

**Presentation to Assemblyman John Wisniewski, (D-NJ):**

**Good Afternoon Assemblyman.**

**Welcome to the Port of New York and New Jersey.**

**Right now you are sitting in the hub of that port; that place in the harbor where the largest volume of cargo is handled.**

**In front of you is a map of port facilities. On this board you see their central location in the metropolitan region. You also see each of the terminals and listed are the carriers that call at these terminals each year.**

**They are all members of New York Shipping, as are the terminal operators and 50 other businesses that support the port.**

**As I know you have heard before, we are the 3d largest port in the nation. We support 413,000 jobs nationally, 229,000 jobs regionally and 137,026 jobs in New Jersey. We contribute \$1.47 billion in taxes to New Jersey and local municipalities.**

**In Middlesex County, there are more than 600 businesses...from trucking companies to warehouses... at last count, which are directly supported by the Port. Many of those businesses are located in South Amboy, Woodbridge, Carteret, Sayerville and Perth Amboy, your district.**

**In fact almost 500 port workers or retirees live in Middlesex county, including 136 in your district.**

**The port handles 3.7 million twenty-foot equivalent units (describe boxes) each year. We do it well. But recently we have had some problems. Good problems, with unintended consequences.**

**First our cargo volumes have continued to increase at double-digit rates. In fact we are at least three years ahead of planning projections. That's good for our citizens, and our workers.**

**Secondly, we have been the direct beneficiary of the west coast labor problems. That means more cargo and more all-water services from Asia, the biggest exporter to the US.**

**To meet the demand, the Port Authority, the two States, the Feds and the private sector are investing about \$4.4 billion in reconstruction over the next several years.**

**After all, even though containerization was invented right outside that window, we are a 350 year-old port in a highly urbanized area, and our cargo growth, while**

welcome and incredibly important, is severely impacted by our inability to expand without major reconstruction. And that is what we are doing.

As I said, good problems with unintended consequences.

First we didn't have enough labor to move the increased cargo volumes. Given the protracted process that we have to go through to get labor we were a year or two behind the volumes.

With the cooperation of a lot of folks we fixed that, and created another 1153 new jobs in the process. We now have enough workers for our cargo; and we keep the new hires in a constant cycle of training.

This year we will run 6800 individual training evolutions for our workers; and before the year is done we hope to be training in a brand new state-of-the-art training facility, improving productivity, moving boxes faster. We are also changing the face of the workforce, bringing in younger, hungrier people. Competition for skills and work slots is increasing.

The same approach is being taken toward our facilities. Seven years ago, we took a hard look at our operations and found that we could improve efficiency, and therefore productivity and capacity, by almost 30%. We are well on our way.

First there is the reconstruction I mentioned earlier. We started tearing down buildings and creating more gates. We spent hundreds of millions in new technology to improve gate operations, container storage, container handling and processing. In several terminals, everything is monitored by electronics, from gate to gate.

We are grounding more boxes, and moving select equipment and operations off terminal. We moved cargo from one terminal to another in times of crowding, even though that meant one terminal had to forgo cargo in favor of another.

We are now experimenting with a second shift. Gates will remain open until midnight at one of the largest terminals. And it is these terminal operators that are currently eating the costs of a lot of the new work and operational changes, such as time and a half for the second shift.

The Port Authority has reconstructed rail access so that truckers won't be hindered by at-grade rail crossings. And now the Port is in the process of expanding barge service to not only move boxes out of the terminals but also to keep them off the road.

But of course there is always something new. Security has become a major issue. Ships are being detained regularly. We have to inspect more containers; and some boxes can't be released until paperwork catches up. That backs up the system. So

**industry is working with Customs & the Coast Guard to resolve some of these issues.**

**This is a port that is very much in tune with the needs of all its users. Because we are old and because we can't just create new land like a lot of other ports around the country, we have to seek out unique approaches to productivity, efficiency, and the environment. We have and we will continue to do so.**

**Your host, APM Terminals, is a classic example: \$50 million spent on container handling equipment, \$45 million in infrastructure investments, \$1 million in new technology, a 49% growth last year, and 275 new jobs. A little later when you tour Maher terminals, you will see similar investment and growth and they will proudly share that with you.**

**Right now, NYSA has three separate studies underway: a Port Planning and Operations study to review work practices among other things; an Air Quality study to identify techniques and technologies to reduce air impacts; and an update of our Port Economic Impact study. And we are not alone in these initiatives. The Port Authority, the private terminals, federal and state agencies are all engaged in related activities.**

**Technologically we are the most advanced port in the country. We also have the most highly skilled workforce. We utilize low sulphur fuel on our vessels, alternatively powered industrial equipment, electric instead of fossil fuels where possible such as the cranes, and we are creating alternatives to traditional modes of cargo movement while reducing congestion in the port and on our roads.**

**But we serve more than 1/3 of the entire US population. That is a lot of cargo. And it requires a lot of cooperation between port operators, truckers, trains, and barge folks.**

**Today you will get a first hand look at the operations. Look for some of the things I just pointed out. And if at any time you have any questions, please don't hesitate. Of course, I know you won't.**