

23

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We won't be silenced.

THE VOICE

An Official HTA Newsletter

HAPPY HALLOWEEN

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UNCLOGGING THE PORTS TAKES COLLABORATION, DIGITIZATION

The supply chain is not a single strand of interlocking parts. Myriad companies all have their own supply chains and are all dealing with their own challenges and issues, worries and pain points at the same time. When solving the current supply chain crisis, it's important to remember all of these stakeholders. Bringing an end to unprecedented port congestion requires a holistic approach encompassing carriers, shippers and BCOs, and the ports.

And they're all facing headwinds.

While congestion has eased on the East Coast, the West Coast ports are a different story. Due to capacity constraints, a continued ballooning of online ordering by a general population still coronavirus wary and coming labor negotiations on the West Coast, it will be quite a while before freight flows easily at the ports of Los Angeles and Long Beach.

"Congestion is going to continue far beyond Lunar New Year," according to Blume Global's Lincoln Pei, "mainly due to labor negotiations. The Pacific Maritime Association and the International Longshore and Warehouse Union will start negotiations for the new collective bargaining agreement – the existing CBA will expire at the end of June. And this negotiation may involve some labor actions. That starts right after the New Year and will likely last through the early months of the summer. Then peak season is here." He adds, "So there's really no break where congestion might ease until at least the end of 2022."



Automation at the marine terminals may be a topic of contention during the coming negotiations on the West Coast, but there are still technology solutions that optimize workflows and can provide terminal efficiencies without full automation. These services can keep drivers away from ever-increasing lines at the gate; companies can expedite containers from the terminals, saving time and money but, more importantly, keeping shipments on time. But that's only one part of the drayage puzzle. Shippers and BCOs need to be empowered to uncover spot-market drayage capacity provided by small carriers. These carriers, in turn, need a quick, real-time solution to finding available chassis in an extremely tight market.

Focusing on one stakeholder won't ease congestion, but drayage carriers and their drivers can work together with the ports and shippers to get the flow of goods moving again.

Visit www.blumeglobal.com to learn how carriers of all sizes can join the Blume Global Network and become part of the solution.

“
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”



The unprecedented demand for chassis created by the surge in E-commerce in 2021 is expected to continue in 2022. To provide a solution to this chassis challenge, Milestone has thousands of new chassis on order and is taking reservations for these 2022 chassis now. Milestone is one of the nation's largest lessors of new, modern chassis provided through over 40 locations near major ports and railyards. These premium chassis have flexible long- and short-term lease options, as well as convenient, online daily rentals, and are delivered with exceptional service from industry experts.

VALUE OF NEW, MODERN CHASSIS

With the industry average chassis age at 20+ years old, most chassis available for lease are older with outdated features such as two-piece, five-spoke wheels and bias ply retread tires. This leads to greater maintenance and repair costs as well as more breakdowns that produce lost driver time on the road and lost revenue from missed appointments.

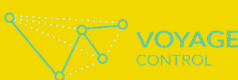
Milestone's newer chassis have modern safety and technology features like OEM radial tires, LED lights, anti-lock braking systems, disc wheels and, in some areas, GPS tracking, and auto tire inflation systems. While the daily lease rate for the new chassis is slightly higher than that of the older chassis, the total daily operating cost is significantly lower when you factor in the superior reliability that greatly reduces daily maintenance costs.

FLEXIBLE LEASING OPTIONS FOR CONTINUALLY EVOLVING NEEDS

Milestone also offers carriers flexible, affordable leasing options to accommodate the ever-changing needs of its customers. Milestone's affordable short- and long-term leases can be converted back-and-forth between these options as needed, allowing customers to quickly increase or decrease its number of leased chassis while retaining competitive rates to cost-effectively meet customer needs during this demand surge. For low-cost daily chassis rentals, Milestone's ChassisFinder online reservation system allows carriers to pick up the same day in most cases or the next day at the latest.



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EXCEPTIONAL SERVICE DELIVERS RESULTS

To keep up with this unprecedented need, Milestone's team of industry experts are authorized to make individual pricing decisions within 24 hours as part of its commitment to delivering exceptional customer service. This allows carriers to request a rate quote from their sales representative and receive the quote back quickly which, in turn, enabled them to prepare and provide a price quote to their potential customers well before the typical 24-hour deadline. Milestone's extensive national network near all major ports and rail hubs also enables them to quickly move chassis to serve carriers' facilities anywhere in the country.

By choosing Milestone's newer chassis with modern safety features available with flexible, cost-effective leasing options through its nationwide network, and delivered with exceptional personal service, carriers will be able to lower their total operating costs while meeting their customers' needs.

To reserve your new, 2022 chassis now, contact **Sandra Magallanes** at **Sandra.magallanes@milecorp.com** or **(310) 735-1028**. Visit **www.milecorp.com** for more information on Milestone chassis, container and trailer leasing options.



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Upcoming Events

OCT 26TH, 2021



Virtual Workgroup to Discuss the Advanced Clean Fleets Regulation with Smaller Fleets

Workgroup meeting to give another opportunity for smaller fleets to provide input on the proposed Advanced Clean Fleets (ACF) regulation. This meeting will continue the discussion on topics raised by small fleet stakeholders during the September 9, 2021 workshop. Workgroup meetings focused on other topics are being planned.

This meeting will take place on Zoom.

Welcome!

Join us in welcoming our new sponsors & members below. Thank you for joining the community and for your continued support.

Amanda Barlow
Roanoke Insurance Group
New Affiliate Member

Tony Williamson
TTSI
New Carrier Member

Paul Pantich
Kohl's
New BCO Member



The Voice is designed and edited by:
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