

**Attendees:** John Reinhart, Art Ellermann, Benny Brent, Bill Jackson, Bob Eveleigh, Brian Bashara, Chris Columbus, Chris Lambert, Corey Ricks, Dale Ledbetter, Daniel LeGrande, Danny Glover, Eric Casey, Frank Borum, George Berry, John Jackson, Kit Chope, Lauren Creech, Mark Higgins, Ron Joyner, Stacey Bolen, Tiffany Green, Tommy White, Travis Hill, Vance Griffin, Zach Clark, Jim Diaz, Marcel Perry, Grant Abraham, Rebecca Killen, Rob Diaz, Erin Maley, Dereck Churchill, Jake Darrell, Anthony Marino, Laura Alvarado, Kara Matzko

**Opening Remarks** – Frank Borum

**Previous Minute update** – VIG wharf expansion will be ready in year 2018, not 2017.

**John F. Reinhart** – Finished September volumes with another record month, up over 9%, year-over-year.

**VDOT** – Mr. Pete Reilly

Overview of VDOT's market and responsibilities with the Commonwealth. Discussed the major improvement projects with the respective funding that goes into each project. 1.2 billion dollars with construction without the HRBT project in Hampton Roads.

High rise bridge update (tolled) – Two free lanes and two hot lanes (truckers will not be able to use the hot lanes), reducing congestion and will have a 4 foot bumper to separate the lanes.

Military highway interchange- continuous flow interchange.

564 connector- Port access is scheduled to be completed by Dec 21, 2017. Project completion is October 2018 contractually, but they are ahead of schedule. Access exiting or entering the port – there is a loop around at the port entrance in case there has been a mistake and the driver needs to turn around and /or to get back onto Hampton Blvd. There was concern about Navy traffic on the I564 connector, but it was stated that use of the new Gate 6 will be limited. Also, there will be a dedicated port truck lane for the I564 flyover.

564 express lanes- These lanes will turn into hot lanes, to give the general public the ability to use them for a fee. As the traffic increases, the price will increase, limiting congestion.

HRBT – this is still in the development process. Plan is to have a request for qualification out in the fall of 2017. VDOT is confined by the right of way, so there will be no expansion. The bridge will be addressed on the Norfolk side of the HRBT with additional lanes being added, but no additional lanes heading into the tunnel from the Hampton side.

I-64 Capacity completion Phase I – The entire interstate up to Richmond will soon be funded. Contract completion is scheduled by December 1<sup>st</sup> 2017.

**Update on ITS Conglobal** – Jim Diaz

“ITS ConGlobal started operations at the POV on July 10, 2017. We presently employ 30 ILA mechanics at NIT, PMT, and our Container Yard Depot located on Virginia Ave .5 miles from PMT. ConGlobal is a national provider of intermodal maintenance and repair services and has 105 operating locations strategically placed at all major Ports and Class 1 Railroads. The Company is headquartered in Darien, IL, a Chicago suburb, and has been in business for 28 years. The Company has over 3,000 employees, and annual sales exceeding \$200 million. ITS ConGlobal is making a significant investment in safety, equipment, and manpower in Norfolk in order to provide the Motor Carriers and Port Stakeholders with

a viable maintenance and repair company. The Company recently positioned 20 like new fully equipped mobile repair trucks, 3 new forklifts, and 2 new terminal yard hustler trucks to the Norfolk and Portsmouth operations. The equipment is currently being used to service HRCP chassis repairs, and other Steamship Line customers. ITS Conglobal is honored to be part of the Norfolk Port Community and looks forward to making positive contributions to the success of the Port and all its Partners.”

### **Sales Update – Daniel LeGrande**

Numbers in September continue to be strong. August import loaded TEUs at 7.2%. Export loaded TEUS down 6.2%. This decrease had to do with the strength of the dollar and our delay in harvest of grain. Most grain exporters are not starting until the first week of October.

Harrisburg/Pittsburgh Rail – We have the rates for both services. The CSX service is very competitive against NY/NJ competition.

