

Port Realities: Who Decides What, and Why It Matters

Moderator: Kiera Conlan, Global Account Executive, Laufer Group International

Panelists:

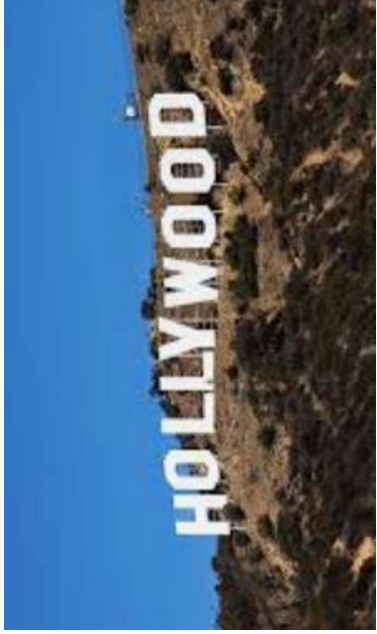
- Andy Hwang, Director of West Coast and International, CargoSprint
- HJ Yoon, Chief Commercial Strategy Officer, Yusen Terminal
- Robert Loya, CEO, Harbor Trucking Association



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What makes LA so special?



Port of LA/LB is the biggest gateway for US Trade



How LA/LB became the biggest gateway for US?

