

MCC Minutes- Meeting 11

Attendees: Corey Ricks, Bob McNichols, Danny Glover, Dale Ledbetter, Marilyn Ryan, Benny Brent, Dale Ledbetter, Bob Eveleigh, George Berry, Cindy Morgan, Mike Davis, Jake Darrell, Dereck Churchill, Ron Joyner Brenda Woods, Frank Borum, Chris Columbus, Bill Jackson Brynn Gordon, Tom Capozzi, Kit Chope, Max Sanders, Justin Dale, John Jackson, Peter Trocchiano, Mark Thorsen, Vance Griffin, Eric Casey, John Reinhart, Lauren Creech, Brian Bashara, Mark Higgins, Tiffany Green, Chris Lambert, Shannon Insley, Art Ellermann

Introduction by Vance of Chris Lambert, who is the new gate manager at VIG. He will be available if motor carriers need him and he had distributed business cards.

Update from Sales: Presentation Attached for review

Thursday Wal-Mart will be here with all of their vendors for a peak season update meeting. Will revert if any changes come out of that meeting.

Loaded container volumes up on both imports and exports which continues to show good growth across the Port. There has been some movement of services from the west coast over to the east coast which could attribute for some of the volume increases. The reshuffling of the Alliances over to PMT has been finalized with a Zim and Turkon service going over. Rail, RMT barge volumes and truck volumes continue to grow as well. Ships are getting bigger and we will see the first 14000 TEU vessel to call on August 28th. There will not be a ceremony for this vessel call, but there will be a press release from The Port of Virginia. It will head back to NY to show off the Bayonne Bridge being lifted, but will only be loading empties out. Since we acquired the ICE status for coffee, we had just under 8000 bags of coffee in Hampton Roads to over 17000 bags now, so we are starting to reap the rewards of the certification. An update at NNMT, showed that last year we had the Fiat Chrysler business, but we are gaining back those lost volumes with our existing customer, Nissan. The team is also working on additional contracts now. Working on the LME application (London Metals Exchange) to make the port more competitive in the metals market and representatives will be visit the port in the upcoming weeks.

We have a new rail service to Harrisburg, PA which we are hoping to be able to target NY business and possibly Philadelphia and Baltimore. The containers will be drayed to Portlock to not mix domestic and international and should give additional work to motor carriers on those moves. There will be HRCP place at that ramp. POV will also be starting a new service with CSX Pittsburgh, PA, to start on September 6th and we will be promoting with ocean carriers and BCO's in that market.

The Carolina Connector Project is still on track to come online in 2019/2010 with the CSX. POV feels there are more positives than negatives since it will help open the entire southern network of locations to the port. Do not get confused by the media stating this is just an advantage to NC. This is going to be a main mixing yard for the CSX which will be fully automated with the majority of traffic, 70% being just a pass through. The railroads are working on shorter hauls since they do not believe the low fuel prices will last forever. We at the port, continue to develop all modes of transit, rail, barge & truck.

PRO-PASS / North Gate update

Mark Higgins thanked the motor carriers for their support of PRO-PASS, because they have been open-minded about testing and utilization of the new north gate. Testing of the new RFID tags has been more accurate with faster, more consistent turn times. There was a goal to distribute 4500 tags and we reached 3227 which is a good number especially since it appears we reached a tipping point now with showing hits on old and new technology. They will start installing RFID readers at VIG as well. There

has been a change to the customer care number for PRO-PASS (877-904-1680) and can be found on the POV website. The old number will be available for the next 30 days.

Justin Dale stated that from an operations standpoint they are getting positive feedback on the turn times at the new North Gate which is helping the overall turn time, with utilization steadily climbing between 18-25%. Yesterday was at a high of 29% of total NIT transactions. Expanded turn times continue to be driven downward at 60 minutes with 2180 transactions. VDOT working hard to complete the I-564 connector in December 2017. Justin would like to continue to receive feedback on how the gate is working for the drivers. It was stated that it will be hard for a driver to utilize the gate when next move is over in Portsmouth, but many drivers like to use it to exit the terminal to avoid trains on the facility.

George Berry stated that the North Gate is a good relief valve, but some drivers are having problems with the biometric finger print readers. Mark stated that if there is a biometric failure, it queues to the Security Station to help drivers proceed through that gate.

The motor carriers asked if there could be an extension on the reduced RFID cost, but that will be hard now, since the cost has already increased and some drivers would have problems since they paid the increased price. Some drivers were also under the impression that they have to have a reservation to use the north gate, but that is not a requirement at this time, only to have the RFID tag. We will work with MARCOM to blast out a text alert about the new gate- what is required and what is not.

There was some confusion from the signage at NIT on where the scales were located at the new North Gate. They are moving scales located inside the portal, but there are plans to have a static scale near the Fire Fighting Station. **May need to remove the signage since it is confusing.**

PMT updates

Zach Clark is working with his team on the efficiency of the equipment, signage, and in the import delivery pads and introduction of satellite lanes for outbound transactions. **This was a soft opening but now we will send a text to have as many drivers utilize as possible.** They will continue to send more exports to the ground on a daily basis, so drivers are asked to follow their tickets more closely. PMT has seen success with Group Code containers, so please if you have containers you can do this with, please forward to Zach or Brian McDonald. Yesterday (8/1/17) was the largest day at 953 transactions in the history at PMT. The yard was clear most of the day and not many delays at the gate with a 57 minute turn time. July 1st to today we are trending at 57.8 minutes traditional turn times at PMT.

