

Chairman: Roger Giesinger, HRSA
Vice Chairman: Larry Ewan, Continental Terminals
SC Liaison: Greg Edwards, The Port of Virginia
SC Secretary: Rebecca Killen, The Port of Virginia

Committee members in attendance:

- Art Moye, Virginia Maritime Association
- Artie Ellermann, HRCP
- Brian Jeffreys, CMA-CGM
- Danny Glover, GTL Transport
- David White, Virginia Maritime Association
- Donna Coleman, NPBL
- Frank Borum, Atlantic Intermodal
- George Brown, CP&O
- Jim Diaz, ITS ConGlobal
- Keith Helton, Givens Logistics
- Larry Bachtell, ILA
- Larry Ewan, Continental Terminals
- Mark Laria, U.S. Customs & Border Protection
- Peter Cooke, Ceres Global
- Randy Bayles, Norfolk Southern
- Roger Giesinger, HRSA
- Steve McGowan, Norfolk Tug
- Tony MacDonald, CSX
- Whiting Chisman, Virginia Pilot Association

Port of Virginia Staff in attendance:

- Andrew Sinclair, Director, Federal Government
- Armondo Ward, Captain, Operations
- Bill Burket, Director, MIRT
- Brandon Palmer, Manager, Operations
- Daniel LeGrande, Director, Inland Terminals and Sales Support
- Dustin Rinehart, Director, State and Local Government
- Eric Casey, VP, Maintenance
- Greg Edwards, Director, Internal and Partner Communications
- Joe Ruddy, Chief Innovation Officer
- John Jackson, Director, Customer Service
- John Reinhart, CEO
- Kara Matzko, Area Manager, Mid-Atlantic
- Kit Chope, Vice President, Sustainability
- Michael Brewer, Chief, Port Police
- Nancy Christian, Manager, Operations

- Rebecca Killen, Innovation Coordinator
- Tiffany Green, Assistant Director, Terminal Technology
- Travis Hill, Vice President, Container Operations
- Vance Griffin, VP, Terminal Services

I. Call to order

Greg Edwards, Director, Internal and Partner Communications, called the meeting to order at 8:30 a.m. and provided the safety briefing. Greg also showed the committee the video of the arrival of the new cranes aboard the Happy Buccaneer.

II. Introductions

All attendees introduced themselves.

III. Approval of previous meeting minutes

The minutes of the December 12, 2017 meeting were approved as previously distributed.

IV. Opening Remarks from Chairman

Chairman, Roger Giesinger, stated this was his last meeting serving as Chairman. He acknowledged this is a good forum for communicating what is happening in the port.

V. Election of Officers – February 2018 – Greg Edwards

Greg Edwards stated this is the two year anniversary of the Stakeholder Committee which was launched in February, 2016. In parallel, the Motor Carrier Committee is also celebrating a two year anniversary. Greg thanked the committee for their service and especially Roger Giesinger and Larry Ewan for their role as Chairman and Vice Chairman.

Greg confirmed the nomination period is closed and that we have two nominations for a new set of officers to lead the committee the next two years. They are: Larry Ewan, nominated by Roger Giesinger, as Chairman and Donna Coleman, nominated by Keith Helton, as Vice Chairman. The nominations were approved by the committee.

Vice Chairman, Larry Ewan, stated that because there are many in the room who have a distinct interest in what goes on at the Motor Carrier meeting, he has asked Frank Borum, Atlantic Intermodal, to give a five minute summary of the topics discussed at that meeting with the understanding that some of the topics will be addressed in The Port of Virginia updates later in this meeting.

Frank Borum stated that performance issues last week were most likely magnified by the weather we had in January. At the same time, it has been almost six weeks since the snow, and he feels the issues need to be addressed. The turn times at VIG were reported to be 130 minutes which is more than the two hours that they allow for their drivers. Frank feels the extended transaction times at VIG needs to be addressed with a resolution. There were stoppages at the gate and equipment problems in the month of January. He stated there were 25 work days in January and out of those 25 days, there were 13 days with hard stops in various stacks. There were multiple days when cranes were operating at reduced capacity. Chassis was another topic of conversation as far as positioning and a lack of availability in the morning to get the drivers going. At PMT, there were multiple drivers who had to drop equipment without grounding. This eliminated a driver being able to keep a roadable chassis and not have to look for another one.

The topic of some system issues came up as well. There is an alert system that triggers after a driver has been on port for more than two hours. Mr. Borum feels all alerts should be addressed

if there are drivers sitting on port for two hours. Mr. Borum does not feel the alert system is being used as it should be.

