

### **NOVEMBER 2023**

The Official HTA Monthly Newsletter



ENVASE

**INUM SPONSORS** 

MILESTONE

BLUME

global.

HARBOR TRUCK



Written by Karla Sanchez, Director of Programs & Communications

### About the Clean Truck Check Program

In 2019, Senate Bill 210 mandated that the California Air Resources Board (CARB) develop and implement a comprehensive Heavy-Duty Vehicle Inspection and Maintenance (HD I/M) regulation. This regulation, now known as the Clean Truck Check was approved by the Board on December 9, 2021. It is designed to ensure the proper functioning of emissions control systems in heavy-duty vehicles on California's roads. This program combines periodic vehicle testing, emissions monitoring techniques, and enhanced enforcement strategies to identify and address emissions-related issues.

On October 1, 2023, CARB released the Clean Truck Check Reporting Database for the purpose of reporting all vehicles that are subject to the regulation. By December 31, 2023, fleets must report all trucks over 14,000 pounds to the Clean Truck Check database and pay a \$30 fee per truck. Failure to report a vehicle or pay the fee will result in fines or having the vehicle's DMV registration blocked.

### **Reporting Requirements**

The program requires detailed reporting from vehicle owners or their representatives. Ownership information, fleet information, and specifics about each vehicle's VIN, license plate number, and fuel type are all needed. The database can be accessed <u>here</u>.

Please note that the Clean Truck Check database (CTC-VIS) is separate from other California Air Resources Board (CARB) reporting databases, such as the Truck Regulation Upload, Compliance and Reporting System (TRUCRS). A new account needs to be created to report owner information and vehicle information for all vehicles operating in California. If the fleet has a TRUCRS account, vehicle information can be downloaded from TRUCRS and then uploaded to CTC-VIS for a more convenient reporting method.

#### **Compliance and Reporting Process**

Owners must attest, under penalty of perjury, that they have submitted a comprehensive list of vehicles under the Clean Truck Check Program. Regular updates are required within 30 days of any additions or removals to the fleet. Once compliance is demonstrated, a certificate is issued within 72 hours.

### **Compliance Assistance**

Recognizing the complexity of the reporting requirements, CARB offers support through the designated <u>email address</u>, and has been hosting a series of webinars that discuss and review the different parts of the Clean Truck Check Online Reporting Database. For more information and to register for these aforementioned webinars, please go to <u>www.harbortruckers.com/clean-truck-check</u>. Additional information, including fact sheets, can be found there.

CARB is also partnering with the Harbor Trucking Association to bring you a webinar via Zoom on November 28th for an in-depth overview of the Clean Truck Reporting Database at 4:00 PM PT. Register <u>here</u>.

For those who prefer to receive guidance in-person, the Harbor Trucking Association is also hosting a workshop on December 7th from 2:00 PM to 4:00 PM in Long Beach, CA at the Port of Long Beach Harbor Maintenance Facility. This is a free event. Spanish translation will be available.

To learn more, or register click here.





INTERMODAL

	<b>GOLD SPONSORS</b>
You are invited to	
Haliday	
Party	SILVER SPONSORS
Wednesday, December 13th	Long Beach Container Terminal
05:00 PM to 9:00 PM <i>A special request please</i> <i>bring an unwrapped tay</i>	
Hotel Maya- Lagunita Pavilion	
Long Beach, CA	electrify america
	AgTC Agriculture Transportation Coalition
	Gage Zero
Gage Zero	SELECTRUCKS
EVERYTHING YOU NEED TO	SELECTRUCKS Los Angeles YUSEN TERMINALS
ELECTRIFY YOUR FLEET	
	DAIMLER TRUCK
	North America
ALLE LEBRE	
Convenient sites	HAPPY
<ul><li>Reliable charging</li><li>No upfront capital required</li></ul>	
Truck financing available	C
Contact us today to get started: gagezero.com/contact-us	COCOLOR CON
<u>gagezero.com</u>   <u>sales@gagezero.com</u>   LinkedIn: <u>@gage-zero</u>	
	2

Sponsored by O ENVASE

# **MEMBER OF THE MONTH**



Congratulations on your achievement as the November Member of the Month. we consider this award as our aratitude for your continued support of the HTA.

### **BRONZE SPONSORS**

WATSON

DriverReach

**Dray Alliance** 

VELOCITY

SoCalGas

Sempra Energy utility

SEnergy

HYZON

Advent

PORTPRO

Zeem

Anytlek

Modal

1151

Stonbill

### This month's spotlight is on Peter Tawil, Regional Sales Manager of Hyzon Motors, for being named HTA's November Member of the Month.

To celebrate this achievement, we asked Peter the following questions:

What is the best advice you've ever gotten at work?

Never give up.

If you were coming out onto a stage, what would your entrance them song be?

I love LA- Randy Newman

Do you have any mentors or people you look up to? Tell us about one of them.

My old business partner, Greg Peterson. He was a Vietnam vet, former Chicago cop, and labor attorney. Even having to live with debilitating effects of exposure to agent orange, Greg never let that stop him from achieving his goals.

If you did not work in this industry, what field would you pursue?

Film/Movie Industry.

