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# THE VOICE

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The Official HTA Newsletter

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## PLATINUM SPONSORS



## LOOKING BACK AT 2021 AND AHEAD TO 2022 IN INTERMODAL TRUCKING

Brought to you by: The Envase Team

If you think back to this time in 2020, what's happened over the past two years would only have made sense in a movie. Lockdowns, panic buying, empty streets, things were pretty grim and surreal. And when cargo finally arrived at ports and warehouses, it still had to be delivered. The trucking industry was hard hit, but at the same time people woke up to how essential it was and how fragile our global supply chain is.

But all these challenges brought new opportunities and much needed attention to the entire trucking industry. As 2022 begins, we can look back at the past two years as the kick in the pants we needed to make some real changes to how things get done.

The global pandemic threw a spotlight on weaknesses in our global supply chains, ushered in a new era of how and where work gets done, and got North America's aging infrastructure the attention it deserves.

While 2020 could only be described as chaotic, and in 2021 things started to get to something more like normal, though not quite, there's a lot to reflect on from the past two years and a lot to look forward to in this one.

### Working from home is the new normal—and so is cloud-based software

For hundreds of years people have gone into offices for work. It was just how it was done. Anything else was just...wrong. Then in 2020 everyone was forced to figure out how working from home would work, and it turned out, a lot of people like it. Businesses saw productivity increase and employees found flexible work hours helped them manage their time better.

Overnight people learned how to use Zoom, Slack, and Teams. Google Drive, Dropbox, and OneDrive became the new shared drives. Everyone was working online, and hundreds of businesses realized they needed their critical software systems accessible from anywhere. If your TMS only worked when you were in your office, you needed to adapt or close up shop.



CONTINUED

In the trucking and freight industries, this translated to companies switching to cloud-based, SaaS solutions for scheduling, invoicing, and dispatching. Having a TMS in the cloud went from a nice to have option to a competitive advantage. [Putting your TMS in the cloud meant no one needed to be tied to a desk to run their businesses.](#) Work from home (hello comfy slippers and sweats)? No problem. Land a new contract or book a load from the road—even right at the terminal? You got it.

Where working in the cloud was for hip tech startups a few years ago, now most businesses are wondering why did they ever do it any other way? No hassles with upgrades. No extra computers or servers needed. More getting work done and less getting IT to fix something before you can even start. In 2020 cloud-based TMS solutions were just catching on. In 2021 they became the new normal. In 2022, [cloud-based software is going to push even farther into businesses giving small businesses the tools and agility to take on even the biggest competitors.](#)

### **Ports and supply chains are still an issue**

A hallmark of 2021 was the unending backlog at ports. In 2020 supply chains dried up, in 2021 they came roaring back, but there weren't enough containers to transport goods and there weren't enough truckers to carry the containers. New pandemic rules made it harder to get loads going and you can only get so many trucks into and out of a port.

The port congestion crisis hit hard in 2021, but looks like it will continue well into 2022. As new rules for greening ports—[like the rolling ban on trucks older than 10 years at the Port of Vancouver](#)—or vaccine mandates imposed on truckers; ports and supply chains will continue to feel the pressure.

In the U.S. and Canada, [we are short tens of thousands of commercial truck drivers](#). Making the problems at ports even worse with over-worked and over-taxed drivers trying to play catch up. New dynamic routing and pick up solutions might well prove to be the way trucking companies can do more with less. If you can use technology to get the most out of all your drivers and still give them the time off they need to recharge, then you have an easy way to make the most out of the situation.

The port situation isn't going to resolve any time soon, but getting smart about how loads are booked and planned, can start making a dent in things.

### **Aging infrastructure finally gets attention**

After decades of neglect, roads, highways, and bridges are finally getting the attention they deserve. [We detailed the \\$1.2 trillion infrastructure package](#) in a previous post, but as work starts on repairing roads and bridges, the trucking industry will finally have better roads to travel and trains faster corridors to get goods across the continent.

