



We won't be silenced.

THE VOICE

SEPTEMBER 2023

The Official HTA Monthly Newsletter

ISSUE NO. 46

LEGACY PARTNER



PLATINUM SPONSORS



HTA Applauds Commissioner Dye's Proposal to Eliminate Supply Chain Bottlenecks in Letter Addressed to FMC

Written by Karla Sanchez, Director of Programs & Communications

HTA submitted detailed comments on the proposals to Federal Maritime Commissioner (FMC) Rebecca Dye on September 15th, emphasizing the need for further reforms on the US West Coast (USWC).

For years, the HTA and its member companies have actively engaged with policymakers to highlight the challenges faced by motor carriers due to unreasonable practices imposed by equipment providers (EPs) and marine terminal operators (MTOs).

Despite collaborative efforts, recent actions, and inactions by EPs and MTOs have highlighted the need for regulatory interventions to promote fairness and equity. That is why Commissioner Dye's proposals serve as a crucial starting point for addressing these inefficiencies in the supply chain.

Key concerns raised by HTA in response to the proposals include:

- Empty containers should have the terminal of origin as a return location option; however, truckers should be able to decide on return location if other facilities are open for receiving.
- All empty return locations must be noticed by 12pm the previous day. Any appointment made once return locations are posted should be honored.
- Appointments for redirected containers should be waived. If an appointment is required, exemptions should be issued for use across any following shift.
- If an ERD shifts, the original published ERD should be used as the final day for per diem or detention billing. All billing should freeze once ERD shift is announced.
- MTOs and EPs should be required to timely publish information on ERD changes, empty return restrictions, gate schedules, appointment availability and volume, row closures, lane closures, terminal closures etc.
- MTOs and EPs should comply with existing California law on applicability of detention and demurrage billing, these standards should be consistent across all gateways.
- Free time commencement should be coupled to the first day-side appointment that is available to a trucker at least 24 hours after the container has been fully cleared of all holds and is an open and accessible area.
- Any motor carrier costs related to repositioning, return or storage of containers due to appointment cancellations, empty return restrictions, ERD shifts or anything else that prevents container pick up or return should be billable back to the MTO or EP.

Furthermore, HTA acknowledges the need for a clear billing pathway for motor carriers to seek reimbursement for repositioning, storage, chassis charges, and other costs incurred due to shifting ERDs or other issues.

The association is grateful to those who took the time out of their busy schedules to complete our survey on the points mentioned above. This letter would not have been possible without your comments.



FLEX YOUR FLEET

Get the flexibility you need. Lease or rent from our nationwide network of chassis and domestic containers.

PROUDLY SERVING HTA PORTS

- ▶ Oakland
- ▶ Los Angeles
- ▶ Long Beach
- ▶ Seattle/Tacoma



For daily rentals of chassis or containers go to chassisfinder.com

For leasing information, email sandra.magallanes@milecorp.com or call 310-735-1028

GOLD SPONSORS



Clean Energy



SILVER SPONSORS



AgTC Agriculture Transportation Coalition



REGISTER NOW



Beer and Bourbon Tasting

October 4th, 2023

5:00 PM - 8:00 PM

Shoreline Yacht Club
Long Beach, CA



Event Sponsorship is Available

Please be responsible, don't drink and drive. Designate a driver, call a cab or get a ride home.

MEMBER OF THE MONTH

Sponsored by  ENVASE



Congratulations on your achievement as the September Member of the Month, we consider this award as our gratitude for your continued support of the HTA.


This month's spotlight is on Dennis Lane, Managing Director at Trinium Technologies of WiseTech Global Group for being named HTA's September Member of the Month.

To celebrate this achievement we asked Sandra the following questions:

- What is the best advice you've ever gotten at work? Focus on what's important.
- If you could be great at any Olympic Sport, which would it be and why? 100 meter dash... fastest man in the world!
- Which song could you listen to over and over again? Redemption Song from Bob Marley.
- If you did not work in this industry, what field would you pursue? Teaching or Coaching.

BRONZE SPONSORS





TRANSPORTATION SOFTWARE FOR CONTAINER DRAYAGE COMPANIES

Harbor Drayage • Rail Drayage • Multi-Modal Trucking



Schedule a Demo at (310) 214-3118 or email: sales@triniumtech.com | TriniumTech.com/Trucking



Prologis Electrifies Fleet for Sustainable Supply Chain Advancement

As the transition to zero emissions accelerates, companies are increasingly adopting fleet electrification across the supply chain. To successfully transition, a blend of strategic insight, industry acumen, and practical experience and expertise is required to balance the demands of today with the evolving needs of tomorrow.

With Prologis Mobility, you can bundle energy, infrastructure and operations into a simple electricity subscription rate that includes:

- Guarantee of 98% charger performance uptime
- State-of-the-art software to manage vehicle charging and route planning
- 24/7 maintenance and operations support

Challenge

A Prologis customer committed to transition more than 100 Class 8 Volvo EVs to align with their net-zero targets. They were faced with multiple challenges including an aggressive implementation timeline, availability of vehicles and charging infrastructure.

Solution

The Prologis Mobility team engaged with the customer to understand their unique needs and create a successful electrification plan. They designed and installed the necessary charging infrastructure to support the large-scale rollout of electric trucks, ensuring minimal operational disruption to meet critical deadlines.

