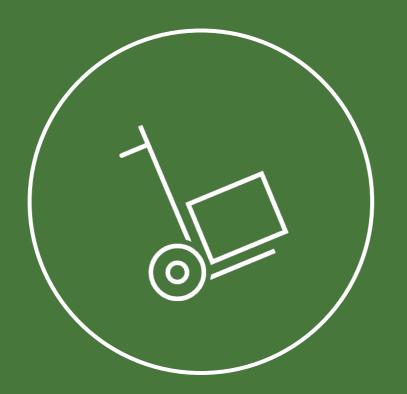


Supply Chain Issues



What is Happening?



Lessons Learned



Research Needs







How did we get here?



SUPPLY CHAIN DISRUPTIONS NOT ONLY LEAD TO IMMEDIATE CHALLENGES, BUT ALSO FORCE POTENTIALLY PERMANENT CHANGES IN THE OPERATION OF BUSINESS

The specific challenges to my business or the businesses I represent as a result of disruptions in the supply chain have included

Increased costs that have caused changes in operations	46%
Customer satisfaction issues	33%
Labor shortages	33%
Inability to meet production or delivery deadlines	33%
Loss of customers	25%
Loss of suppliers	21%
The need to eliminate steps in the goods movement process to ship directly to end-users	21%
None	13%
The need to change business models to no longer rely on supply chain	8%
The need to change business model emphasis from bricks and mortar to online	8%
Lack of sufficient and logistically-desirable storage space	4%







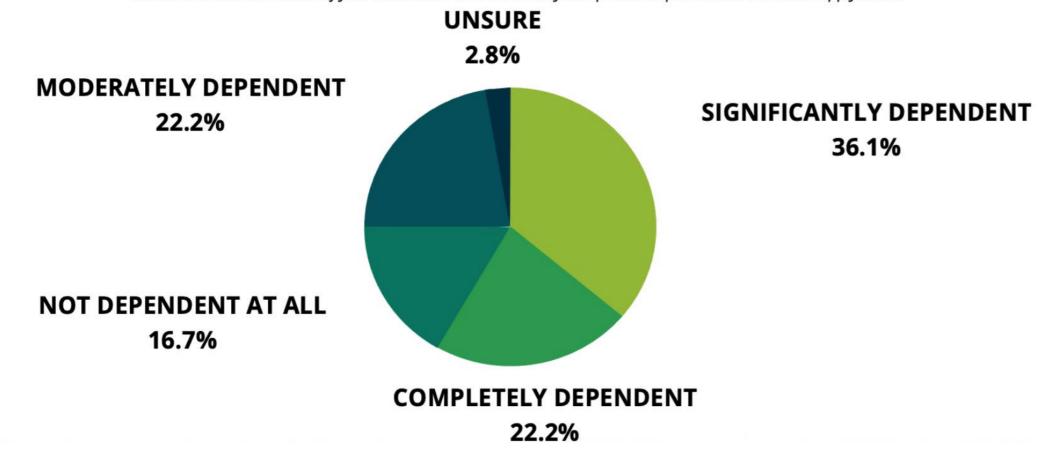






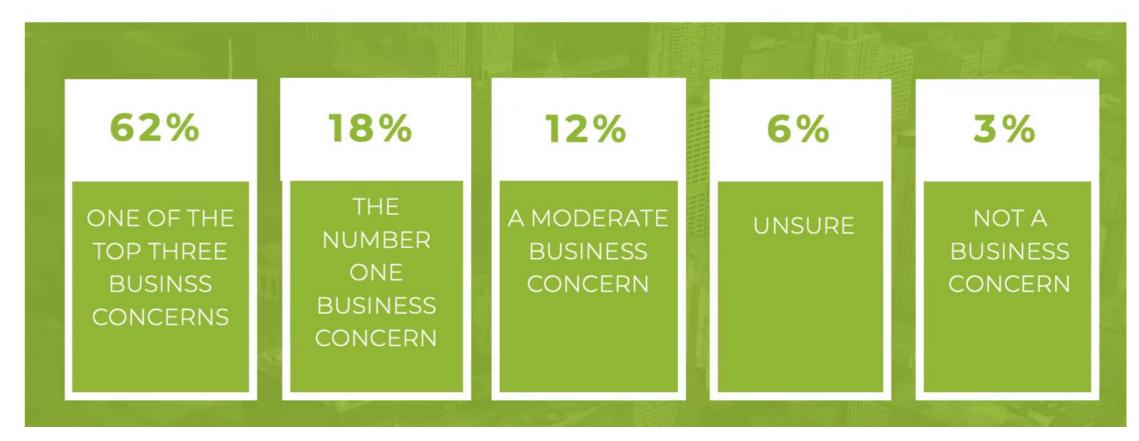
LOCAL BUSINESSES DEPEND ON THE SUPPLY CHAIN TO SUCCEED...

