

Vice Chairman: Larry Ewan, Continental Terminals  
Liaison: Greg Edwards, The Port of Virginia  
Recording Secretary: Melissa Fularon, The Port of Virginia

Committee members in attendance:

- Barbara Meinhardt, Kuehne-Nagel
- Brian Jeffreys, CMA-CGM
- Danny Glover, GTL Transport
- Donna Coleman, Norfolk Portsmouth Beltline
- Frank Borum, Atlantic Intermodal
- George Brown, CP&O
- Jim Diaz, MRS
- Larry Ewan, Continental Terminals
- Peter Cooke, Ceres Global
- Steve McGowan, Norfolk Tug
- Tony MacDonald, CSX

Port of Virginia Staff in attendance:

- John Reinhart, CEO/Executive Director
- Artie Ellermann, General Manager, HRCP
- Dave Harriss, Director, Break Bulk & Ro-Ro Sales
- Greg Edwards, Director, Internal & Partner Communications
- John Jackson, Director, Customer Service
- Kara Matzko, Mid-Atlantic Area Manager, Commercial
- Melissa Fularon, Executive Administrative Assistant, Public Affairs
- Michael Brewer, Chief, Port Police
- Tiffany Green, Assistant Director, Terminal Technology
- Travis Hill, Vice President, Container Operations
- Vance Griffin, Vice President, Terminal Services

**I. Call to order**

Greg Edwards called the meeting to order at 8:30 a.m. and provided the safety briefing.

**II. Introductions**

All attendees introduced themselves.

**III. Approval of previous meeting minutes**

The minutes of the February 8<sup>th</sup> meeting were approved as previously distributed.

**IV. Opening Remarks from Vice Chairman**

Vice Chairman, Larry Ewan, led the meeting in Roger Giesinger's absence. Mr. Ewan informed the committee that there would be no "industry segment" presentation this month. George Brown of CP&O agreed to provide a presentation at the June meeting. Larry also mentioned that

Melinda Dollar-Bank would be the new representative serving on the Stakeholder Committee from the Columbia Group. He recognized the hard working efforts of our ILA colleagues and their commitment to our port as we prepare to welcome the COSCO Development on May 8<sup>th</sup>. At the most recent VMA breakfast, Matt Mulherin of Newport News Shipbuilding provided a presentation. The POV may want to consider adding NN Shipbuilding as a representative on the Stakeholder Committee.

## V. Port of Virginia Updates

### a) Commercial:

**Dave Harriss, Director, Break Bulk & Ro-Ro Sales:** Dave provided an overview of port statistics for fiscal year to date, Europe carrier visits, and the TPM Conference. John Reinhart also mentioned that while at the TPM Conference, The Port of Virginia was a hot topic due to the filing with the FMC of the East Coast Gateway Terminal Agreement with the Georgia Ports Authority. The agreement was approved by the FMC on Friday, April 7<sup>th</sup> and went into effect on Monday, April 10<sup>th</sup>. The agreement has received a lot of media attention and will be beneficial in sharing best practices.

It was suggested by Larry Ewan that the port provide a presentation regarding the FMC filing and what it means for our business. Mr. Reinhart agreed that someone from the POV would do so at the next committee meeting.

The COSCO Development will be calling VIG on May 8<sup>th</sup>. This service is a first in call for the POV. Mr. Reinhart informed members of the committee that they would receive an invitation to a harbor cruise on the afternoon of the 8<sup>th</sup> to see the ship up close and personal.

### b) Operations:

**Vance Griffin, Vice President, Terminal Services:** The traditional turn times at NIT have been better than industry standards with the expanded turn times trending down as well (see attached slides). The port continues to move forward with the optimization projects and make use of the space at other terminals to mitigate any disruptions to service.

Vance also provided an update on the expanded gate hours at VIG. The port was very encouraged by the overall affect the expanded gate hours had in bringing down turn times at VIG (see attached slides). We will continue to maintain those hours and advocate for better use of those expanded gate hours.

The turn times at PMT are much better than the industry standard. We will see business at PMT ramp up as the NIT/VIG projects get further underway to distribute and balance the volumes. A request came out of the most recent Motor Carrier Committee in regards to additional gate hours at PMT. The operations team is looking into this request and will communicate that information out to the trade. Vance also thanked the MCC for their feedback and involvement in many initiatives that have been implemented at the terminals.

The port is working with our shipline partners to evacuate empties. We currently have 23,000 empties in the port across all facilities.