Prologis Mobility developed a charging-as-a-service solution to address the customer's electrification needs for the first two implementation phases, encompassing more than 38 electric trucks spread across two sites. The team combined the effort with an onsite truck lot repaving project to minimize costs and ensure a smooth customer experience. They also collaborated with the local utility to facilitate a significant energy upgrade at the site to power the EV charging infrastructure.

Results

- Completed the installation of 4 mega watts of electrification capacity, catering to the initial fleet of over 38 Class 8 electric trucks.
- Enabled the electrification of 1,760,000 annual miles and reduced carbon emissions by 5,695 metric tons per year.
- Generated over \$10 million in Indirect Source Rule (ISR) value, complying with emissions regulations in Southern California.
- Met the customer's strategic objective to maximize EV adoption and achieve electrification targets on time.
- Cut project costs by integrating tenant improvements already underway.

Impact

- Optimized operational efficiency and cost-effectiveness while managing the complexity of a large fleet throughout the electrification process.
- Minimized environmental impact by reducing carbon emissions and air pollutants.
- Enhanced corporate sustainability initiatives and aligned with the customer's zero-emissions targets.
- Positioned the customer as a leader in sustainable practices in the trucking industry.

What It Means

The successful electrification of the customer's drayage fleet demonstrates the effectiveness of Prologis' comprehensive mobility solutions and overarching expertise in sustainable supply chain transformation. By embracing fleet electrification, the customer took a crucial step toward optimizing and future-proofing their operations.

What's Next

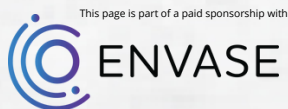
Contact Prologis Mobility to discover how their next-generation mobility solutions can accelerate your operations, reduce emissions and set a smooth course toward an electrified future.



Photo courtesy of Prologis.



Photo courtesy of Prologis.



The Three C's at IANA Expo 2023

Last month we caught you up on what to look for at IANA.

This month we're sharing what we found.

Collaboration

The beauty of bringing the people of one industry together in one place is that it fosters an environment of synergy through communication and opportunities for collaboration. The intermodal community did exactly that at IANA. If you came by our booth, you saw that we were exhibiting with Nascent Technology. Envase and Nascent have a deep-rooted history of collaboration, the fruits of that collaboration being the ReadyGate AGS which we were proud to show off at our booth (and serve some refreshments out of!). This automated gate system has transformed the operations at many of our SecurSpace partner yard locations, increasing security while automating gate entry and lowering overhead costs.

Collaboration in technology allows us to bring powerful solutions to more businesses, empower smaller operations with technology that is otherwise unattainable, and brings opportunity to all parties. This brings us to our next point — coopetition.

Coopetition

During the "Transparent Technology: Using Data to Make Informed Decisions" session, Yamini Vellore of Blume Global dropped this word, and it stuck with us. Larry Cuddy of Envase, Grant Pollock of BlueCargo, and Harris Ligon of Telegraph were also a part of this discussion moderated by Matthew Wittmeier of INFORM Software.

The conversation centered around the sharing of data between competing parties to create solutions that are much more powerful together than individually. To quote Aristotle, "The whole is greater than the sum of its parts". Think of it as if you had all the components of a truck — put together into a truck they are much more valuable than sitting separately on their own. The same goes for data. However, the biggest roadblock we have is, as Matthew put it, "a strong apprehension to data sharing across the whole intermodal ecosystem". Much of this apprehension comes from the unusual idea of working with competitors. That's where the term coopetition comes in — a combination of the words cooperation and competition. It's something we all need to realize, that working together pays off in dividends not only for the cooperating businesses, but for every customer. How can we overcome this apprehension to sharing data? As Larry highlighted, it's customers that can be very influential. Having a need and idea, bringing all parties together, and breaking down the walls between companies that normally wouldn't want to share data. BlueCargo is already on the way with this in their new partnership with Trinium.



Grant attributed this to the understanding that "we each have information that we need, that the other doesn't have" — and a customer that had a need and brought them together to build it.

Community

Having the intermodal community under one (very big) roof is always something we look forward to. Seeing our customers, reconnecting with friendly faces, and meeting hundreds of new people always brings conversations that we won't forget.

One thing that stood out to us were all of the students in attendance. Understanding the intermodal industry isn't something they teach in school, so having the opportunity to educate students on our solutions and different components within the intermodal ecosystem was very fulfilling. And when it comes to education the next generation, we have to give props to Hope White and her team at Logistically Speaking Online and HD Drayage. They are a customer our whole team looks up to!



Welcome!

Join us in welcoming our new sponsors & members below.

Tiffany Kim
Calinex
New Carrier Member

Jagjeet Singh
West Port Logistics Inc.
New Carrier Member

Jason Abernathy
Chevron
New Gold Sponsor

Tomi Riley
Air Products
New Bronze Sponsor

Manuel Gastelo
Anytrek
New Bronze Sponsor

Duane Welty
Peterson Trucks, Inc.
New Bronze Sponsor



Follow us on Social Media @harbortruckers



Not a member or sponsor? Find out how you can become one by going here:
<https://harbortruckers.com/join-the-hta>

Have any questions regarding your membership, or want to upgrade? Contact
Melissa Summers at melissa@harbortruckers.org