To what extent is the success of your business or the businesses you represent dependent on a reliable supply chain?





How do you rank the on-going challenges caused by unreliable goods movement and supply chain disruptions as a business concern?



EVERYONE IS THINKING ABOUT THE SUPPLY CHAIN, BUT THE ISSUES WILL NOT BE EASY TO FIX When I think of the current supply chain issues, the first thing that comes to mind is... 48% 23% 13% 0% 13% 5% WILL I DON'T OUT OF THERE CONTROL ARE THINK BETTER **NEVER BE** PLANS IN PLACE **ABOUT IT** SOLVED

Based on what we are currently experiencing with our supply chain, I would support the following public policy actions

Actively reduce restrictive regulations, even if on a temporary basis







Seaport - U.S. and International

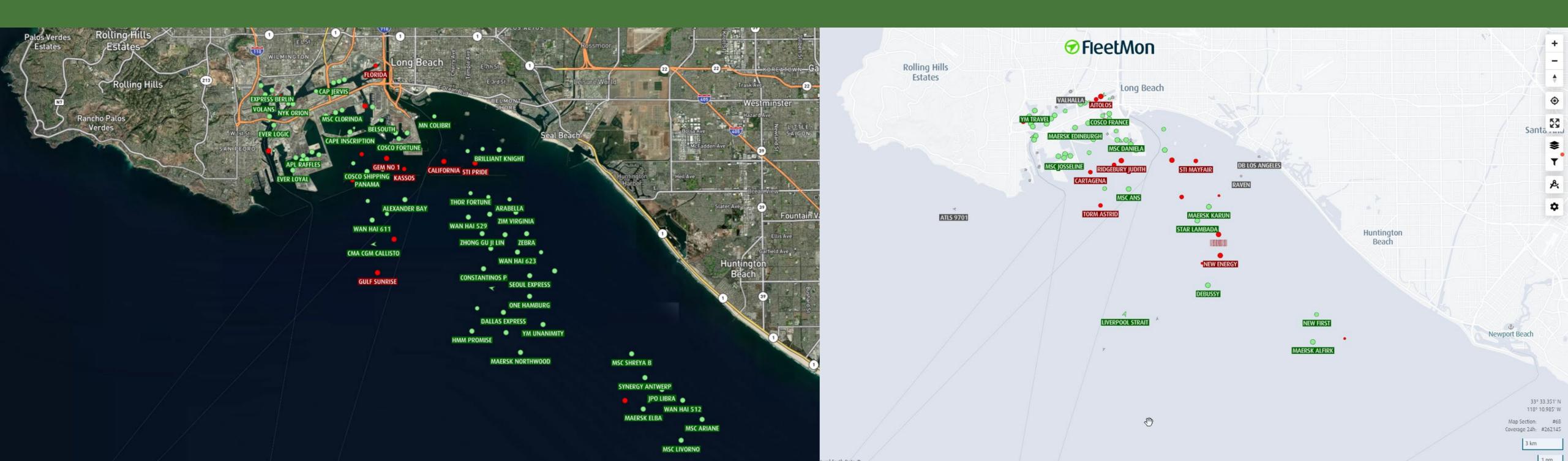




Asian Ports – What's happening now?

