



**Agenda Motor Carrier Committee Meeting- Meeting 25**

**December 4, 2019 @ 8:30am**

**POV Main Board Room- World Trade Center**

**Chair:** Frank Borum

**Vice Chair:** Danny Glover

**MCC Liaison:** Brian Bashara

**Attendees:**

John Reinhart – POV

Tom Capozzi – POV

Mark Higgins – POV

Vance Griffin – POV

Patrick Jefferson – POV

Arthur Ellermann – POV

Vanessa Evans – POV

Tiffany Green - POV

John Jackson – POV

Greg Edwards - POV

Tom Christman – POV

Samantha Taylor – POV

Robert Fowler – POV

Barbara Nelson – POV

Sara Burnett – POV

Brian Bashara – POV

David McLellan – MCO Transport

Frank Borum – AIS

Danny Glover – GTL Transport

Tommy White – Cal Cartage

Jake Darrell – DB3

Stafford Claud – XPO

Brynn Gordon – CST Trucking

Bob McNichols - Givens

Joe Daughety – Mile High

Charles Glover – GTL Transport

Ray Jalkio – Service Transfer

Rick Betourne – TTSI

**Invitees:** Dwayne Paschall, Bob McNichols, Nicole Sapienza, Jeff Begin, Linda Kelley, Danny Glover, Dale Ledbetter, Marilyn Ryan, Benny Brent, Tommy White, Frank Borum, Chris Columbus, Brynn Gordon, Patrick Foley, Greg Edwards, Tom Capozzi, Kit Choche, Kyle Bassham, Max Sanders, John Jackson, Peter Trocchiano, Travis Hill, Mark Thorsen, Vance Griffin, Cary Hagen, Matt Barnes Smith, George Berry, James Bibbs, Joe Ruddy, Cathie Vick, Jay Stecher, John Reinhart, Bill Jackson, Bob Eveleigh, Mike Davis, Lauren Creech, Daniel LeGrande, Brian Bashara, Mark Higgins, Cindy Morgan, Mike Davis, Tiffany Green, Jake Darrell, Ernest Stevenson, Brendan Tompkins, Cory Blackburn, Maureen Walter, Phillip McCall, Stacey Bolen, Diane Newell, Dave Lindquist, Allen Campbell, Ray Jalkio, David McLellan, Ronald Kemp, Charles Glover, Brooke Deems

1. Emergency/Safety Briefing
2. MCC Chairman Opening Remarks
  1. MCC Chair & Co-Chair Transition

Chairman Frank Borum begun the meeting by discussing the transition of the Chair and Vice Chair positions that will take place over the next two months. Both Frank Borum and Danny Glover have exhausted their terms, and we will work as an MCC body to nominate/elect a new Chair and Vice Chair for the committee. Frank opened up the floor for any nominations, but the group decided to take the process outside of the committee meeting in preparation for our February meeting. The current Chair and Vice Chair will work with the POV to review the updated port truck volumes for CY2019 to determine updated list of volumes rankings and committee members.

3. October 2<sup>nd</sup> Meeting Minutes
4. Sales Update- Tom Capozzi

Tom Capozzi reviewed the POV cargo volumes for FYTD2020 through October. Tom mentioned how all four cargo growth categories are showing positive trends. Import TEUs continue their strong growth from last year and this growth is due, in part, to the strong growth of cargo volumes with our big box retail customers. The import empty growth (44.8%) is indicative of the growth in exported pork to China due to the outbreak of the swine flu. Shiplines are repositioning their reefer empties to keep up with the demand for the pork exports. Truck volumes continues to show strong growth (4.3%) as TRS evolves with the growth of gate container volumes.

Richmond Marine Terminal Update: Strong growths (22.5%) continue at Richmond Marine Terminal (RMT) and the momentum continues with the completion of major distribution centers within the immediate vicinity of the inland terminal. Scoular Ag just completed their new terminal transload facility on terminal at RMT. The Scoular operation will increase their efficiencies and double their output through the Port of Virginia. Brother International completed their new warehouse directly across from RMT, and they will be moving 4-5k containers/yr. on the barge. Amazon will soon complete their new distribution center right next door to Brothers International. Lastly, TransOcean will be moving a new containerized product through RMT. The operation would be filling heavy-duty bladders with liquid bulk that are then containerized, and move over the barge.

Portsmouth Marine Terminal Update: As we build our additional capacity at NIT and VIG, we are looking to diversify our cargo efforts at PMT and NNMT with non-containerized cargo. We have been working with SDDC (Surface Deployment and Distribution Command) on moving military freight through PMT and NNMT. POV completed the first project at NNMT 6 months ago, and we just completed the second project at PMT over Labor Day Weekend. We are working on a new move with SDDC to handle the move of 2,000+ vehicles over NNMT during the IQ of CY2021.

Amazon Solar Farms: On top of the 13,000 TEUs of Amazon cargo through POV, we are working with 3PLs to move a few thousand container through POV for this project.

POV Sales Events/Conference Update: POV's breakbulk team attended the Project Logistics Alliance's annual meeting in Istanbul, Turkey (October 13-16). POV joined the PLA as an associate member. The PLA is an international network of project freight forwarders. Joe O'Brien and Tony Salino attended TPM Asia in Shenzhen, China (October 8-10). Debbie Dowdle attended the PMA Fresh Summit to help continue to push our growing reefer capabilities at POV. Jeanne Heilman attended the JOC Inland Distribution conference in Chicago, Illinois. Our Breakbulk Team had a booth at Breakbulk Americas in Houston, Texas. Lastly, the POV will be in New Jersey for the JOC Port Productivity Summit where Kevin Price (Chief Operating Officer) will be speaking on a panel. POV will be sponsoring a shipper round table at the close of the conference where Tom Capozzi and Cary Hagen will be able to sit down with 12-15 major BCOs to personally meet, and update, them on what is going on at POV and what we can do to help their experience with POV.

