



Terminal Gate Compliance Initiative

Information Sessions

May 11th and 18th, 2011

May 2011



Agenda

1. Benefits
2. Current Appointment Completion
3. Stakeholders
4. Structure of Appointment Fees
5. How It Will Work
6. What Trucking Companies Need To Do
7. Initiative Roll Out
8. Questions & Answers
9. Terminal Operator Contacts



On September 1, 2011, Port Metro Vancouver and its container terminal operators will implement a collaborative Gate Compliance Initiative to optimize gate movements and maximize the use of appointments.

This new process is being implemented to ensure a long-term sustainable system that supports legitimate business.

Benefits for All Stakeholders

- Increased availability of “just in time” appointments
- Increased opportunities for double-ended moves
- Increased efficiencies for trucking companies and terminal operators alike as available appointments are used more fully

The Terminal Gate Compliance Initiative benefits all stakeholders with its enhanced movement of cargo, better utilization of the terminal operators’ gates and more efficient dispatching for trucking companies.

Current Appointment Completion

- Port-wide, 2011 to date from 52% to 55% of appointments were cancelled or missed
- As high as 79% of appointments were cancelled or missed for individual trucking companies

Depending on the terminal operator, if the compliance rate were higher it could equate to more efficiencies in the Yard and opening more appointments to service the trucking companies' business.

Stakeholders

There is a part played by all in the supply chain

- Ocean Carriers
- Importers
- Exporters
- Freight Forwarders / Brokers
- Transload facilities
- Trucking Companies
- Railways
- Terminal Operators

Structure of Appointment Fees

- Terminal Operators to invoice Trucking Companies
 - \$1 for each filled appointment
 - \$25 for each cancelled or missed appointment
- Completion Incentive credit for up to 5% of cancelled appointment fees



How It Will Work

- Terminal Operators will invoice each trucking company monthly for the previous month's appointments
- Payment must be received by Terminal Operators within 30 days of invoice date
- Trucking companies that do not pay invoices will be banned from all container terminals until full payment received
 - Trucking companies are responsible for ensuring up-to-date contact information; invoices unpaid due to not receiving the invoice will result in the same ban as non-payment
- Reinstatement within two (2) business days after payment is received

What Trucking Companies Need To Do

- Make appointments sufficient for their actual business, and keep those appointments
 - Do not overbook and cancel
 - Do not overbook and miss the appointment
- Ensure their contact information is up-to-date
 - full company name, address, city, province/state, postal code, phone, fax, email, contact, contact title, PMV TLS number and expiry date



Initiative Roll Out

- Stakeholder meetings in May
- Trucking companies to confirm contact information with terminal operators
- A grace period covering appointments June through August
- Trial invoices
 - Actual appointments filled, cancelled or missed; showing the amount that would have been due
 - Trial invoices will not be payable
 - Supporting documentation will be available
 - Invoices will be mailed or emailed dependent on the terminal operator's billing systems



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Initiative Roll Out (cont.)

- Trial Invoices
 - July 1st covering June appointments
 - August 1st covering July appointments
 - September 1st covering August appointments
- First payable invoice October 1st for September appointments



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Questions & Answers

Please refer to the Frequently Asked Questions, posted on the PMV and terminal operators' websites:

DP World

www.dpworld.ca

Fraser Surrey Docks

www.fsd.bc.ca

TSI Terminal Systems Inc.

www.tsi.bc.ca

Port Metro Vancouver

portmetrovancover.com



Thank you.

For general questions and trucking company contact information updates, please liaise directly with each terminal operator:

DP World Vancouver
gateway.compliance@dpworld.ca

Fraser Surrey Docks
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TSI Terminal Systems Inc.
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