- China COVID shutdown
- Delays at Chinese ports

- Shanghai industries operating at 20-50%
- Vessels are skipping Chinese ports





U.S. Ports - What's happening now?

- Surge at POLA/POLB is down
- Surges at EC ports are up
- BCOs are sitting on containers
- Midwest exports are stuck
- Precision Scheduled Railroading

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OGISTICS REPORT

Shipping Bottlenecks Hit Port of New York and New Jersey

A backup of vessels is growing at the East Coast's busiest container import gateway as rising stacks of empty boxes clog docks





Officials at the Port of New York and New Jersey expect a stronger rush of shipments in summer as the peak shipping season begins.

PHOTO: JUSTIN LANE/SHUTTERSTOCK



Railroad Congestion





Intermodal Rail Issues

- Precision Scheduled Railroading
- 45,000 railroad jobs cut since 2017
- On-dock rail at capacity



News & Analysis



NS reducing IPI export service to West Coast ports

20 May 2022

Norfolk Southern Railway is reducing service on 120 international intermodal lanes to simplify its network and improve service, but some companies are worried it will harm

exporters and chassis supply. MORE »



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Home / News & Reviews / News Wire / STB seeks ways to quickly ease railroad service problems

STB seeks ways to quickly ease railroad

Railroads say they're working to address crew shortages, but shippers and rail labor

blame Precision Scheduled Railroading for gutting rail capacity

service problems

By Bill Stephens | April 27, 2022

You have 7 views remaining. Click here to learn about the Unli

Number of the Day

752,610

International containers moved in North American intermodal networks in April, a 10.4% decline from the same month last year, according to the Intermodal Association of North America.