The Truck Reservation System (TRS) is due to start up in March. The hard start for two plus hours in the morning at NIT could cause some issues if service is not provided to allow the drivers to keep their appointments.

Danny Glover, GTL Transport, reiterated the concerns of Mr. Borum and added that these types of things happen on a regular basis. When a driver has to bobtail out of a terminal and go home, the driver does not make money that day. The operator cannot stay in business operating like that. The exception transactions – those outside the norm – cannot be ignored. This certainly needs to be addressed sooner rather than later.

VI. Port of Virginia Updates

a) Commercial:

John Jackson, Director, Customer Service: John provided the commercial update on behalf of Tom Capozzi who was traveling. John reported on the general statistics. Total containers moving through the port last year were 1.6 million units - a record volume for the port. Thus far in 2018, we are seeing continued growth on containers moving through the port. Rail containers grew 3.4 percent from the previous calendar year. Barge containers have a strong growth at 21.6 percent due to the strong growth that we are seeing with the Richmond 64 Express barge and all the good economic activity that we are seeing in the Richmond area. Overall truck containers had a 9 percent increase. That is strong for the motor carriers despite some of the challenges that we are facing right now. Another item of interest is the number of ship calls. Our container volume went up 7.2 percent, but our ship calls went down 9.3 percent. This is indicative of larger ships calling the port. Vehicle units went up 22.5 percent last year. We have a trial shipment coming through from General Motors that will be moving through NNMT in March. If that goes well, we could see more volume moving through NNMT.

In other developments on the ocean side, we have a new ocean carrier calling the port - The Ocean Network Express (ONE) which is a merger of NYK, MOL and K Line. This service covers seven oceans, six continents with a volume of about 350 million TEUs. They have decided to maintain their North American headquarters in Richmond. They expect operations to begin in April. We hope to have a contract in place by the end of March for an April start up.

ONE is a member of the Alliance. The Alliance is comprised of ONE, Hapag Lloyd and Yang Ming. This strengthens services moving into the port during 2018. The Alliance will have over 250 vessels and 33 services and for The Port of Virginia, we are looking at over 550,000 containers per year combining eight services in to the port. The Alliance is bringing back our Rotterdam call and we are pleased to have that coming back to Virginia.

The commercial team has been busy since the last SC meeting. We have attended several industry events, the largest being AgTC which is a Midwest shippers seminar. We updated the group on our expansion and the advantages of The Port of Virginia. One of the initiatives that came out of that event is the possibility of setting up a similar event for the Mid-Atlantic.

Chairman Giesinger inquired as to whether there was any additional news reference frozen and chilled cargoes. Kara Matzko advised we are in the process of setting up a meeting to discuss the next steps.

Greg Edwards advised the committee that a “[Port Productivity Update](#),” dated February 6, 2018, has been distributed to port customers and partners. This was our attempt to encapsulate everything that is occurring in the port now, some of the challenges that we face, some of the steps that we have taken to address those challenges as well as steps we are currently taking. Future milestones are also listed. The document lives on the port’s website. It is something that can be used with the committee’s customers and stakeholders as you discuss what is happening at the port.

b) Operations

Vance Griffin, VP, Terminal Services provided an update on Operations. Vance commented on the Motor Carrier Committee meeting indicating that it was a very involved and informative meeting. In that meeting, we focused predominantly on VIG and initiatives being pursued there. In alignment with that, we have been communicating with some BCOs and their carriers specifically to add some gate capacity to assist in distributing some of the work load. The terminal is in heavy use, the yard is in heavy demand. We had a commitment to open at midnight to make good use of those hours. We have seen some positive turn times as a result in conjunction with some different parameters that were put in place for our RMG fleet. We have found those gates prior to 6:00 a.m. typically process 500+ moves – creating capacity for the rest of the workday. We expanded Saturday and Sunday gate hours, based on demand. We are taking a nimble approach with gate hours. The PMT gates are opening at various times – even at night and during Saturdays and Sundays – in order to serve the community better. At NIT, capacity has been lost (construction) and adjustments have been made with the shifting of services from South to North and beyond. They are doing well with turn times through those challenges. We have upgraded communication regarding chassis supply. These communications are on our website as well. Hopefully, we have made a difference on that topic by communicating more. We hope to continue to see improvements in a measurable way.

Mr. Reinhart stated that the Motor Carrier Committee is operating as it should. We listen, there is an honest exchange, and there is open discussion. Everyone is trying to get to the same place. He stated that we are all in this together and are working toward the same thing. He encouraged everyone to be mindful of this and to treat one another with the respect that we all deserve.