Economy of Scale: CA-Biggest consumer market

Geographical benefits: port and weather

Accessibility : Excellent logistics infrastructure

Port of Los Angeles

Port of Long Beach

TraPac(ONE)
Pier 136

SSA (SML)
Pier A

SSA (Matson)
Pier C

LBCT (Cosco)
Pier E

WBCT (MSC/Cosco/YML)
Pier 100

TTI (MSC/HMM)
Pier T

YTI

YTI (ONE)
Pier 214

Everports(EVG)
Pier 226

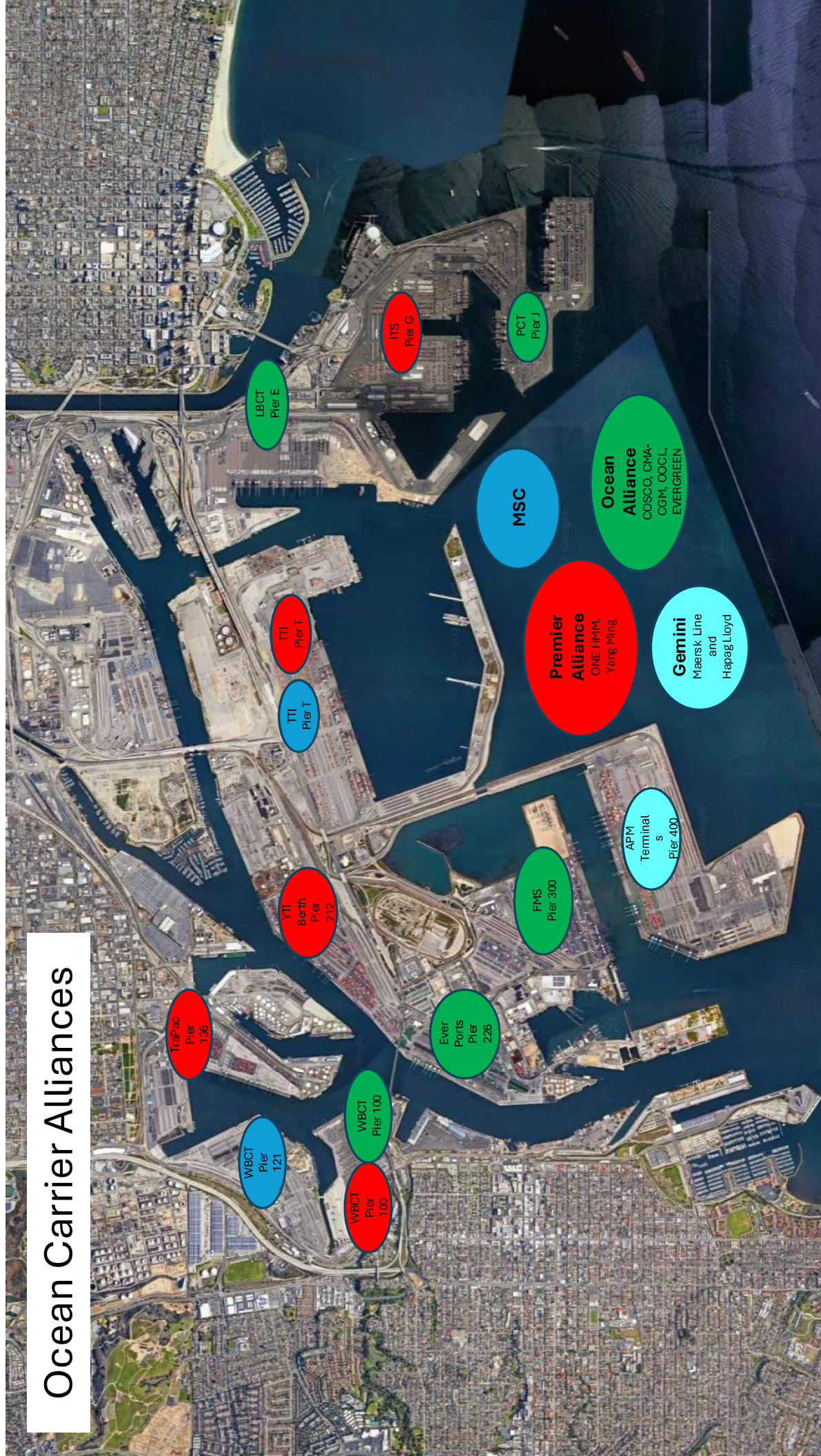