Equipment Shortages



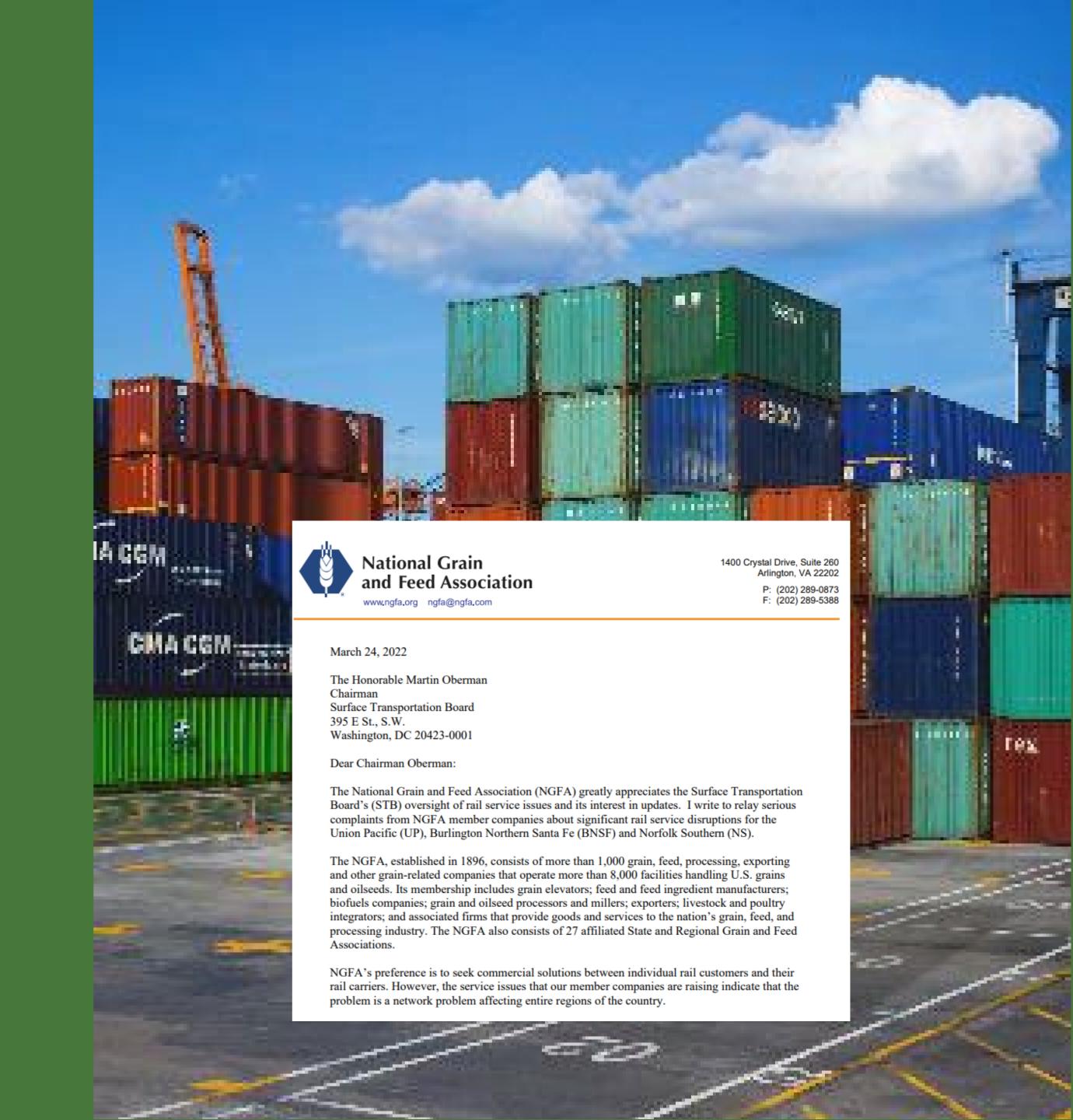






Export Container Shortage

- Warehouses are taking 45 days on average to empty loaded containers
- Trucking companies are charged for not returning empties to the ports within 20 days
- Railroad congestion limited availability of empties in the Midwest (esp. Chicago)