August 28<sup>th</sup>- CMA Teddy Roosevelt was the largest vessel to enter the East Coast.

New hire, Brian Kobza, has joined the POV from CSX as the new Director of Ocean Carrier Sales. The role will now be based in Hampton Roads giving us representation with the ship lines in both locations (HR and NY/NJ).

Truck traffic is up 9% at POV.

Question from Frank Borum in reference to longer rail transit times to Greensboro on the rail and this is attributed to hub loading, where volumes must be present before sending to destination.

George Berry brought up the collaboration between POV/GPA – FMC Approval gives us the ability to discuss best practices with GPA to enhance productivity and efficiency. We’re also able to market with GPA as a coast as a whole. No discussions can take place regarding pricing and rates. We are staying with our current work force model, with the ILA. The GPA/ POV partnership is strictly to be used as a dialogue between peers in an effort to enhance service to customers.

### **Expansion Projects – Tiffany Green**

#### **VIG**

VIG Phase 2 Expansion – first stacks to be completed by 2018.

Wharf Extension – Piles continue to be driven in (up to 80). New equipment has given us the ability to drive piles in quicker (6 per day).

Rail Yard – The CRMG will open June 1<sup>st</sup> 2018. July 1 will commence removal of the old rail lines and the train rails are being welded on site.

**Action Item – Mapping out a time to have the MCC Meeting at VIG to give a driving tour of the VIG Expansion efforts. Best meeting would potentially be June 2018?**

#### **NIT**

South Optimization project will begin in November. The major Stack Yard constructions planned to begin in January. The first stacks are expected to be completed at the end of 2018. 2020 is the target for

all of the stacks to become online. Phase IA will begin in January. The site will turn into a construction site to build the RMG stacks. We are moving the CSA Canopy and moving it to the NIT North Gate.

**Action Item – Send out the Canopy move to the committee.**

Prices have been higher than expected. Depending on constraints fiscally, we may jump in phase 2 before coming back into our other phases. We will have remainder of space dedicated to an empty block stow.

Changes at the North Transfer zone will remain the same and be service by straddle carriers. We're adding wear net RFID tags to make the North transfer zone a little more efficient.

**Peak Season Gate Hours – Vance Griffin**

We have expanded our hours at NIT to include an additional hour in the morning- 0500 start. We are also making adjustments on our weekend hours with our heavy import volumes.

**TRS Truck reservation system – Vance Griffin**

Want to get the truck reservation system in at NIT by the end of 2017, but at the latest by March 2018. There are 22 users of the Truck Reservation System- we will engage all motor carriers to become familiar with the tool and to speed up participation.

**RSA Update – Vance Griffin**

There are currently three shiplines utilizing the RSA currently. (Maersk, Evergreen & MSC). The service has received positive feedback from the motor carrier community and we currently have 170 reefers in the area. Currently formulating a plan to make the RSA our primary chassis stacking and parking area.

We will continue to monitor the traffic and signage at RSA to make it easier to navigate. RSA is full service starting at 0500. If genset is not already mounted, one can be mounted by MRS at the RSA yard.

**NIT North Gate Utilization – Vance Griffin**

On average, 25% of NIT's activity is through the north gate. We have seen activity as high as 40% on a high volume day at NIT and we continue to see an upward trend.

**Group Code Dispatch – Vance Griffin / Motor Carriers**

Group code dispatch is on our website, which is being improved for better visibility and ease of access. GCD will also work in conjunction with the truck reservation system in the future.

**Import program – Chris Lambert**

Working on a best practices document to get out to the motor carriers for the VIG Import Program. Boxes that we know are set to be picked up the next day, will be staged and ready for pick up. All other imports in the yard will be moved to other locations in the stacks. Accuracy of the import reservation document is imperative when sending to VIG and all motor carriers are encouraged to use this, it will benefit all motor carriers in the long run. Containers are always visible online (Linx) when the container is available. Containers are made available at VIG as they are taken off the vessel.