FNX (CMA-CGM)
Pier 300

APMT (Maersk)
Pier 400

ITS (ONE)
Pier G

SSA (Cosco/CMA-CGM)
Pier J

Ocean Carrier Alliances



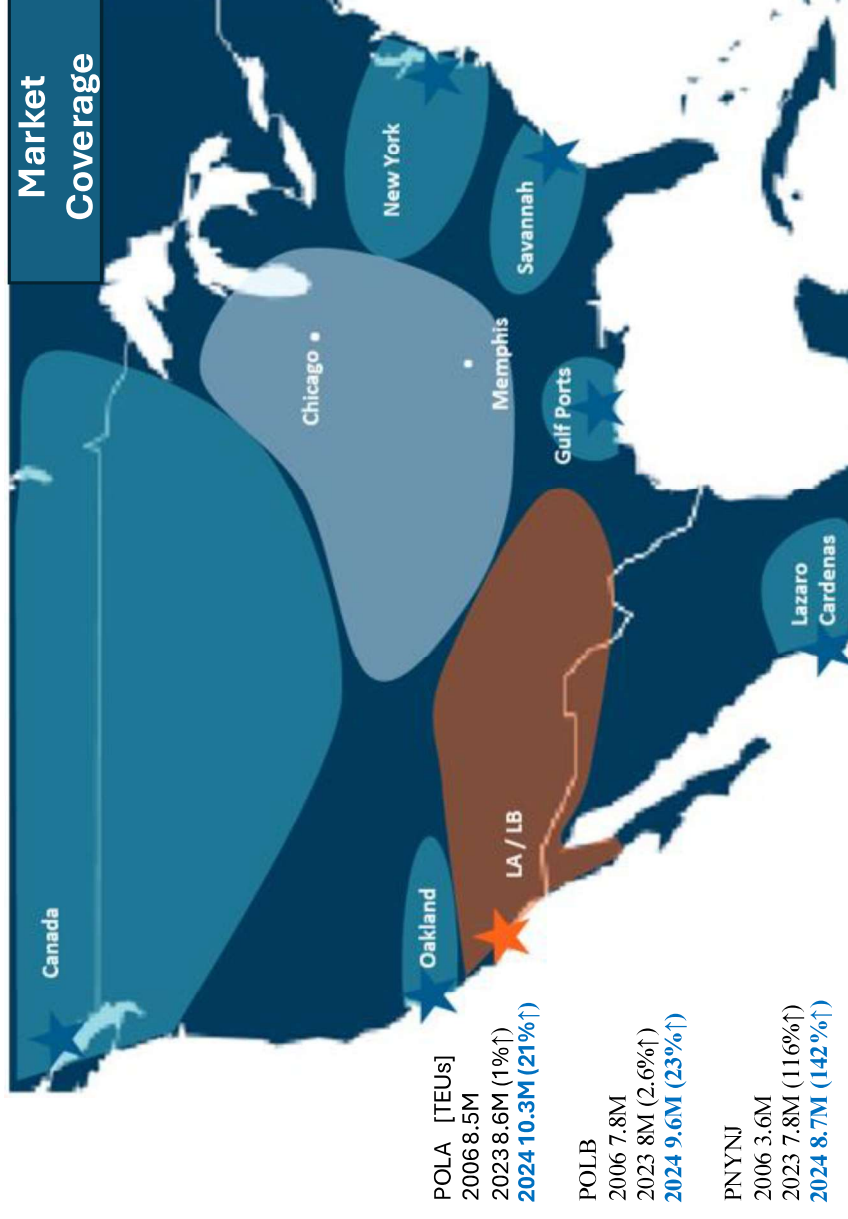
Target market via LA/LB

Captive Market

- Southern California
- Gulf of California
- Arizona
- Nevada
- Inland Empire DC's

Contested Market

- Gulf of Mexico
- Chicago, IL
- Memphis, TN
- Kansas City, KS
- Inland Empire DC's