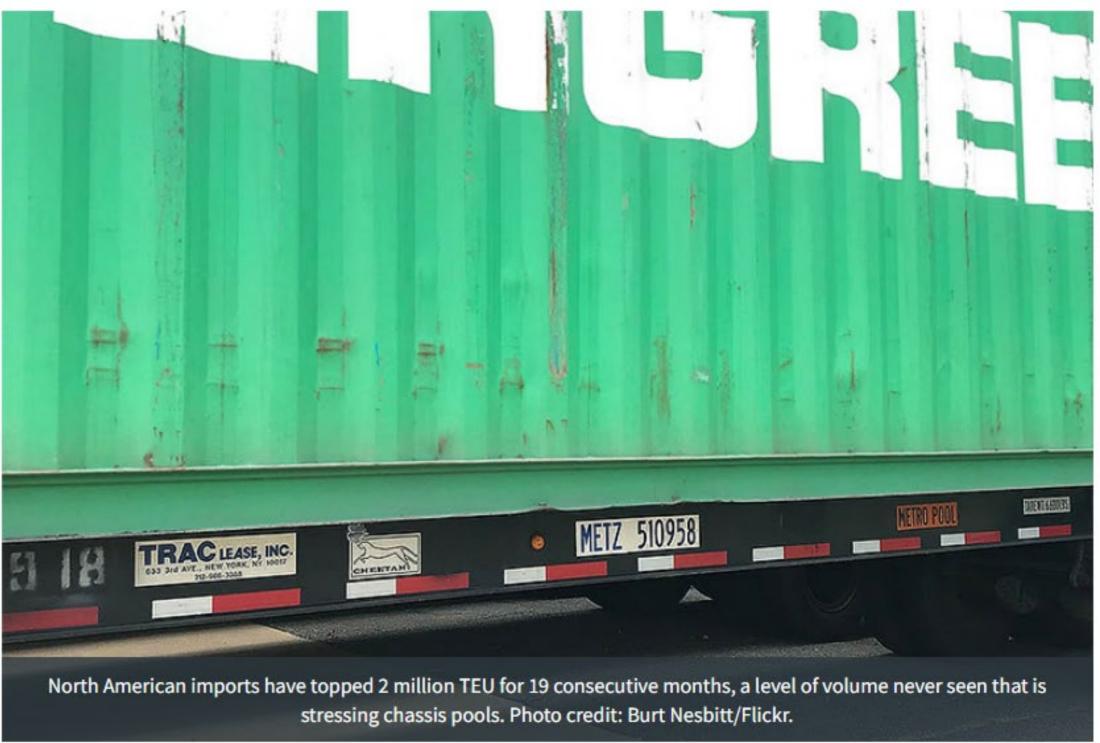
Chassis Shortages

- Chassis parked at warehouses
- No incentive to require returns
- Chassis manufacturing no labor or production inputs
- SC Ports delayed launching chassis pool due to lack of chassis

TPM22: Marine chassis shortage to last into 2023

Ari Ashe, Senior Editor | Mar 04, 2022 8:00AM EST

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It will take until 2023 before there are enough marine chassis available to handle the surge in import containers congesting US ports and inland rail ramps, chassis manufacturers and lessors told JOC's TPM22 in Long Beach this week.

Containers are dwelling longer, either because importers are taking longer to unload the cargo or shipping lines roll export bookings, causing the turnover of chassis between customers to slow considerably, industry participants say.

























Shipping Cost Increases

- Ten times the cost for containers
- Wage increases
- Price of diesel fuel
- Contributing to inflation

Quotable

"We saw much-higher-than-expected freight and transportation costs and a more dramatic change in our sales mix than we anticipated."

- Target CEO Brian Cornell



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Transportation



CMA CGM in its tradtional place, on the water. PHOTO: MICHAEL NAGLE/ZUMA PRESS



Labor Shortages

- Truck drivers
- Warehouse workers
- Railroad workers
- Chassis manufacturers
- Chassis subcomponent manufacturers

THE WALL STREET JOURNAL.

By <u>Vanessa Fuhrmans</u> Follow and <u>Kathryn Dill</u> Follow Jpdated April 26, 2022 2:02 pm ET	
□ SAVE ⇔ SHARE AA TEXT	376 RESPONSES
Listen to article (14 minutes)	① Queue

As the labor market reorders, more Americans are making the leap from blue-collar jobs and hourly work to "new collar" roles that often involve tech skills and come with better pay and schedules.

More than a tenth of Americans in low-paying roles in warehouses, manufacturing, hospitality and other hourly positions made such a switch during the past two years, according to new research from Oliver Wyman, a management consulting firm that surveyed 80,000 workers world-wide between August 2020 and March 2022. Many of the new jobs are in software and information technology, as well as tech-related roles in logistics, finance and healthcare. New data from the Current Population Survey and LinkedIn also suggest the pandemic has helped catapult more workers into more upwardly mobile careers.

<u>Tech job postings</u> have boomed over the past two years as work, shopping and other aspects of daily life have gone more digital. At the same time, millions of Americans <u>quit</u> <u>their jobs</u>, with some sitting on the sidelines and others finding new ones with higher salaries. Companies have struggled to hire all the talent they need, so many have dropped prequalifications like prior work experience or a four-year college degree.

UP, CSX blame labor shortage for volume, service declines
21 Apr 2022

Intermodal volumes and service metrics declined in the first quarter for CSX and UP, though both US railroads believe they can hire more labor and haul more ocean containers in the coming months.







Where are the workers?