These are long term projects. It will be five or more years before we see real changes to transport infrastructure, but there is one part of the bill that will have an immediate impact this year: driver training.

[Click Here to Read the Entire Blog Post](#)

## **GOLD SPONSORS**



## **SILVER SPONSORS**



**Save  
the  
date**



Find street turns, reload containers, and create dual-port transactions - with a click!

Visit Envase partner MatchBack Systems at TPM22 or sign-up for free to learn more.

# INTRODUCING ZERO-EMISSION FORKLIFTS FROM PHOENIX MOTORCARS

Brought to you by:



## ABOUT US

Phoenix Motorcars, based in Anaheim, CA, and known as the leader of commercial medium-duty zero-emission electric vehicles including shuttle busses, box trucks, service trucks, utility trucks and more, plus charging solutions, is now proud to offer multiple Lithium-ion (Li-ion) electric forklifts and pallet jacks to better support your material handling needs. At Phoenix, our goal is to create a cleaner, greener and more efficient world, whether it is in transportation, at your business, or now, your material handling facility. Technology is at the core of our products, and we are excited to bring this new technology to you.

## NEW PRODUCTS

Phoenix Motorcars' latest family of zero-emission products leverage Li-ion battery technology which provide improved operational efficiency and yield a high energy density output, therefore eliminating the need for second batteries found in traditional propane or lead acid forklifts. Li-ion technology allows for faster charge time, longer run time plus greater cycle count, and are capable of meeting the rigorous demands of your multi-shift operations.

Our Li-ion forklifts are unique compared to our competitors not only in performance, but we include the Li-ion battery and charging equipment ready for install. Typically, these are all purchased separately. Our forklifts come in 4,000 and 5,000 lb capacities and our pallet jacks are industry leading with ergonomics, reliability and safety in mind. Whatever your facility needs, we have a solution for you!



## SAVINGS

Not only will the performance surprise, but zero maintenance compared to propane or lead acid will result in additional savings. Your employees no longer need to spend hours on service! Your company will benefit from increased utilization times and lower total cost of ownership, contributing to the overall bottom line.

**CONTINUED**

Welcome!

Join us in welcoming our new sponsors & members below.

Thank you for joining the community and for your continued support.

Eva Lindpainter  
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**New Bronze Sponsor**

Jeffery Rhodes  
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**New Affiliate Member**

*Have any questions regarding your membership, or want to upgrade?*

Contact Melissa Summers at  
[melissa@harbortruckers.org](mailto:melissa@harbortruckers.org)

## BRONZE SPONSORS



**SAFETY**

When safety is of utmost concern, Phoenix promises only the best, and our new forklifts will reduce health, safety, and environmental concerns vs propane or lead-acid technologies.

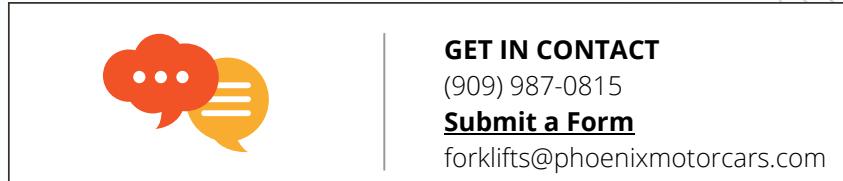
**SUPPORT & HOW TO GET YOURS**

And... To ensure your units are always working hard, we offer 24/7 support. We are dedicated to meeting your business needs. Our products are now available in CA and major metro markets. We have forklifts in our Anaheim, CA warehouse that are ready for immediate delivery. You won't want to miss out!

**LET'S WORK TOGETHER**

As we move into the generation of sustainability, trust Phoenix Motorcars and our years of experience to help your operations become cleaner, more reliable, and more efficient. Together, we can build sustainable business models for generations to come.

*Not just a new way to run your business, but a better way to run your business.*



## TAL CHASSIS REBRANDED AS TRITON



Contact your local Triton chassis representative at <https://www.tritoninternational.com/contact-us/chassis>.