Travis Hill commented on the service realignments due to the NIT/VIG projects. All of the 2M services will be at VIG with one or two smaller services at PMT. The Ocean Alliance Far East services will also be at VIG. All of The Alliance services will call NIT with one or two Ocean Alliance services at NIT as well. It is very likely that all of the alliances will have smaller services calling PMT.

**Artie Ellermann, General Manager, HRCP:** The chassis pool utilization is around 81%. The month of April is up 17% compared to the same time last year. At the last meeting, Artie talked about the upgrades to the chassis fleet. The numbers from our leasing company should be in by the end of the month and the analysis will begin to determine the path forward. We are encouraging our chassis supplier to outfit all chassis with radial tires for better performance.

c) PRO-PASS Update / NIT/VIG Projects:

**Tiffany Green, Assistant Director, Terminal Technology:** Tiffany provided a presentation on the new PRO-PASS system and an update on the NIT/VIG projects (see attached presentation). The technology is moving from a “passive RFID tag” to an active RFID tag using the Wherenet hardware. It will be important for drivers to have these new RFID tags if they plan to utilize the NIT North Gate as the Wherenet technology will be active upon opening at the end of June 2017. In addition, placement of the RFID tags on the driver’s truck is equally important. Placement of the RFID tag on the driver’s side mirror has provided the best results and accuracy. At NIT, all four portals in and out at the South Gate and all 16 gate lanes have been equipped with this new technology. The technology has been installed at the North Gate at NIT in all 26 lanes and six portals with testing is still underway. At VIG, the inbound portal has been outfitted with the Wherenet software and the team is working on the remaining gate process.

The PRO-PASS site will be the overall website for the motor carrier community. The motor carriers will be able to manage their truck fleet, sign up and purchase the RFID tags, and account management. When the site is completed, BCO’s and brokers will also be able to utilize the site and receive information regarding their containers.

The total cost of the RFID tag is \$103.00. The cost to the motor carrier will be \$25.00 which takes care of the tag management and the shipping. The port will discount the cost until July 1<sup>st</sup> 2017.

Vice Chairman Ewan requested that the Stakeholder Committee and the Motor Carrier Committee share committee meeting minutes via e-mail. It was agreed that moving forward each committee would work together to share meeting minutes for awareness of topics and issues discussed.

In terms of project updates, at VIG we are working on clearing out the land to build the first set of new stacks and setting down fill material for these areas as well. Work is also beginning on the wharf extension on the water side. Contractors had to relocate some of the electric conduit at the rail yard which was important as it services some of the lights and cameras on the facility.

Following Tiffany’s remarks, a video animation was shown to the committee regarding the NIT optimization project.

d) I-564/Hampton Blvd Update:

**Greg Edwards, Director, Internal & Partner Communications:** The proximity of the I-564 project to NIT will continue to impact the terminal as the project continues to move forward. Between April 30<sup>th</sup> and June 15<sup>th</sup>, VDOT and their partners will begin significant construction work that will impact Hampton Blvd. in proximity to the North Gate and 90<sup>th</sup> Street. At this point in time, this will only be an overnight impact (8:00 p.m. – 3:00 a.m.) and should not affect the operating truck gates at NIT from 5:00 a.m. – 6:00 p.m. The construction zone is well north of Terminal Blvd. and Hampton Blvd. There will be closures on the weekends which could produce a slight impact to the Saturday gate hours at NIT. This portion of the project should be completed by June 15<sup>th</sup>. More information can be found on the project website at: [www.i564intermodal.com](http://www.i564intermodal.com)

In reference to the City of Norfolk's utility project on Hampton Blvd., that project has moved further south down Hampton and not producing any significant traffic issues at NIT.

**VI. Future Initiatives/Open Agenda Items:**

John Reinhart provided a few closing comments. The port has picked up 12 additional acres for container storage near the North Gate at NIT. This additional acreage will be very beneficial when we begin construction on the South end of NIT. Outside of the North Gate there is some property owned by VDOT that the port will take control of while the remainder will be used for the I-564 project.

The State of the Port events will take place on April 24<sup>th</sup> (Hampton Roads), April 25<sup>th</sup> (Richmond) and April 26<sup>th</sup> (Winchester).

The operations team is working very hard with the carriers to balance out the services at each facility as the NIT/VIG projects begin to ramp up.

In addition, Chief Brewer provided an update on the accident outside of NIT involving an individual and a train. The individual is in stable condition and recovering at the hospital.

**VII. Adjournment**

The meeting was adjourned at 9:30 a.m.

Next meeting date: Wednesday, June 14<sup>th</sup>