

Did you know . . .

... since 1996, the PMA has increased terminal and equipment training participation by 700 percent and total training investments by nearly 300 percent?

Source: The Pacific Maritime Association

working – the costs to the shipping companies are vastly different. In fact, when the cost per move is calculated based

“The PMA is taking steps to provide member companies with information regarding the cost of doing business.”



Photo: Port of Los Angeles

Aerial view of the Port of Los Angeles.

on the amount of cargo handled and the cost of the labor, cost per move at Terminal Y is nearly double that of Terminal X. (See box on previous page.)

In order to enable its member companies to make better cargo-handling decisions, the PMA plans, in the fall, to provide more detailed information on productivity rates for each cargo type. The PMA will be able to compare more precisely the tonnage data to the payroll data, in order to develop productivity data by tonnage sector.

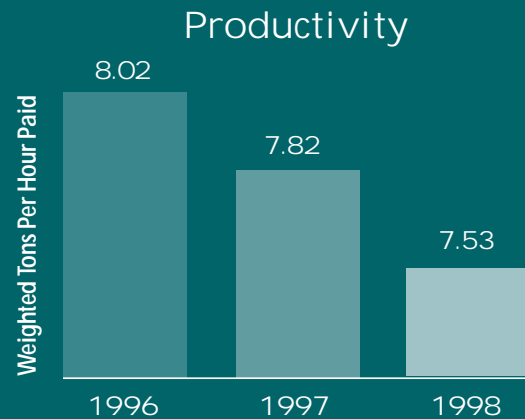
“Productivity at the ports directly impacts the vitality and growth of small businesses, local economies and jobs,” said Phil Resch, senior vice president for operations, PMA.

Productivity Priority

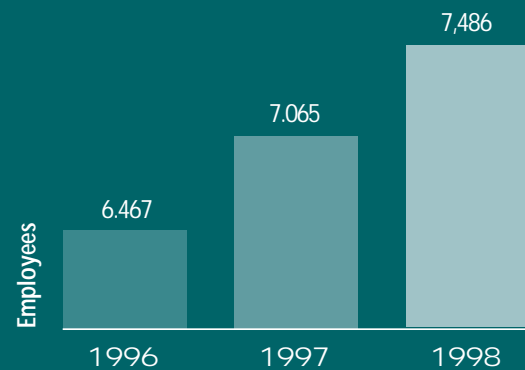
While productivity has been lower than in previous years, the PMA is committed to working with the ILWU, through training, safety and other programs, to provide the necessary skills to work efficiently. In fact, the PMA has dedicated more than \$16 million in fiscal year 1998-1999 to training and safety programs, so the West Coast will have the best trained, most productive and safest workforce in the world.

Customers of West Coast ports depend upon the PMA and the ILWU to work together to ensure the timely movement of cargo. Anything short of this threatens the competitive advantage the West Coast currently enjoys. ●

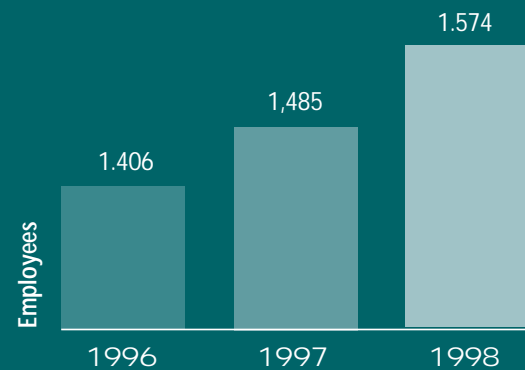
West Coast Port Productivity and Registered Employees



Registered Longshore Totals



Registered Clerk Totals



Source: The Pacific Maritime Association

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