Shipline Contract Update: Hyundai Merchant Marine (HMM) will be moving into the THE Alliance with Hapag-Lloyd, Yang Ming, and ONE. HMM will become a full participant in the alliance where they will deploy their own vessels on the USEC. HMM expects to grow 30-40% on their USEC volumes.

#### 5. Project Update- Tiffany Green

VIG Stack Refurbishment Update: As noted in our August meeting, the Project Team took a break from stack refurbishment at VIG during Peak Season 2019. Stack refurbishment has started back up with stacks 8 & 9 taken out of service and will be completed by mid-February 2020. Seven original stacks were refurbished in FY2019, with the remaining eight original stacks to be completed by the end of FY2020.

SNIT Optimization Update: Phase 2 construction is complete and in full construction. Phase 3 begun in May 2019, and Phase 4 begun September 1<sup>st</sup>. Waterside reefer racks are included in our Phase 3 stacks, but not in Phase 4. However, we have installed the needed infrastructure in Phase 4 if those reefer racks need to be installed in the future. Phase 3 will be completed in mid-April 2020. Phase 4 will be completed in mid/late August. The completion of Phase 4 will conclude the construction of all stacks at South NIT. By June 2020, NIT will have 35 new hybrid shuttle trucks to help support NIT operations.

#### 6. Pier Committee Update – Allen Campbell/Charles Glover

Charles Glover and Allen Campbell gave the Pier Committee Update. The group checked in after a year of meeting, the Pier Committee looked at where we were October 2018 to October 2019 and the POV turn times exceeded the benchmark. The Pier Committee looked at 71 actionable items over the past year, and as we have targeted those items, we have seen significant improvement. The group sees the Pier Committee as a continuous improvement group that will continue to address actionable items with POV. John Reinhart called upon the Motor Carrier Community to join POV in promoting the efficiencies and growth we have seen here at the POV when talking to our external stakeholders.

#### 7. Operations Update- Vance Griffin

Vance Griffin presented the updated turn time trends at all terminals (attached presentation). The terminal turn time continues to trend down with the evolution of the TRS system and efficiencies gained through Pier Committee action. TRS capacity/hr. continues to grow even when volume also continues to grow. Traditional turn times between 2-4 hours has decreased astronomically from 14.13% at VIG in

October of 2018 to 0.39% in November 2019. 98.1% of truck turn visits in Nov 2019 were below 90 minutes. To the same point, 97.24% of truck visits in FY2020 have been under 90 minutes. The POV, along with the Pier Committee, will continue to push these percentages higher and truck turn times lower.

Gate Operations Hours of Service Update: Effective 12/9, the start time at VIG and the Portsmouth Chassis Yard will now open at 0500 and no longer 0400. With that TRS hour taken away from 0400-0500, we will be adding an hour to the backside of the mandatory reservation period, making reservations mandatory until 1500.

Generic Export ProPass Update: Generic Export Feature now in Production at NIT & VIG. Users can now book Export reservations without specifying a container number. **Users must enter the container number prior to truck arrival at the terminal.** Trucks that arrive at the terminal without a container number specified in the reservation will be turned away until the reservation can be edited and validated.

HRCF Update: Art Ellerman presented the HRCF update. HRCF continues to move forward and progress with the off hire program and fleet renewal. We have removed over 4,200 chassis out of the fleet YTD. We have quarantined another 1,300 chassis and pulled them out of service off the road. At the beginning of CY2019 the avg age of the chassis fleet stretched back to 2002. Right now, with the 4,000+ that were removed, the fleet age dates back to 2007. As we push forward with our renewal process, the fleet age will be younger by 3 more years to 2010. Our initial goal was to being in 3,600 new chassis, however, with the efficiencies we have experienced we are probably going to remove another 3,600 to total 7,200 by the end of June. We plan to bring in another 4,000 new chassis next fiscal year. As we stand now, we have about 40% OEM chassis, and we will be at 50% by the end of June 2020. By the beginning of FY2021 we will be at 80% OEM chassis in the fleet. The PPCY will be receiving 5 new empty handlers in January.

Christmas and New Year's Holiday Hours: A message from POV will be pushed out externally. On Monday, 12/23, appointments for 12/26 will open at 0900. The opportunity to make appointments for Thursday will close at 1800 on 12/23. Appointments for 12/26 **will not** be available for submission until 12/26 at 0600.

- Christmas
  - “Hard Stop” for all terminal activities Monday 12/23 at 2359 hrs
  - Closed 12/24 & 12/25
  - Open at 0600 hrs 12/26/19
  - TRS “blackout” period 1800 hrs 12/23 to 0600 hrs 12/26
- New Years
  - “Hard Stop” for all terminal activity Tuesday 12/31 at 1759 hrs
  - Closed 1/1/20
  - Open at 0600 hrs 1/2/20
  - TRS “blackout” period 1800 hrs 12/31 to 0600 hrs 1/2/20

8. Open items

Next MCC meeting is set for February 5, 2020.