-bill rentals so that if they are receiving invoicing from the line on bare chassis, to reject the moves. HRCP is also working with another ship line that sent out a message stating that they will no longer be 100% Motor Carrier billing, but that testing has not been completed with HRCP, so they are unable to move to hybrid/ BCO billing at this time, until all shipment data and exceptions have been tested in “the sandbox”.

Kit Chope reiterated the importance of the Green Operator Program and stated that there will be a phased in approach when acquiring money to upgrade the truck engines and it will move from being on 2007-2009 models to 2010 engine models or newer. The current funding is \$1M per year and it will provide up to 50% of the upgrade on the truck.

Open Items:

1. VIG/ IKE shows what terminal a vessel is working at when in the tracking screens. Would like to see this at NIT. It was mentioned that there will be on tracking system soon, at least of NIT & VIG.
2. YM viability- there was concern raised that YM may be having problems. A Motor Carrier had been sent a message from a customer outlining the loss that YM had incurred over the past 2 years. Tom Capozzi mentioned that YM is partially owned by the Taiwan Government and that \$1B had been set aside to pull YM and/or EVG out if anything were to occur financially.