Triton International, the world's most reliable provider of shipping containers and intermodal equipment, has announced it is rebranding TAL Chassis as Triton to bring the chassis group under the umbrella of its main brand.

Triton's newly rebranded intermodal chassis product line will continue to focus on chassis term-leasing and direct sales to customers looking for flexible, low-cost solutions, and thoughtful and innovative lease structures. Triton's chassis team remains well-positioned to meet demand quickly and best serve the needs of ports, terminals, BCOs, NVOCCs, chassis pools, shipping lines, and trucking companies throughout the North American market.

"The TAL Chassis brand has always stood for quality, flexibility, and excellent service, and that will continue. We're making this change to help our customers better understand the relationship our chassis team has with the advantages of Triton's global scale and availability," said Aaron Cox, Triton's Vice President of North and South America.

Triton owns a fleet of over 7 million TEU of containers, 24,000 chassis, and more than \$10 billion in Intermodal assets. Triton continues to actively invest in new chassis fleet purchases to satisfy the growing needs of its customer base. New production chassis specifications include radial tires, hub-piloted disc wheels, LED lighting, and automatic tire inflation.

**About Triton International Limited:**

Triton International Limited is the world's largest lessor of intermodal freight containers. With a container fleet of over 7 million twenty-foot equivalent units ("TEU"), Triton's global operations include acquisition, leasing, re-leasing, and subsequent sale of multiple types of intermodal containers and chassis. Triton leases its containers to nearly every major container shipping line in the world and is a leading container provider to each of the top five global container shipping lines. Through its global network of 20 offices and 3 independent agencies in 16 countries, Triton's global network offers its customers access to its containers through more than 400 locations across 46 countries.



## We look forward to connecting with the HTA community at TPM22.

[Click to book a meeting with us at the event](#)

We're ready to show how our container reuse solutions boost returns with fewer empty trips and more loaded miles. Street-turns are an economic and environmental WIN.

Visit our booth and we'll plant a tree for you!



# MATCHBACK SYSTEMS

The Street-turn Expert powered by innovative technology

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ADVANCED CLEAN TRANSPORTATION EXPO  
**ACTExpo**  
MAY 9-12, 2022 | LONG BEACH, CA

Join us May 9 - 12, 2022, at the Long Beach Convention Center in Southern California for the Advanced Clean Transportation (ACT) Expo

HTA members can register for ACT Expo using the HTA discount code to save \$50. Just type in this code when you register and are on the payment page: 22HTAD50

ACT Expo is the most comprehensive advanced transportation technology and clean fleet event in North America. Each year, the show serves as the official meeting place for transportation executives looking to gain insight and hands-on access to the fuels, technologies, and vehicles driving the future of transportation. ACT Expo features dozens of product debuts and major announcements from leading OEMs and suppliers, unparalleled networking opportunities with the most influential and progressive leaders in the industry, peer-to-peer learning for progressive fleet operators, and access to the most extensive assembly of advanced commercial vehicles anywhere.

## Upcoming Events



**The Facts About Port Trucking with Matt Schrap, CEO, Harbor Trucking Association by Propeller Club of Los Angeles-Long Beach**  
Thursday, February 24, 2022

11:45 AM - 12:00 PM • Zoom Networking Session  
12:00 PM - 1:00 PM • Keynote

[> REGISTER NOW](#)



**SoCal Supply Chain Meet Up**  
February 26th, 2022  
4:00 pm - 6:00 pm  
AltaSea at the Port of Los Angeles

**SoCal Membership Meeting Sponsored by Orange Commercial Credit**  
March 23rd, 2022  
Shoreline Yacht Club  
5:00 pm- 8:00 pm  
Long Beach, CA

[> REGISTER NOW](#)



The Voice is designed and edited by:  
Karla Sanchez-Jimenez  
Director of Programs & Communications  
karla@harbortrucker.com

