

MADE IN CALIFORNIA 2017 SPRING MIXER (PORT OF LA) RECAP



CMTC's Made in CA 2017 Spring Mixer was held Wednesday, May 18th on a picture perfect Southern California day. Breaking tradition from having the mixer held at a local manufacturing facility where attendees normally take a plant tour to learn about a particular product, the Spring Mixer was held at the Port of Los Angeles so attendees could experience the LA Port first-hand and learn about its operations and the important role the port plays in exporting and importing products.

The afternoon started with everyone gathering in front of the Los Angeles Maritime Museum in San Pedro where we all eagerly awaited the boat tour while signing in and making introductions.



Once everyone arrived, we boarded the boat and took off on our 90 minute narrated tour of the port. It was fantastic! Not just because it was such a beautiful day and we felt like we were on vacation, but because the tour was truly fascinating.

With so many interesting facts about the port, it's hard to know where to begin...so here's just a brief overview of what we all learned. The Port of Los Angeles, known as America's Port®, encompasses 7,500 acres of land and water along 43 miles of waterfront. It's a deep-water port which reaches over 50' in depth (one of only a few that deep) and it is considered North America's leading seaport in terms of container volume and cargo value.



There are 27 passenger and cargo terminals, and vessels of all sizes use the port. The medium-sized container ships carry approximately 8,000 containers and the large ships can carry 16,000 to 18,000 containers of virtually any product you can image – from tennis shoes to olive oil!

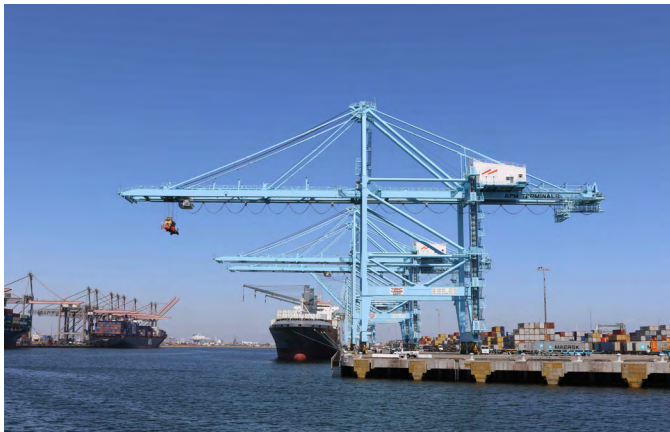


As each ship nears the port, they switch over from burning low grade "bunker fuel" to clean "diesel fuel" – which is just one of the many ways the port is environmentally conscious (we even got to see a sea lion playing in the *clear* blue water!).





As we cruised by the container ships, we saw tugs helping to guide the ships by pushing, pulling and helping them brake so that they could dock safely. We learned that once the ships dock, it usually takes 3 to 4 days to unload and reload the containers, and then the ships continue on their way to 2 or 3 more ports to do the same thing. Because of the expense of shipping the containers from ports all over the world (\$1Million in fuel from Asia to the U.S.), larger and larger ships are being used versus the small and medium-sized ships. The use of larger ships means that the cranes used to load and unload the containers need to be expanded so they are tall enough to do the job (they can be 4 stories tall!). And, by the way, those cranes are expensive - costing between \$8-10Million each.



At the TraPac terminal, robots rule. The cranes still have human operators; however, once unloaded, the containers are moved around and loaded onto trucks by automated cars and trolleys. TraPack is the first automated terminal on the West Coast and is considered the wave of the future with respect to cargo handling because of the efficiency that automation provides. And, although some may think automation means a loss of jobs for humans, no jobs were lost at the terminal ... just redesigned so that now there are more high-tech better paying jobs available for us humans.

As we continued touring the port, we saw a lot of small buildings surrounding the waterway which turned out to be a variety of commercial wholesale fish markets and other small shops which contribute to the economy and port operations. Some of the older areas of the port (such as Todd Shipyards which built over 130 ships during WWI and WWII) are now scheduled for redevelopment. The redevelopment will bring new and exciting businesses to the port, including (potentially) a marine science center.



Throughout the boat tour and afterwards, attendees seemed truly excited about the opportunity to see the Port of LA and learn about its operations. It was definitely a memorable experience for everyone and sparked a lot of good conversations.



After our tour of the port, we all gathered around the dock for a group photo -- and then we were off to Acapulco Restaurant for more fun! Once we arrived, Elizabeth Glynn, CMTc's exporting expert, gave a brief presentation about the advantages of exporting and how going through the [ExporTech™](#) program can be beneficial to manufacturers who have never exported or to those who want to expand their exporting efforts. Afterwards, Rod Pierce from First Bank, Newport Beach (the event's food sponsor), spoke to manufacturers about the differences between First Bank (a 100+ year old family-owned bank) and some of the larger mega-banks, explaining that First Bank truly understands the needs of small and medium-sized manufacturers and that establishing and maintaining relationships with their clients is paramount. There were a lot of questions for both Elizabeth and Rod as the attendees were definitely interested in finding out as much as possible about exporting and in the variety of services offered by First Bank.



Rod Pierce from First Bank speaking to the attendees



The afternoon concluded with lots of mingling and networking and, of course, some really good Mexican food!



CMTC would like to thank the following for their participation in helping us to make this event happen:



Jim MacLellan
Director of Trade Development
Port of Los Angeles
jmaclellan@portla.org



Rod Pierce
Senior Sales Executive
First Bank, Newport Beach
rod.pierce@fbol.com

The Made in CA Program

Participation in the *Made in CA* Program is complimentary, and offers a multitude of benefits to California manufacturers, including greater visibility through an on-line company profile page, opportunities to develop synergies with other manufacturers, invites to CMTC sponsored and hosted events, and much more.

The *Made in CA* program has almost 900 companies and continues to add new participants each month. If you haven't already signed up for the *Made in California* program, do so today and get more visibility for your company and your products!

JOIN THE MADE IN CA PROGRAM!



We would also like to thank all of the manufacturers who took time out of their busy day to attend CMTC's Made in CA Spring Mixer. It was truly a pleasure to meet you, find out more about your individual entrepreneurial journeys and your businesses, and discuss your various concerns and needs. CMTC applauds all of you for your participation in (or your interest in joining) the Made in CA program and for your contribution to the growth of manufacturing in the State California.