ILWU - PMA

Represent waterfront labors in USWC

- Seattle/Tacoma

- Portland

- Oakland

- LA/LB

- Others

Working Hours

- 1st shift : 8am-5pm

- 2nd shift : 6pm-3am

- 3rd shift : 3am-8am



Foremen

Clerk & OCU

Longshoremen
& Mechanics

Watchmen



International
Carriers

Stevedoring
Companies

Domestic
Carriers

- ILWU Contract Ratified 6-year Deal – 7/1/2028

- OCU Contract Ratified 7-year Deal – 7/1/2030

Represent employers in USWC

- Negotiate CBA renewal on behalf of members

- Payroll Compliance Audit

- Compensation/benefit assessment

- Finance Committee

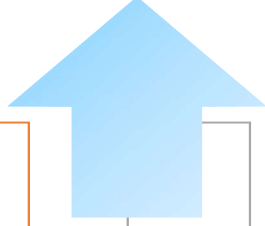
LA/LB vs. Asian ports in TP trade

Asian ports

Export oriented

Flexible labor market

Multi-port consolidation



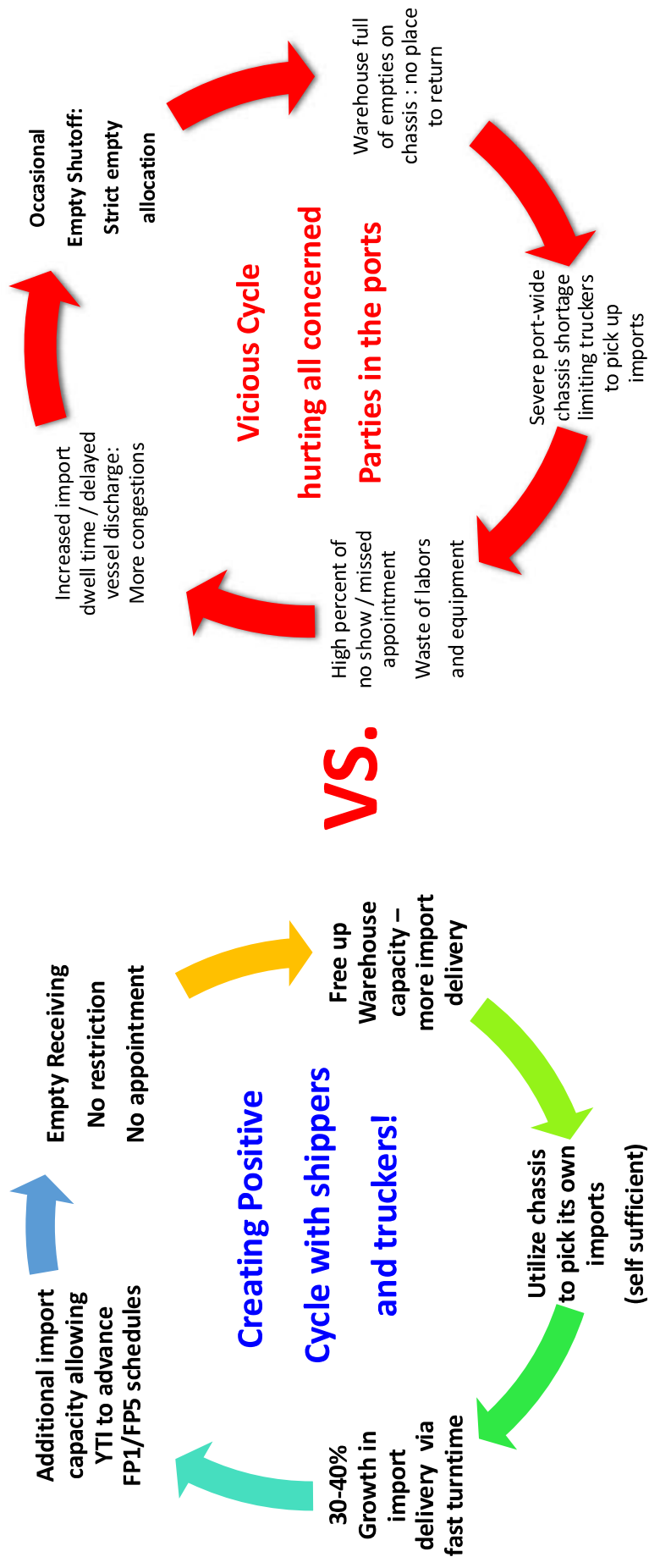
USWC ports

Import oriented

Rules / Regulations

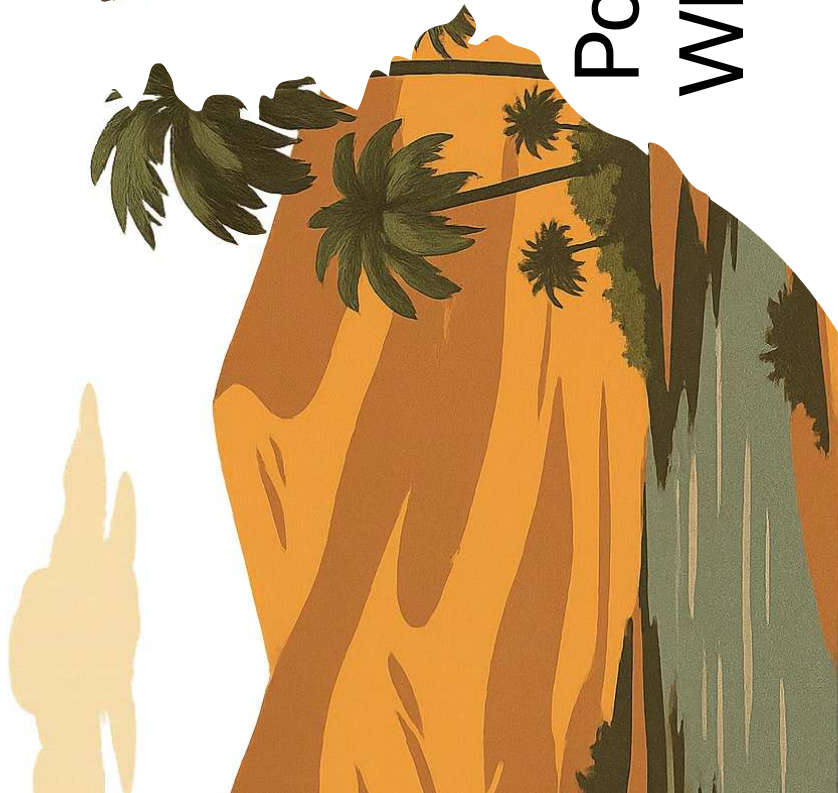
Few ports / longer FT

YTI's winning strategy vs. Industry reaction



Thank you!





