16 ISSUE
THE VOICE
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THE VOICE

An Official HTA Newsletter

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- BLUME GLOBAL'S VIP TERMINAL SERVICES LAUNCHES AT FMS
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PORT OF LOS ANGELES CONTINUES TO INVEST IN PRODUCTIVITY WITH WABTEC

statement from Wabtec

As part of its ongoing initiatives to further improve cargo efficiency, the Port of Los Angeles and Wabtec have introduced the Port Optimizer Control Tower data tool. To help cargo owners, truckers, and other supply chain stakeholders better predict and plan cargo flows, the Control Tower offers real-time views of truck turn times, as well as other truck capacity management information.

An integrated, holistic view of port operations Port Optimizer Control Tower enables a "big picture" view of operations as well as the ability to drill down into functional areas, automate manual data collection, and leverage real-time and historical data to drive continuous improvement.

The solution is designed to:

- Help the user understand the overall state of port operations.
- Provide real-time actionable information to drive improvements.
- Deliver useful analytics to help the user accomplish longer-term objectives.
- Facilitate transparent communication to key stakeholders — internally and externally.

The Control Tower is being rolled out in phases, with Phase one providing current snapshots of turn times at all of the Port's terminals. Using GeoStamp data, it is continuously updated and can be broken down by monthly averages and with historical daily data. The Control Tower also provides recent and future trending volume data, as well as historical volumes and trends segmented by mode and specificity. It also houses the latest empty return information.

Based on supply chain developments and feedback, we plan to add more features throughout 2021. To register to use the Control Tower please use the following link: **Tower.Portoptimizer.com**

Join the HTA's User Group

For LMC's and BCO's alike
contact eric@harbortrucker.com

The Port of Los Angeles CONTROL TOWER
POWERED BY Wabtec Port Optimizer™

RELIEVE CARGO CONGESTION WITH BLUME GLOBAL VIP TERMINAL SERVICES

Truckers have spent countless hours in line outside the ports of Los Angeles and Long Beach, waiting to pick up time-sensitive cargo. The line of trucks on land mirrors the queue of vessels just off the coast. These dual traffic jams, which bubbled up from the supply-chain constraining mix of coronavirus shutdowns and ramped up demand for products, show no signs of abating.

Blume Global now provides the supply chain technology for dray carriers to retrieve customers' cargo quickly and more predictably, reducing the uncertainty that has plagued ocean shipping. With Blume Global VIP Terminal Services, dray carriers will experience faster turn-around times at marine terminals by taking advantage of push-appointment functionality and Blume's taxi cab for containers service. A third option allows carriers to enter the terminal through bobtail gates to grab cargo pre-loaded on chassis. These services provide the velocity needed to get cargo out of the port in record time.

> THE UNIQUE VIP TERMINAL SERVICE NOW AVAILABLE AT FMS IS ENABLED BY NEW TERMINAL OPTIMIZATION ALGORITHMS FOR STAKEHOLDERS CONNECTED TO THE BLUME GLOBAL DIGITAL SUPPLY CHAIN PLATFORM.

The unique VIP terminal service is available at the Fenix Marine Services Container Terminal in the Port of Los Angeles, enabled by new terminal optimization algorithms for registered beneficial cargo owners, NVOCCs and motor carriers connected to the Blume Global digital supply chain platform. The solution is integrated into Blume's CarrierGo and CarrierGo Premium applications.

One of the more popular services for dray carriers is Fenix Express. This automated, push appointment solution lets cargo owners select containers and get notifications when they are available, so dray carriers know exactly when and where to pick up cargo. For the more dynamic Fenix Preferred option, containers are placed in an override status once discharged from the vessel for flexible pickup scheduling. The override status is not canceled if a dray carrier misses the appointment. A third option allows dray carriers to leverage a prioritization service to expedite container retrieval. More information is available on the Fenix Marine Services website.

The terminal solution is helping Blume Global remove $1 trillion of waste from the global supply chain, making logistics processes more agile, dependable and sustainable with innovative execution and visibility solutions. Blume's service promotes further integrations with marine terminals; provides container availability for import shipments; and extends with execution and visibility solutions beyond the port for true end-to-end supply chain orchestration.

Blume VIP Terminal Services provides value to the entire supply chain ecosystem by increasing the domestic flow of goods, helping alleviate the capacity logjam at ports and cutting down on trucking emissions by reducing the time spent waiting in line at the ports. By developing technology that makes the logistics world more efficient, Blume Global is leading the industry in creating supply chain sustainability solutions.

Start expediting containers from the Port of Los Angeles today with Blume Global VIP Terminal Services.

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BUSINESS EXIT PLANNING

by Andrew Barrier, Financial Advisor--California License #4014123

What is business exit planning?