### LEADING THE CHARGE

Peterbilt leads the charge on electrification for drayage applications. The Model 579EV delivers an advanced battery-electric powertrain with distinctive Peterbilt styling and

driver comfort.

earn

More





### Mastering Rate Management in a Competitive Market



Written by Marina Vostrova, Envase Technologies, WiseTech Global Group

In the ever-changing world of drayage, where the pursuit of freight has become a fierce competition, adaptability is not just an advantage – it's a necessity. The post-COVID influx of smaller carriers, coupled with a market grappling for every available load, has made it abundantly clear: survival requires being lean, agile, and responsive. For both truckers and 3PLs, the key to thriving in this challenging environment lies in streamlining operations and maximizing efficiency.

Ask yourself: How much time does your team spend on the rate and quote process? And how much of that business do you actually win in the end?

Rate management is often overlooked in the pursuit of lean operations. Finding ways to optimize rate negotiations, the quoting process, and RFP responses can save businesses critical time and give them the edge they need to stand apart and prosper, especially in tough market conditions projected to continue through 2024.

### Managing and quoting drayage rates is costing you time and money

Truckers and 3PLs face a myriad of challenges in their day-to-day operations. For truckers, the struggle to keep up with changing rates, quoting efficiently, and managing the complexities of RFPs is all too real. Larger companies, with diverse pricing structures and multiple people responsible for quoting, find themselves dealing with the fallout of "mo' money, mo' problems"... and inconsistent quotes across an organization just become a casualty of growth.

On the 3PL and broker side, the constant back-and-forth for rates, especially after hours, coupled with the lack of a centralized system for managing drayage partners and rates, leads to inefficiencies, restricted cash flow, and unhappy customers.

### What is a comprehensive solution for managing rates?

To better manage rates, trucking companies and 3PLs alike need a centralized place to manage all of their rates and partners. Given the complexity of drayage rates, finding a way to quote accurately the first time around saves everybody the phone tag and email threads that can spawn from a single quote request. A holistic approach to drayage rates answers any "please advise" questions before they're even asked.

### For Truckers:

Look for a system that allows for digitizing rates and creating a single source of truth for tariffs, accessible by everyone in the organization. Go further and ensure that the complete rate for any lane can be accessed with a simple search. When rates are automated, better control is maintained over which partners see specific rates, and can provide customers with 24/7 access to instant, efficient, and accurate quoting. RFP responses take a fraction of the time it normally takes, and consistent pricing across the enterprise becomes a reality.

CONTINUED

### NOVEMBER 2023

### For 3PLs:

3PLs, brokers, and forwarders need full visibility over their carrier network, a centralized hub to manage all their drayage partners and access rates at any time. Find a platform that allows for quick comparisons of rates, upfront visibility to accessorial charges, and a more efficient quoting process. When all rate information is listed in a single place, discrepancies are minimized, leading to faster payments and improved cash flow.

### Let your rates go to work for you with DrayMaster

DrayMaster was created to solve the inefficiencies of intermodal drayage rate management. It allows complete drayage rates to be maintained and shared on a secure platform. By tracking all of the known accessorial charges for an intermodal shipment, every rate and every quote generated is comprehensive and accurate down to the dime.

Managing drayage rates with DrayMaster is a game changer for both truckers and 3PLs:

-Become a trusted partner: more organized, responsive, professional, and credible.

-Increase profitability: protect margins by providing complete and current rates upfront and understanding rate generation intricacies.

-Achieve greater efficiency: spend less time responding to pricing calls and emails, respond to complex RFPs in hours instead of weeks, and swiftly find vendors in other regions.

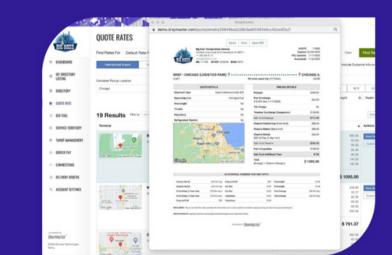
-Expand market reach: start new business relationships. increase revenue, and discover new partners for new lanes. The collaboration between truckers and 3PLs in DrayMaster fosters stronger relationships. The visibility into global partner activities, including rate searches and preferences, enables informed decisionmaking and enhances datadriven strategies on both sides.

In a market where every advantage counts, DrayMaster is an essential tool, empowering truckers and 3PLs to navigate challenges with precision, efficiency, and profitability.

Check out how DrayMaster works for trucking companies <u>here</u>.

## Your Rates, Your Way





Free your business from the pain of the time and money it takes to manage and quote intermodal drayage rates.



**ISSUE 48** 

Join us in welcoming our new sponsors & members below.

Tristan Hale Bivio Transport and Logistics **New Carrier Member** Heather Banul McGriff **New Affiliate Member** 

David Dealy InductEV **New Affiliate Member** 

Karen Olivera Premier Choice **New TAP Member** 

Luis Sagastume Sagg Trucking, LLC. **New TAP Member** 



Follow us on Social Media @harbortruckers



Not a member or sponsor? Find out how you can become one by going here: <u>https://harbortruckers.com/join-the-hta</u> Have any questions regarding your membership, or want to upgrade? Contact

Melissa Summers at melissa@harbortruckers.org