WESCCON



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Harbor Trucking Association

Robert Loya, CEO



Robert Loya ✓

Chief Executive Officer at Harbor Trucking Association

Los Angeles Metropolitan Area · [Contact info](#)



Harbor Trucking Association



University of Denver

Port Realities

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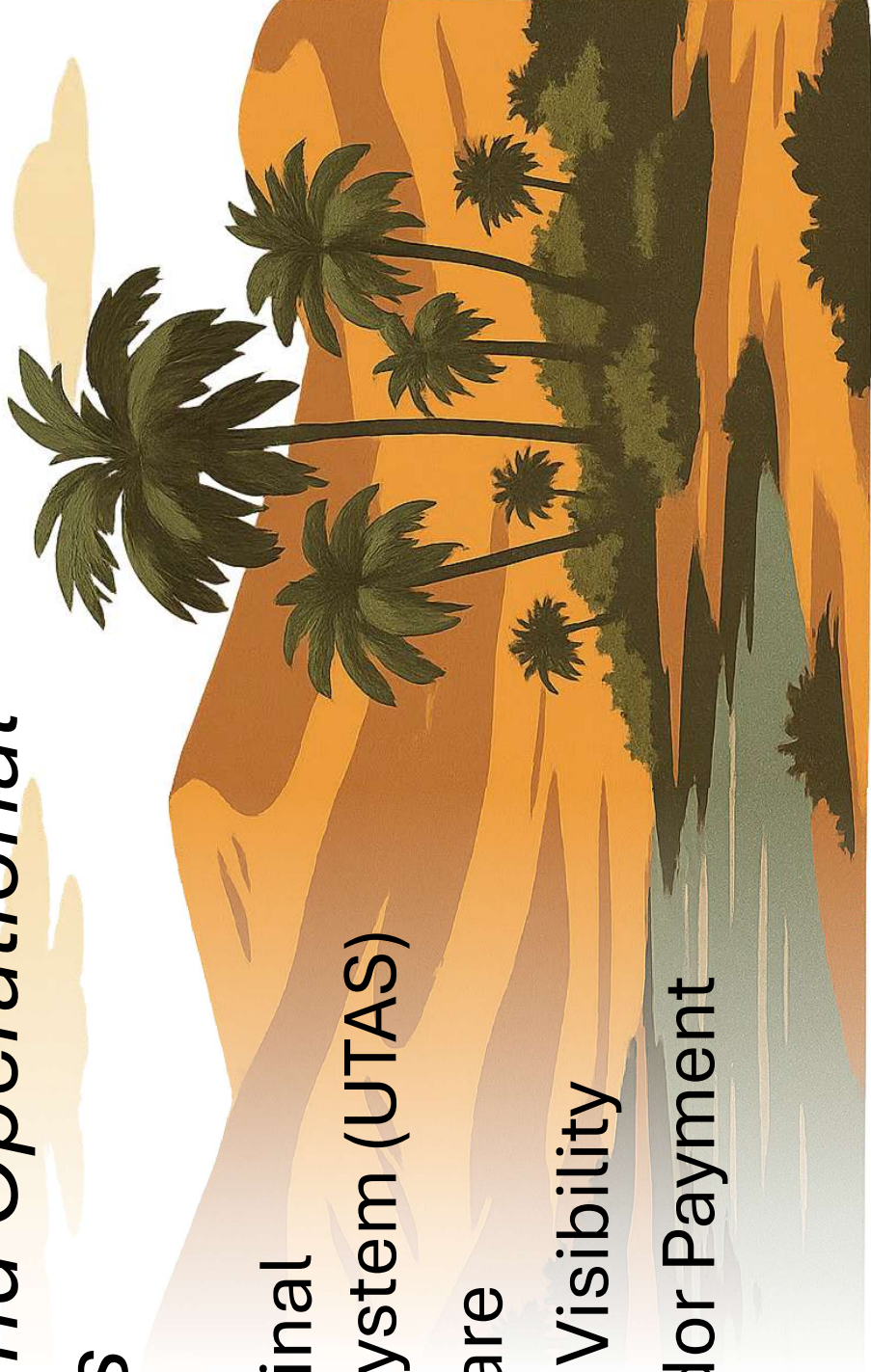
Agenda

- Technology and Operational Inefficiencies
- Port Congestion and Delays



Technology and Operational Inefficiencies

- Universal Terminal Appointment System (UTAS)
- 3rd Party Software
- Transparency / Visibility
- Terminal / Vendor Payment Platforms



Appointmtns Booked vs Fulfilled



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Port Congestion and Delays

Import Availability

- AB2406
- OSRA – DnD
- Appointment
 - Carrot or Stick

Export Operation

- ERD and LRD
- Inconsistent Messaging
- Receiving Velocity

Empty Operation

- Return Restrictions
- Empties Designated for Offshore Repo
- Off Dock Depots
 - P/U and Offhire



THANK YOU!

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