Warehouse Workers

Truck Drivers



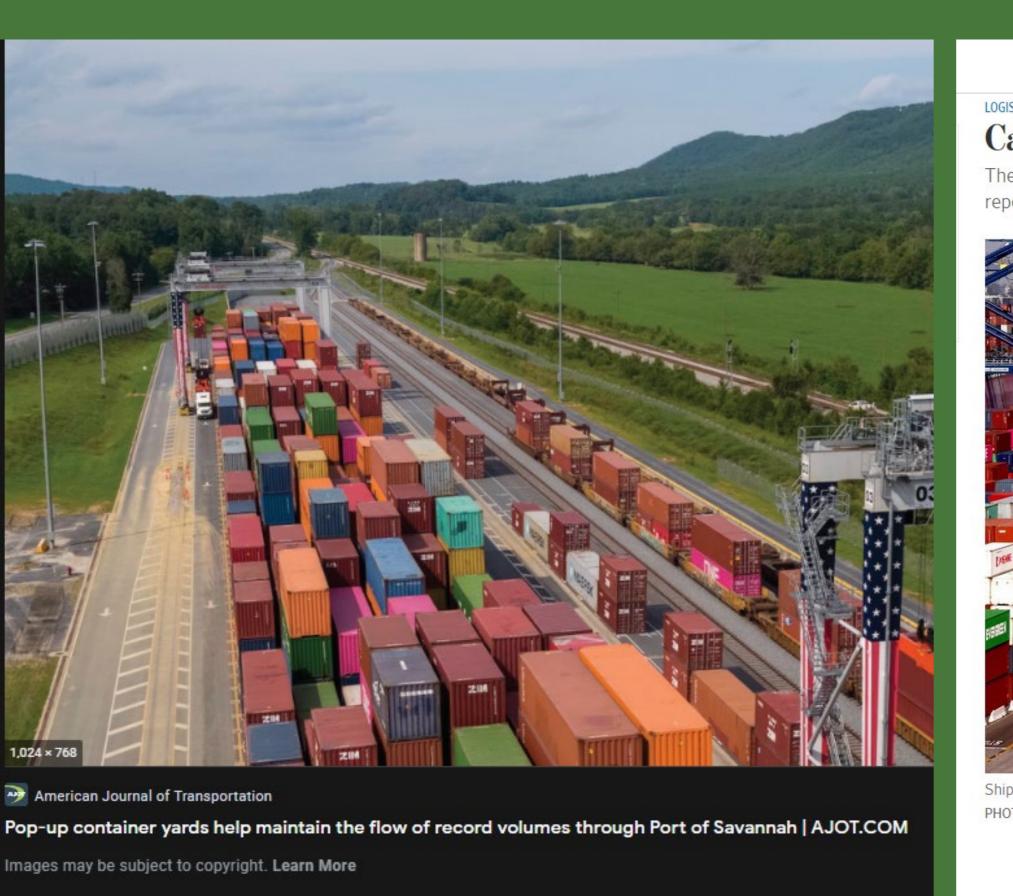


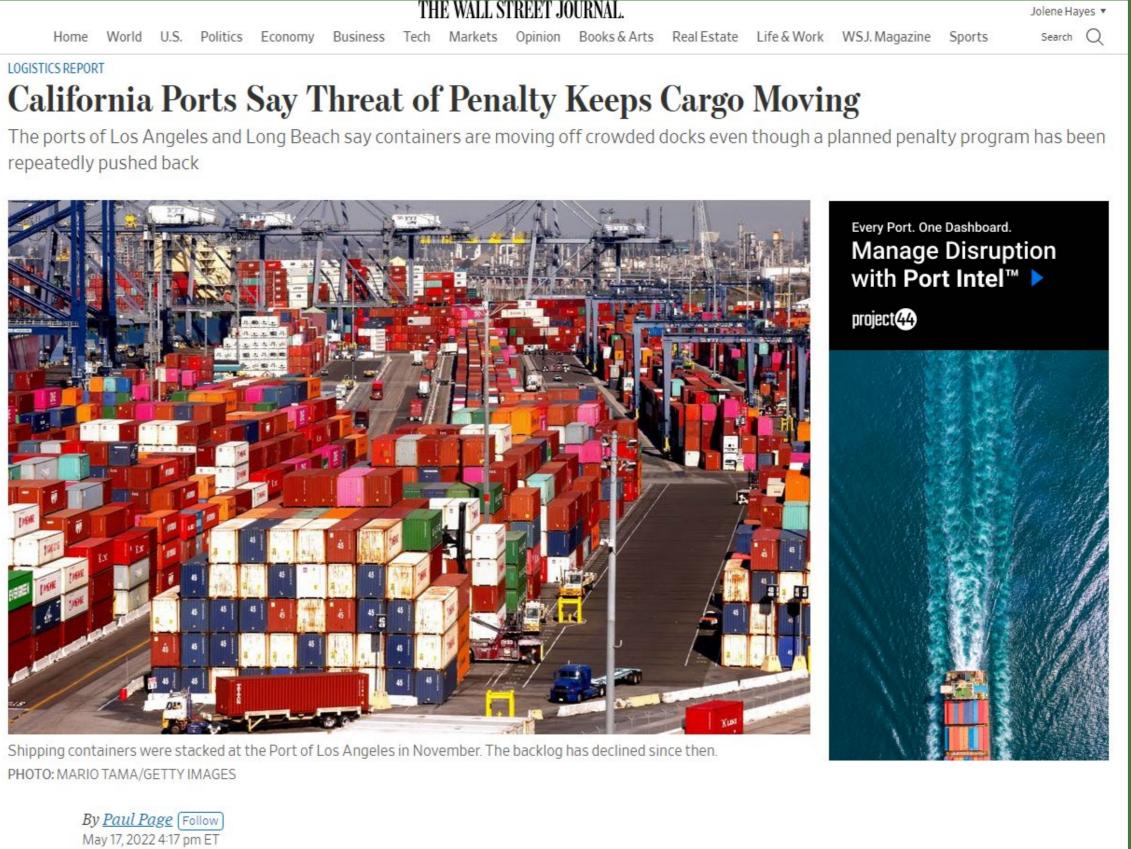




Port Congestion Solutions to Date

Peel-off yards and empty depots







Supply Chain Solutions to Date

- Data sharing and visualization
- Dwell time limits / demurrage fee threats
- Raising wages/benefits

NS alters free time, storage policies to speed cargo flow 15 Apr 2022

Norfolk Southern is shortening how much free time a shipper will have before storage penalties apply, an effort to speed cargo flow as the railroad struggles to provide reliable intermodal service.

THE WALL STREET JOURNAL Home World U.S. Politics Economy Business Tech Markets Opinion Books & Arts Real Estate Life & Work W.S.J. Magazine Sports Search Q LOGISTICS REPORT California Ports Say Threat of Penalty Keeps Cargo Moving The ports of Los Angeles and Long Beach say containers are moving off crowded docks even though a planned penalty program has been repeatedly pushed back	THE WALL STREET JOURNAL Home World U.S. Politics Economy Business Tech Markets Opinion Books & Arts Real Estate Life & Work WSJ. Magazine Sports search Q POLITICS Railroad Regulators Propose Rule Change to Get Freight Moving Plan would compress existing timeline under which a shipper's petition for relief is considered, speeding up any potential intervention by regulators
Every Port. One Dashboard. Manage Disruption with Port Intel® project@ Shipping containers were stacked at the Port of Los Angeles in November. The backlog has declined since then. PHOTO: MARIO TAMA/GETTY IMAGES	Railroad industry officials have criticized proposals to more aggressively regulate the industry's operations. PHOTO: KYLE GRILLOT/BLOOMBERG NEWS By Ted Mann Follow Updated April 22, 2022 320 pm ET

Days on Terminal	Daily Charge	Cumulative Charge
9	\$100	\$100
10	\$200	\$300
11	\$300	\$600
12	\$400	\$1,000
13	\$500	\$1,500
13 or more	Incremental \$100 increase per day with no limit	\$1,500 and up







What's Around the Corner?

- China reopening
- Inflation
- WC Longshore Labor Negotiations
- CARB Rules in California
- Efforts to "green" supply chains









Geopolitical Challenges

- Trading and Tariffs
- Wars and Conflicts









Decarbonization Emphasis

- Natural disasters are becoming worse and more frequent
- Technological challenges with ZE transportation
- Analysis of the entire supply chain (e.g., sourcing, inputs to production, operations, etc.)









