



Harbor Trucking Association
Presentation on Trucking in the Port of Long Beach
By Weston LaBar, Executive Director



Harbor Trucking Association

BACKGROUND

The **Harbor Trucking Association** (HTA) is a coalition of Los Angeles, Long Beach, and Oakland intermodal carriers whose purpose is to advocate, educate and promote strategies with other goods movement stakeholders and policy makers that will sustain emission reductions, provide a dialog for intermodal truck efficiency, and to return cargo and jobs to California ports.



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CHALLENGES FACING THE INDUSTRY

- Shortage of Drivers
- Evolution of Chassis
- Turn Times and Congestion



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HOW HAS HTA ADDRESSED THESE CONCERNS?

- **DRIVER TRAINING PROGRAM-** HTA has partnered with LBCC to create a program to help train individuals who have been unemployed and underemployed. Thus far we have graduated roughly 100 drivers with a 70% placement rate with HTA member companies. The program received a \$300,000 grant from the Walmart Foundation and Jobs for the Future to train 300 more drivers with 25% of these drivers being women.
- **HTA Members Chassis Pool** - HTA has partnered with Trucker Chassis Connection to develop a members only chassis pool to service the Ports of Long Beach, Los Angeles, and Oakland. The pool is managed using Chassis Finder.
- **Truck Mobility Data-** HTA has contracted with E2 Managetech to develop and industry first turn time study. TMD has become the industry metric in measuring turn times and is being used by the Port of Long Beach, IANA, and the FMC in the creation of policies that look to optimize port productivity.



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INDUSTRY CHANGES RESULTING FROM CONGESTION

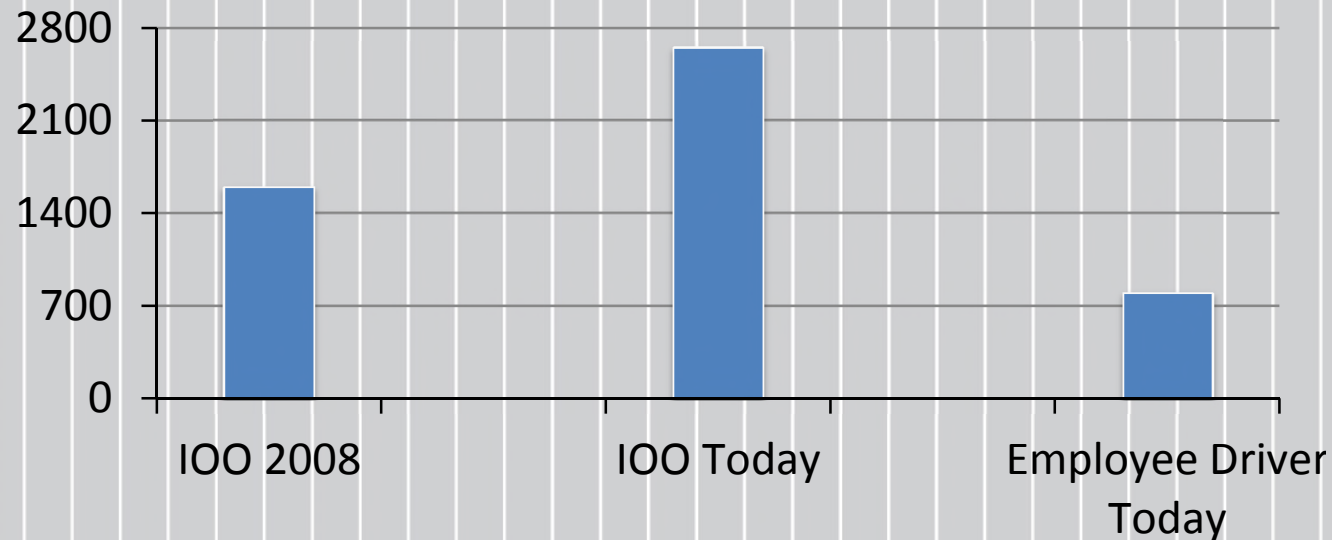
- **More Competition** - As a result of the congestion and the regulatory climate the industry has become very competitive in the recruitment and retention of drivers, as well as the necessity to optimize efficiencies for operations.
- **Better Pay for Drivers** - HTA member companies have been fighting to raise rates and increase pay for owner operators for decades. The conditions created by congestion finally allowed for carriers to gain traction in accomplishing this, as well as changing how drivers are compensated.
 - Higher Rates Per Load
 - Port Congestion Fee
 - Wait Time Compensation for Drivers
- **More Opportunity for Drivers** - Historically, drivers were unable to drive for multiple companies due to a federal mandate. California has challenged this under their independent contractor requirements. California's Owner Operators can now drive for multiple LMCs giving them more flexibility and greater financial opportunity.



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AVERAGE COMPENSATION FOR HTA MEMBER COMPANY DRIVERS

Independent Owner Operator 2008 - \$1600/Week
Independent Owner Operator Today - \$2650/Week
Employee Driver Today - \$800/Week



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