Donna Coleman, Norfolk Portsmouth Beltline, inquired as to whether there is a team in place to address the outliers/exceptions that occur on terminal. Vance Griffin, indicated that we have a customer service team to address those issues.

Vance requested that Eric Casey, VP, Maintenance, address what we are doing with the RMG program. Eric stated the program of RMG refurbishment started a little over a year ago. We have about \$4 million worth of new parts, upgrades to the gear boxes and other things that we are putting on these cranes. Once we get the new capacity online where we can clear stacks out, we are then going to redo all the rail, all the concrete underneath, check the pads and realign the cranes from the bottom up. At VIG, we have increased the gantry speed for 27 out of 30 RMGs and the hoist speed on 29 out of 30. We are also mirroring this at NIT.

Artie Ellermann stated that the chassis utilization phase is running at 87 percent with 5 percent out of service. For the year, we have added 5 percent to the fleet. We have some additional assets coming in on the water. Indications we have from our equipment suppliers is that all equipment is in China waiting to ship. We have assets coming from Savannah and Houston to fill the void that we see right now.

c) Truck Reservation System Update

Nancy Christian, Manager, Operations: Nancy gave an update on the Truck Reservation System. She showed the landing page of our website and explained how the system will work. She indicated the reservation system works at both NIT North and South gate. Mandatory reservations will be from 5:00 a.m. to 7:00 a.m., beginning March 1 at NIT. We are asking that drivers with reservations not arrive at the terminal before 4:30 a.m. You can make reservations up to 48 hours in advance. There is a grace period of one hour – 30 minutes on the front end and 30 minutes on the back end – of each reservation. Drivers that do not have reservations are asked not to arrive at NIT until 7:00 a.m.

d) NIT/VIG Projects Update

Tiffany Green, Assistant Director, Terminal Technology: Tiffany showed photos of the expansion project at VIG. As of January 31, all piles were driven for the wharf expansion project. Now that we are passed the moving of dirt, you can see definitive progress. She showed an aerial of the rail yard where you can see the first southbound bundle complete. The train and crane rails are completely in. We are doing some additional touch ups to include paving between the rails. Construction on the inbound gate lanes has begun. As of February 8, our first shipment of shuttle trucks was placed on the vessel at the foreign port, with an ETA around the 28th - eight arriving on the first shipment and an additional eight coming on the second shipment.

VII. VMA Update

Art Moyer: Art advised wider, deeper safer continues to be the number one priority for the Virginia Maritime Association. We are encouraged by meetings that have taken place. The issue before this General Assembly Session is gaining support from our legislators for the \$20 million in the Governor's budget for the continued engineering and design work. To that end, we have had meetings with a number of legislators and Attorney General Herring. On the federal side, Governor Northam had a meeting with President Trump and wider deeper safer is a top priority. Also, Thelma Drake has been nominated by the President to lead the Federal Transit Administration which is responsible for a large number of grants. It is good for us to have a hometown person in this important position. Delegate Chris Jones attended the VMA's reception that was held in January.

Art mentioned the annual banquet and symposium will be May 9-10, 2018, with chapter meetings to be held in April. Art encouraged everyone to look at VMA's website to find out the dates of upcoming meetings and events.

David White: David commented that we have a good partnership with the port to educate legislators with regard to deeper, wider, safer. That partnership has been very effective in working with the state and federal leaders as well as the community. With regard to the 55' project, the Army Corps of Engineers signed off on the National Economic Development Plan which differs a little from what was previously presented. It did authorize 55' in the main harbor, 56' in the Thimble Shoals Channel, 59' in the Atlantic Ocean approaches and sea-lanes and 1300' east of the

Chesapeake Bay Bridge Tunnel. We have a plan that can be presented in time for the next Water Resources Development Act for the Congressional authorization needed to go beyond what we have.

VIII. Membership Survey and Record of Achievement

Vice Chairman, Larry Ewan, stated that he and Greg Edwards put together a five question survey measuring what the committee finds of value and what they feel needs to be improved. He indicated the results would be shared with the committee at the next meeting. He suggested that the survey can be turned in to Greg, Rebecca or himself.

Mr. Ewan requested Greg explain the Record of Achievement. This document states the value of this group and the milestones that have been achieved.

IX. Future Initiatives/Open Agenda Items

Vice Chairman, Larry Ewan, advised that Mark Laria, U.S. Customs and Border Protection will provide the Industry Segment at the next meeting.

X. Adjournment

The meeting was adjourned at 9:52 a.m.

Next meeting date: Wednesday, April 11, 2018.