There were questions from the motor carriers about consistency in turn times, since they seem to be dramatic from day to day with some turn times as high as 6 hours. For drivers that are experiencing high turn times, Zach would like to be called because this is inexcusable. They are now running with all 5 RTG's every day, which should continue to help turn drivers.

Zach to reach out to some MC's on a weekly basis to see how things are going. Need to make sure that there is adequate staffing during the lunch hour. ELD's in the trucks are not showing the turn times that the terminal is stating, and examples will be provided as the motor carriers research. PMT asked that group code containers are sent as early as possible, it needs to be communicated prior to coming off the

vessel. **Group Code will need to be communicated through the text alert that this is available at all facilities.**

Question on whether there is ample volume to dictate earlier hours at PMT? Metrics are showing the 6am hour tends to be the busiest time and then between 10-11am transactions ramp up again through 1pm. Specific examples are welcome to make decisions based on the hours as well as weekend hours.

Will there be flexibility with the empty matrix? Yes, this is done behind the scenes with the Ocean Carriers for vessel evacuations, but all the factors are taken into account. The empty matrix is showing to pick up at one terminal, yet there are no empties at that facility- that should not be the case unless the inventory volumes were low to begin with or if there was a run on equipment.

RSA at PPCY

Shannon will be heading up this process which will be performed adjacent to PMT but disconnected from PMT proper. Drivers will come down Harpers like going to the PPCY, but they will go straight past the entrance and eventually turn right behind the trailer at PPCY. It will be the same entrance as when they had the Hanjin boxes on the facility. It will only be for empty reefer equipment and will be open the same hours as the PPCY, including Saturday, but final reefer dispatch will end one hour prior to closing (at this point in time that will be 4:30pm). September 5th, we believe will be the start date on this project. This will also only be for empty equipment both pick up of pre-tripped containers and drop off of empties.

Triaxle chassis update

Art stated HRCP is going to acquire 100 X 20' and 100 X 40' triaxles that will be able to be rented by the motor carrier community for \$40 and will follow the same guidelines as the current pool. The drop off and pick up point will be at the RSA for this equipment. They will be arriving mid- October and they are working on a reservation system for them. They would also like communication to get a unit ready for a driver on what is mounted on wheels vs. what is grounded. They will be \$40 to rent and follow same billing guidelines as current chassis pool.

Ron Babsky- TSIP – Presentation attached for review

Review of the TSIP program at the port and he stated it is to identify hazards, implement solutions and motivate participation. There are 18 rules for motor carriers and 35 rules for terminal patrons. Positive citations given including a gift from The Port, but also negative citations are written 1 to 1 positive to negative program. For drivers that are suspended at one terminal, they will be unable to use any POV terminal.

Question in relation to blue tooth use on terminal and it was stated that it does not matter if they are physically using it or not. They are only allowed to use blue tooth when the tractor is turned off. Construction at VIG going well- the new cranes over the rail are in place

Project Update:

Tests on piles going well and wharf will be ready by October 2017. There is no date at this point in time for SNIT expansion start.

“10 trip” rule

Mark stated that the long term comprehensive adoption will be to have all terminals on the same page and on the same system, but in the interim it will be with continued quality of information coming through on destination or origin to determine if the box is moving within the 50 mile radius. The 10 trip rule is effective at VIG and at NIT, but the origin and destination points must be there and the container / chassis must come back to the same terminal.

Empty return matrix posting at 4 PM

The Empty Matrix posting has been delay from 1-10 minutes, since we decided we were going to move it up from 4:30 to 4pm. We want to stick with the 4pm posting time, but we are relying on the shiplines to supply us the information in a timely manner. We have posted on behalf of the shiplines in some cases when the information was not received, but would rather not do that.

Empty pickup matrix

There was concern about the empty matrix stating that there was equipment at a terminal, but when the driver arrived, there was not available equipment for use. The motor carriers have been tasked to provide specific examples for the operations team to research. There was some discussion that the discrepancy could arise when containers are coming off of a vessel and have not had a full complete inspection performed, therefore overstating what the matrix shows as available.

Justin Dale will be working with XPO when picking up empties at NIT if/ when they experience issues. There was also some concern that they are flagged as damaged at outbound and have to go back through the gate to get another box.

Trucker Appreciation Week

This will be held the week of September 11, 2017 and will be ongoing at all facilities. We hope to have an agenda when and where POV employees will be located during that week.

Open items

Motor carriers are still experiencing problems when cranes go down at VIG. Eric C. mentioned that there was an RMG that actually at VIG which could have attributed recently for delays in the stacks. Kone Crane will be coming to the terminal, to help get the crane back online. \$4.5M in parts have been ordered and the upgrades will begin in September 2017. This will take 40 weeks but does not take into account weather, operations, vessel ops, etc., so it may be more like 52 weeks potentially.

Concerns with the last free day, which cuts at 5pm, yet the terminal may be open later than that. Drivers are having to pay demurrage, but we feel we can assist by reaching out to the shiplines on behalf of the motor carriers. **Frank will compile examples and will work with Customer Service on this, to see if the shiplines can get this free day cut time to mirror the terminal hours of operation.**

Question as to whether VIG could accept empties until PPCY opens? It was stated that there are so many factors when working with the shiplines on these issues and would have to be handled on a case by case basis. There could potentially be a misuse terminal charge as well from the shipline if there is not communication and sign off from the line.

Five announcements

August 24th- Women in Transportation at 11:30am- The Main, Norfolk

August 24th- TMTA Rover Sailing at 5:30pm

September 11th- Motor Carrier Appreciation week

October 4th- next MCC meeting to be held at 8:30am, WTC

October 8th- 10th- Virginia Trucking Conference- The Main, Norfolk