

The Waterfront in Review: New PMA Annual Report Highlights Achievements of 1998

“Around the United States, businesses of every size and type rely heavily on the waterborne transportation of cargo and on efficient and productive cargo terminals,” stated Joe Miniace, president and CEO of the Pacific Maritime Association, in the 1998 PMA Annual Report released two weeks ago. “Our Pacific Rim

trading partners are highly dependent on [West Coast] cargo terminals to be the most efficient gateway to North America.”

Cargo Handling Records Set

The success of the West Coast in supporting an extensive global transportation network stems from its ability



The Matson Manukai sails under the Golden Gate Bridge.

Photo: Port of Oakland

to handle cargo quickly, efficiently and safely for its customers. In fact, West Coast ports handled more than

50 percent of the waterborne containerized cargo moving in and out of the United States last year, as well as considerable amounts of non-containerized cargo. And, in 1998, records were broken. For example, nearly 8.5 million TEUs crossed West Coast docks – up 268,500 TEUs from the previous year. This combined figure represents the highest container volume ever reported for West Coast ports.

Increased Workforce Investment

But keeping the West Coast ports strong and competitive depends on delivering consistent, dependable and accountable performance for shipping companies and their customers. Recognizing the importance of labor in this role, the PMA invested heavily in the workforce in 1998.

For example, the PMA has budgeted more than \$16 million for fiscal year 1998-99 for programs that equip longshore workers with necessary tools to work state-of-the-art equipment safely and productively. Last year, more than 17,000 waterfront employees, including ID casualties, completed PMA training courses in California, Oregon and Washington – more than twice the number trained in 1997.

Embracing New Technology

In order to provide the best possible service to West Coast port customers, the PMA and →

Operations: “Changing the way we do business, not the business we do.”

Technology adaptation and training and the resulting upgrading of skills are the key to the PMA's future. PMA is changing the way it does business in order to empower the workforce of tomorrow.

In 1998, the PMA Operations Department fine tuned its organizational structure to focus more intently on improving services to its customers, both externally and internally. Some of the highlights from the year include:

Training

A total of 17,492 people were trained last year, a new record for PMA training programs. Not only were there more than twice as many trained in 1998 as in 1997, but the cost per student declined by more than 20 percent relative to the previous year.

This increased investment will pay off as the workforce brings its newly acquired skills and knowledge to address the challenges the next century brings to the waterfront. To maintain the West Coast's competitive advantage, the training group is working with the membership and the workforce to stay on the forefront of training requirements.

Accident Prevention

For the seventh year in a row, the injury and illness incidence rate for the West Coast fell below that of the previous year. The rate of 9.24 occupational injuries per 100 full-time employees is the lowest rate ever recorded for the West Coast. This improvement is attributable to the solid safety programs the PMA provides for member companies and shows that past training has led to effective accident prevention.

PMA Today is a publication dedicated to highlighting West Coast port activities and developments as they relate to economic and international trade issues in the 21st century. We hope you enjoy PMA Today and find it to be a valuable informational resource. For more information about PMA, please visit our Web site at <http://www.pmanet.org>.

Did you know ...

...that the Port of Seattle handled more than \$33.6 billion worth of cargo in 1997, generating 26,000 jobs in the regional economy?

Source: Port of Seattle

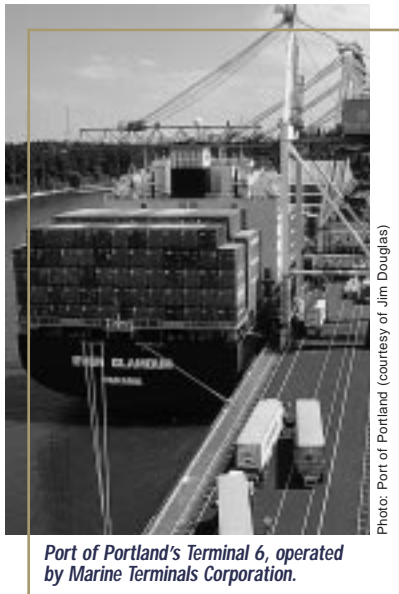
the International Longshore and Warehouse Union have formed a partnership working toward the same goal – to make the U.S. West Coast ports the most productive, efficient, safe and customer-focused in the world.

In 1998, representatives of the ILWU and the PMA formed a joint committee to investigate new technologies in the industry. The committee traveled to the Netherlands, Belgium, Germany and the U.S. East Coast to observe some of the advanced technologies with an eye toward implementation on the West Coast.

Internally, the PMA invested in state-of-the-art computer systems. For example, the PMA staff implemented a new payroll system and replaced software to ensure Y2K compliance. The PMA also revamped its Web site, offering an improved Members' Net – a restricted-access area for the PMA's members. The new site allows members to access information regarding labor relations, accident prevention, training and payroll directly from the PMA databases.

Looking Forward

Although much was achieved in 1998, the PMA is working aggressively to build upon these successes to enable West



Port of Portland's Terminal 6, operated by Marine Terminals Corporation.

Photo: Port of Portland (courtesy of Jim Douglas)

Coast ports to provide the best customer service. As the PMA and the ILWU begin to renegotiate labor agreements expiring on July 1, past progress and the spirit of cooperation built between the two organizations will help to ensure smooth and efficient cargo-handling operations throughout the negotiations. ●

The 1998 PMA Annual Report has been published on the PMA Web site at www.pmanet.org

Member Profile-Mitsui O.S.K. Lines



Mitsui's bulk cargoes include iron ore, wood chips, grain and other commodities.

Photo: Mitsui O.S.K. Lines

Mitsui's worldwide network includes nine container terminals in key ports around the world, including the West Coast ports of Los Angeles, Oakland and Seattle. The company's U.S. terminals are linked to

Mitsui O.S.K. Lines was formed in 1964 by the merger of Mitsui Steamship Company and O.S.K. Line. Its fleet of 350 vessels includes tankers, gas carriers and cruise ships. Mitsui also provides financial and trading services, warehousing, freight forwarding, dredging and harbor construction.

The company's history dates back to 1878, when the iron-hulled steamer Hideyoshi Maru began carrying Miike coal on the Japan-Shanghai route. Osaka Shosen Kaisha (OSK Line) was formed soon afterward in 1884.

Based in Tokyo, Mitsui O.S.K. Lines is a member of The New World Alliance along with APL and Hyundai Merchant Marine. The alliance, inaugurated last year, aims to provide top-quality service that meets the rapidly changing needs of today's liner markets.

major inland markets by double-stack train service, for fast, reliable deliveries. Mitsui also has 22 warehouses and distribution centers in North America, Asia and Europe.

With 49 tankers in operation, Mitsui O.S.K. Lines is a major player in the transport of liquefied natural gas. In fact, Mitsui handles about 37 percent of worldwide shipments. Mitsui's bulk cargoes include iron ore, wood chips, grain and other commodities, as well as completed motor vehicles.

As an industry leader in technology, Mitsui is currently examining ways to reduce costs and enhance safety in the construction of ports and large ships. The company is also developing new technologies to better handle perishable cargoes and has developed a unique system to increase fuel efficiency. ●

PMA Today (1999 Pacific Maritime Association) is published semi-monthly for the membership of the Pacific Maritime Association. Comments, suggestions, additions to the mailing list and address changes should be sent to PMA, c/o Joey Parr, PO Box 7861, San Francisco, CA 94120-7861. Produced by PMA Staff.