Resiliency Opportunities

- Workforce development
- International geopolitical monitoring and reporting
- Key commodity sourcing options





Research Needs

OPERATIONAL CHANGES

- PSR does it need to be revisited?
- Can cargo be pushed out of the ports instead of pulled out?
- Cargo visibility options coordination opportunities between "supply chain control tower" strategy and port visualization strategies; state-to-state visibility of real-time cargo flows

EFFORTS TO "GREEN" SUPPLY CHAINS:

- National versus statewide regulations
- Inequitable distribution of the burden (e.g., consumers are arguably not paying their fair share)
- Focus is on "tail pipe" rather than life cycle GHG impacts



BizFed Supply Chain Discussion (May 2022)

Vince Fong, Central Valley, CA Assembly Member (Republican)

- Ports select committee rep
- Vice Chair of Transportation Committee
- Exports and manufacturing impacts in his region
- Supply Chain Czar position at the State level is being considered in proposed legislation in both the State Assembly and Senate
- AB 2798 streamlining legislation for approval of supply chain congestion relief projects (e.g., pop-up container depots)
- 24/7 ports only work if the warehouses or other destinations are open
- Warehouses cannot go 24/7 due to a current labor shortage
- Data sharing cargo visualization throughout the supply chain
- Expanding rail capacity
- Annual allocations for investing in supply chain infrastructure is needed in CA like is done in other states

Patrick O'Donnell, Long Beach, CA Assembly Member (Democrat)

- Ports and Goods Movement select committee rep
- Vice Chair of Transportation Committee
- Tax credits for domestic manufacturing
- Draft legislation to ban warehouse development and to ban freeway construction are being floated

BizFed Supply Chain Discussion (5/22)

Lupe Valdez, UP

- Push for sustainability and ZE locos and switchers brings reliability issues and potential exacerbation of supply chain disruptions
- Vice Chair of Transportation Committee
- Tax credits for domestic manufacturing
- Draft legislation to ban warehouse development and to ban freeway construction are being floated

Matt Schrap, HTA

- Average turn time is 90 minutes with common occurrences of 2 hours and outliers as high as 5 hours
- IPI rail cargo is clogging up marine terminals
- Warehouses are full so BCOs are using terminals for storage
- Truck yards are being used for storage
- Missed appointment fees, fees for showing up before your appointment, demurrage fees
- Per diem fees charged to trucking companies for not returning an empty; terminals are not allowing empty returns
- Don't listen to everything you read in the NYT drivers are paid for the time that they are waiting at ports; part of the contracts even for independent owner operators
- Legacy Drayage Rule goes into effect Jan. 1, 2023 will remove 4,500 drayage trucks from the system

BizFed Supply Chain Discussion (5/22)

Matthew Means, Watson Land

- Not enough warehousing and CA rules and regs make it difficult to construct more
- Vice Chair of Transportation Committee

Rick Cameron, POLB

- Not enough warehousing and CA rules and regs make it difficult to construct more
- Pop-up yards can't happen here because of CEQA
- LBCT (Middle Harbor) took 20 years from submission of the construction permit application to completion
- Pier B RY design and environmental analysis began in 2007 and just broke ground for Phase I in 2021

Thomas Jelenic

- Ports select committee rep
- Can cargo be pushed out the ports instead of pulled out? What would it take?
- Recession is the only foreseeable solution to the current supply chain crisis

Selwyn, restaurant owner

- Ingredients/supplies are not available
- Wage pressure and difficulties hiring/retaining staff
- Increases in pricing and lack of menu items is causing loss in customers and business failures

Lance Hastings, manufacturing association

- Domestic supply shift would take 20+ years to get there
- Redundancy is needed in the supply chain companies are moving their swiftly

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- Domestic supply shift would take 20+ years to get there
- Redundancy is needed in the supply chain companies are moving their swiftly
- We are 2 years into this supply chain crisis, and legislators still do not understand JIT impacts (JIT inventory, production, and consumption)
- We need to educate CONSUMERS they are part of the problem and may not understand their role in it

Jim Stavis, manufacturer

- Steel purchasing shifted to domestic producers when the Trump tariffs went into effect
- Mariupol steel factory produced the pipes they sourced; finding another source for that pipe resulted in a 6-month delay in a project