2009 AAPA Marine Terminal Management Training Program

September 21, 2009
Pacific Merchant Shipping Association (PMSA)
Pacific Merchant Shipping Association

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PMSA

• Ocean Carriers and Terminal operators

• Represent 90% of West Coast Containerized Cargo

• San Francisco - LA/Long Beach - Seattle

• Government, legislative and regulatory affairs
Disclaimer

Speaking as an individual from an industry perspective, but not on behalf of any specific company.
Top 10 Port Qualities
Important to Customers
#10

**Location-Location-Location**

- Fast Access to Population Centers
- So Cal Large Population Base
- Transit Times

✔ Canada – Marketing transit times
#9

Vessel Access

- Safe
- Berth availability
- Deep water +50’
- Easy navigation
- Pilotage

✓ Panama Canal 2014
#8 Productivity

- Reliable Labor
- Efficient operations
  - Moves/Hour
- Stable, experienced work force

✅ Jobs!!
Access to Rail

- On Dock rail
- Near Dock rail
- Intermodal connectors
- Dual Class 1 coverage

✓ Rail Options may drive alternatives
#6

Port Trucking

- Good access to terminals
- Supply of truckers
- Clean Truck Plan

✓ Employee Mandate?
#5 Infrastructure

- Highway & Roads
- Bridges
- Truck Access
- Stimulus & Bond Funds

✓ Reauthorization of the Highway Bill
Positive Political Climate

- Proactive to Develop Business
- Want the Jobs
- Focus on Economic Benefits

✔ Government mandates
#3 Growth Opportunities

- EIRs are Critical
- Limited Land Available
- Technology
- Leadership

✓ East Coast, Southeast, Gulf Coast, Canada, Mexico, Panama Canal Port Development
#2 Economics

- Commodity Market
- Cost Competitive
- Intermodal Pricing
- Lease Rates

✓ $10/TEU – Does make a difference!

RECENT HEADLINES:

“First-Half Liner Losses Pass $6 Billion”
*The Journal of Commerce* (September 8, 2009)

“Idle Box Fleet Heading for 2 Million TEUs”
*The Journal of Commerce* (July 14, 2009)
#1

Port Partnership

Long Term Commitment

- Communication
- Focus
- Consistency
- Understanding our Business

✓ Customer Relationships Key
Pacific Merchant Shipping Association

Thank you!