**Action Item – Getting the Best practices document out to the motor carriers**

**VIG Landside Support – Vance Griffin**

Driver Assistance Vehicles are now at VIG assisting motor carriers. We have four of these trucks with verbiage on the truck stating they are driver assistance vehicles and they roam the terminal daily

**Action Item: Concerns that the Driver Assistance Vehicles are not as prevalent during the hours of 0300-0800.**

**PRO-PASS** – Mark Higgins

Currently there have been 3285 tags issued to the motor carrier community. We have a pool of PRO-PASS tags at VIG and NIT (Driver Assistance) where motor carriers can elect to pick them up instead of having the tags shipped, including mounting hardware if they choose. The option is on the [www.propassva.com](http://www.propassva.com) site.

**Action Item: “Truck Scales This Way” sign at NIT, located in front of the firefighting school has been temporarily covered up. We will have additional scales available that will allow us to accurately drop weigh containers and we will stay in touch when this comes online.**

**Tri-axle Chassis Delivery** – Art Ellermann

The first 40' tri-axes should be arriving in October from China and will be available for pickup on November 1, 2017. Studies indicate that an additional 5,000 lbs. can be loaded in a container that is utilizing a tri-axle chassis. The units will be located at the RSA for drop off and pick up and will be the ONLY start stop location for them. The price of the chassis is \$40 per day, with no free time.

**ERC Billing for Tolls** – Art Ellermann

Point of contention remains that there is erroneous billing, when the toll is being sent based on the plate of the chassis. The truck license plate should be the only plate that should be billed. This has created work on all sides to get the invoices revoked.

**Action Item – Invite Rich from ERC to attend our December meeting.**

**Fumigation Locations No Longer Start/Stop Facilities** – Art Ellermann

The fumigation locations will now be billed directly for chassis charges when they are on site. Arrival of the chassis into the facility remains as it had before, via EDI, but instead of the chassis coming off of the clock, it will now go to the location.

**Pre-arrival Concerns** – John Jackson

Customer Service is aware of instances when containers are being brought back to a terminal without the pre-arrival notice and there is no record of the container in the system. When this occurs there is communication that has to occur between the motor carrier/ terminal/ shipline to verify the container is being returned under correct shipline. Working to minimize these issues in the interim, but hoping we can fully resolve the issue as we transfer our operating system into N4.

**Action – Chris and Ron can meet with John and report the issues on pre-arrival container reads and report to the committee next meeting.**

**Update on Motor Carrier Appreciation Week** – Kara Matzko

1000 cooler bags were given out to the motor carriers. POV had participation from all departments at there was positive feedback from POV employees and motor carriers.

### **CBRP Report**

POV has moved from 9<sup>th</sup> to 5<sup>th</sup> in the new rankings for total Port overview and their economic impact on their regions.

### **RMG Maintenance Efforts -Eric Casey**

We've had our 9<sup>th</sup> meeting with Kone Cranes and maintenance continues to work with operations to fix the cranes and minimize downtime. As the preventative maintenance is scheduled for the cranes, the Motor Carriers will be notified prior to minimize disruption. Maintenance will be taking one crane out of service at a time and will work the second crane in that same stack after completion of the first. First week of November 2017 is when maintenance will begin and each crane will be down 2/47 for 5 days.

### **Green operators - Kit Chope**

Green operator program went into effect on October 1<sup>st</sup>, 2017. For all applicants, we're asking truckers to provide a video of an operable truck before granting access into the program.

For applicants only, we're going to use PRO-PASS to distinguish who is actually servicing the port. If you suspect fraudulent activity with participation of the program, there are resources in place that you can use to bring the perpetrators to light.

**Action Item – Last free day: containers are put on hold at the end of the day by the shiplines, but in most cases the terminals are open later than that time. John Jackson and Kara Matzko working with shiplines/ IT on this issue.**

### **Announcement**

December date change for the meeting at the bottom of the Agenda. The date will be Thursday December 7, 2017 at 8:30am