

Member Profile-Harbor Industrial

THE PORTS

Did you know ...

...the Port of Oakland saw imports increase

23 percent in the first two months of 1999?

The surge is largely due to high Asian import volumes.

Source: The Journal of Commerce

paid for almost a year before the goods were intended for market. No one does that any more. The closer to

ports is transported to customers outside of the West Coast], so intermodal connections are extremely important.



Aerial view of the Port of Los Angeles.

Photo: Port of Los Angeles

the intended selling date, the better. That means an increased demand for speed and efficiency on the part of everyone in the supply chain, from the manufacturer, to the carrier, to the terminal to the freight forwarder and the surface transportation providers.

Q. How do West Coast ports impact your members' bottom lines?

R.L.: West Coast ports are very important because most of our members depend heavily on imports from Asia. Goods that arrive at the ports must be moved overland to our members' stores, which are located throughout the continental United States. [In fact, 70 percent of containerized cargo entering the United States through West Coast

Q. How should the IMRA and West Coast ports work together to ensure goods will be delivered just in time for retailers?

R.L.: The most successful ports, carriers and terminals will be those who develop strategic alliances with large shippers to provide them with the speed and service they need. The new Ocean Shipping Reform Act is going to radically change the nature of the relationship between shippers and carriers. I predict [the effect] will spill over into the terminals and ports. No large shipper will tolerate bottlenecks or inefficiencies.

For more information on the International Mass Retail Association, please visit its Web site at www.imra.org



Harbor Industrial services and repairs a wide range of harbor equipment.

Photo: Harbor Industrial

measures programs, Harbor Industrial is changing the way maintenance has historically been performed in the maritime industry. The company has set high qualification and training standards

Harbor Industrial Services Corporation was founded in 1991 and has experienced steady growth since then. Today, it is a premier stevedoring-equipment maintenance organization servicing the entire West Coast.

The company provides maintenance and repair services for a wide range of harbor equipment such as container cranes, rubber tired/rail mounted gantry cranes, bulk handlers and yard equipment. Its customers include APL, Hyundai, Kendall Morgan Terminals and Yang Ming Lines.

With innovative systems that include computerized maintenance programs, downtime reduction plans, root cause failure analysis, computerized equipment-tracking databases, and standards and

to ensure that its technicians and mechanics can meet the industry demands evolving from technological advancements. As a result, Harbor Industrial has successfully worked with the ILWU work force and effectively managed projects on the waterfront.

Harbor Industrial maintains equipment averaging 99.75 percent up-time. Consequently, the terminals that utilize these services have seen a substantial reduction in maintenance costs.

"We aim to set the standard by which maintenance and repair operations are measured," said Mickey Hawke, president, Harbor Industrial Services Corporation.

For information on Harbor Industrial Services Corporation, please visit its Web site at www.harborindustrial.com

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