Business exit planning is the process of gaining freedom from your business. Whether your intention is to transfer your business to your children, sell It to key employees, sell to a competitor, or just wind it down, having a plan in advance improves your opportunity for success. When the business owner fails to plan, even the most successful business can become a liability to the owner or to his or her heirs.

What are the benefits of having a plan?

A well-designed plan can help the owner to achieve a variety of goals depending on his or her specific situation and objectives. For example, an exit plan may allow the business owner to:

- Monetize value that is locked inside the company
- Gain personal freedom from the day-to-day obligations of running the business
- Share the responsibility and rewards of ownership with key employees or family members
- Reduce gift, estate, and income taxes related to any transfer of ownership
- Maintain family harmony
- Preserve a legacy via business continuity

The Exit Planning Process

Business owners need to ask themselves: "After all of the effort I've put into building my business, what will I ultimately be looking to get out of it?" Once this question is answered, factors like retirement age, family considerations, and specific financial goals begin to take shape.

There are many tools to help individuals get into business, but few to help them get out. The exit planning process is a customized, comprehensive approach to designing a business owner's successful exit from the business and incorporating unique personal objectives into realizing his/her desired outcome. Without an exit plan or strategy, the likelihood of maximizing financial return, minimizing tax liability, preparing for contingencies and realizing a successful transition from the business are greatly diminished.

Harbor Trucking Association Member Andrew Barrier works with business owners to identify and achieve their financial goals. For additional information contact Andrew today at 949.223-8431 – andrew.barrier@tfgroup.com

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To mitigate the risk of a negative outcome, owners need to allocate more of their time in developing a comprehensive business exit plan that takes into account retirement goals and objectives.

To begin the exit process, owners should contemplate these key issues:

- Business valuations
- Buy/Sell agreements
- Grooming successors
- Identify retirement income needs/goals
- Golden handcuffs for key employees
- Initiating stock programs to key executives
- Implementing business growth strategies and cutting expenses
- Delegating owner responsibilities to management and employees
- Preparing audited financials for the business for prior years
- Getting pre-qualified for financing
- Writing a comprehensive summary of the business
- Consulting advisors on how to structure the deal and potential tax exposure
- Structuring buyouts from successor or partners
- Identifying the potential universe of buyers

When is the right time to begin planning?

Business owners are busy running day-to-day operations and for many, their identity is so closely tied to their business that it's difficult to imagine leaving. For those reasons, many haven't prepared for, or even contemplated, their exit. But not planning for their inevitable exit comes with many risks. To preserve your options and equity, remember that time is of the essence. Don't wait until you're ready to leave to start exit planning. No matter how long you've been running your business, the evidence is clear that owners should start the process earlier to map out their exit.

Engaging in the exit planning process early on, potentially 5 to 10 years before you are ready to exit, can help you to see your options, identify and resolve problems, get your business in order and ultimately maximize its value.

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Upcoming Events!

Questions? Want to Present?
contact eric@harbortrucker.com

Exit Strategies for You & Your Business with *Tax & Financial Group*
Tuesday, March 23rd at 11 am. ***Register Here****:*

HTA Terminal Talks: FMS/Blume Global VIP Terminal Services
Thursday, March 25th at 1 pm. ***Register Here:***

CARB's Advanced Clean Fleets Rule *with California Fleet Solutions*
Thursday, April 1st at 10 AM. ***Register Here:***

Protect Your Business *with Legal Shield*
Wednesday, April 7th at 6 am. *via Zoom. contact eric@harbortrucker.com*

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FUEL

Fuel discount cards are available for TAP members at **Harbor Truck Stop**! Drivers can take advantage of a great fuel discount by simply asking one our friendly HTS team members!

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BlackBerry Radar® is a complete asset tracking solution providing reliable visibility to trailer, chassis, containers and equipment. These ruggedized devices are easy-to-install, low maintenance and long-lasting to minimize operational disruptions and maximize your ROI. HTA members can enjoy a free pilot program to try Radar H2 today. Go to https://www.blackberry.com/us/en/products/blackberry-radar to learn more.

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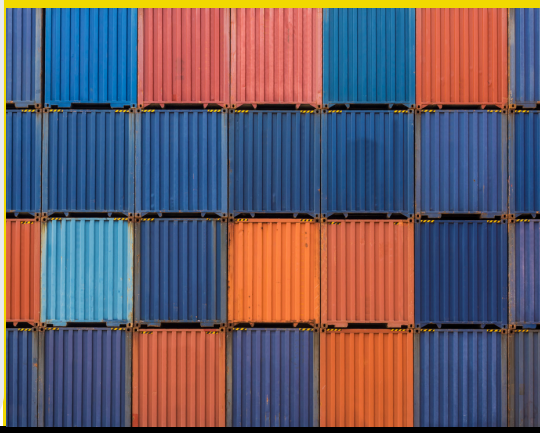

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