BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

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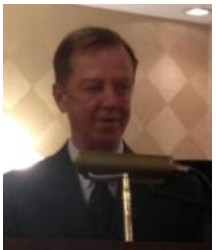
Bi-State Honored by ECHH

The Association of Bi-State Motor Carriers was honored by the Elizabeth Coalition to House the Homeless at their 3rd Annual Transportation, Logistics & Distribution event on March 19th. Representatives from the transportation industry and local community were on hand to offer their congratulations. ECHH Executive Director Linda Flores-Tober introduced a series of guest speakers who took to the podium to recognize the contributions of Executive Director Dick Jones, President Jeff Bader, and the rest of the Board, including: Zach McCue representing U.S. Senator Cory Booker; State Senator Ray Lesniak, NJDOT Commissioner Jamie Fox; PANYNJ's Manager of Strategic Analysis and Industry Relations Tom Hannan; Union County Freeholder Bette Jane Kowalski; Elizabeth Mayor Chris Bollwage; Elizabeth Councilwoman Patricia Perkins-Auguste, ECHH Board Member Kathy Skrupskis, and ECHH President Dr. Michael Fabricant.



Commissioner Jamie Fox

Jeff Bader and Dick Jones received special recognition for their efforts

Dr. Fabricant welcomed everyone and thanked them for supporting the ECHH's mission. "It's about coming together for a common goal," he said. "When we do that, anything is possible."

Commissioner Fox, the Featured Speaker for the event, spoke about the need to bring in more funding and support for infrastructure improvements in the area. "We need to invest in our roads," he said. The government has been "putting Band-Aids on the problems" that exist, said Fox, rather than investing the money that is needed to make significant, lasting improvements, and he pledged to change that approach.. Doing so "will help your businesses grow," Fox said "which in turn, will bring jobs to our community."

Tom Hannan lauded the ongoing contributions of the Bi-State to the ECHH, and to the entire port community. "They have been ardent supporters and tireless advocates for the Port," he said. "And they're passionate about what they do." Freeholder Kowalski presented a Citation from the Union County Board of Freeholders. "The fact that we have a group that represents the economic heart of this community getting so involved," she said, "demonstrates the great ideals and values of your organization." Councilwoman Perkins-Auguste recognized the fact that the Bi-State members "provide livable wages for families in our area to be able to sustain themselves and their families."

"We are proud to partner with you and support your outreach efforts," said President Jeff Bader as he thanked the ECHH, "and we look forward to continuing this collaboration for many years to come.

VISIT OUR FACEBOOK PAGE TO SEE MORE PHOTOS AND INFO

Senator Lesniak presented the Board with Legislative Resolutions

Member Spotlight: H&M International

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Member Spotlight: H&M International Transportation

When comparing the remarkable history behind H & M International Transportation alongside the career of its Chief Operating Officer Charles T. Connors (Chuck), it's difficult to say which one represents the most impressive success story. Perhaps that's because, after 37 years, the two are irrevocably entwined.

H & M International got its humble start in 1968, when it was founded as a small, family-owned trucking company providing pier pick-up and delivery services to shippers in the New York Metro area. Chuck Connors' career in intermodal commerce had similarly humble beginnings: at the age of 17, he got his start working in the mailroom at Maersk Line in NY. He left to serve his country as a member of the Army's 101st Airborne Division, and upon his return from the service he reunited with Maersk Line and quickly advanced to Assistant Pier Superintendent at Pier 11 in Brooklyn, NY. In 1970, he started his own trucking business as an owner and Vice President of Operations and Sales at Basin Trucking after which he merged with Peak Transportation in Wallington, NJ. Under his direction, their operations quickly expanded. The intermodal industry could not help but notice, and by 1978, he was asked to join H & M International to help grow the company's operations such as Trucking, Container Yard (with APL), Rail and Maintenance.

Chuck T. Connors, at his office in Iselin

It was a match destined for success. Connors worked his way up to President in less than 10 years. In 2001 Chuck and his partner Robert (Bob) Gildersleeve purchased 100% of H & M. Shortly thereafter, Connors was named Chief Operating Officer. Together, Chuck and his partner steadily grew H & M into a $110 million industry giant, managing over 2.5 million containers annually, with nearly 1,000 employees, 225 owner/operators, over 650,000 square feet of warehousing and distribution space, and 200,000 square feet of Customs-bonded warehousing, with an estimated 900 acres dedicated to Rail Operations and Container Yards.

"It's almost like looking at the pieces of a puzzle. You look at what you have, and what you want to do, and you just keep working at it, until you find a way to bring it all together."

--Chuck Connors
President & COO
H&M International

Many have attributed the company's outstanding growth and achievement to Connors' exceptional vision and dedication. Speaking from his offices in Iselin, NJ Connors recalls how his persistence eventually paid off negotiating with Conrail executives. "It took over two years of meetings" with Conrail, he says, trying to convince them to create a single source multimodal Rail Facility at their Croxton Intermodal Rail Facility located in Jersey City, NJ, which then became North Jersey Intermodal Terminal (commonly known as NJIT) serving all mini land bridge Steamship Lines. NJIT was the first and only full Service Intermodal Rail Facility. His determination was eventually rewarded. Today, H & M has 35 facilities across the country, including 15 rail terminals, 8 motor carrier terminals, 12 maintenance & repair facilities, US Customs Examination Sites and 3 bonded warehouse facilities.

Now one of the most highly-respected names in the intermodal commerce industry, Chuck Connors has been hailed as a visionary, for his foresight in creating the "single service provider" business model. The University of Denver lauded him as Honorary Fellow of the Intermodal Transportation Institute, offering membership into the prestigious group, The Intermodal Founding Fathers. In 2009 the Intermodal Association of North America (IANA) honored Chuck as winner of the 2009 IANA Silver Kingpin Award. This award is one of the transportation industry's most prestigious awards. IANA cited Connors as "the father of the dedicated International Rail Facility." He's also a recipient of the Association of Bi-State Motor Carriers "Chairman's Award" for his dedicated service to our membership, and he is a valued member of our Executive Board.

While at the helm of H & M International Transport, Chuck Connors revolutionized the intermodal industry, forging strong relationships with all aspects of international transport, and integrating them seamlessly into one, full-service operation. Sitting as his desk, surrounded by proposals and architectural plans for even more expansion in the years to come, Connors makes it all sound simple: "It's almost like looking at the pieces of a puzzle," he says. "You look at what you have, and what you want to do, and you just keep working at it, until you find a way to bring it all together." Connors is also quick to credit others for their contributions to H&M's success: "Companies are not built by one individual alone," he says, "but by team efforts. We have been fortunate to have fully dedicated and elite personnel, working together as a team, helping us grow the company to what it has become today."

H&M International Transportation Inc. offers a full range of transportation services, including trucking, warehousing, distribution, container yard services, container freight stations, chassis maintenance/repair, lift-on/lift-off services, and more. Visit www.hmit.net

Scholarship Applications Now Being Accepted—Due May 15th

The Association of Bi-State Motor Carriers established the **Samuel L. Cunninghame Memorial Scholarship Fund** to assist the children of employees and independent owner/operator contractors who serve Association member companies and seek to pursue a college education at an accredited two-year or four-year college or university or at an accredited vocational/technical institution. Applications for the Samuel L. Cunninghame Memorial Scholarship are now available on our website!

Scholarship recipients will be chosen by the Scholarship Committee based on a combination of criteria, including academic potential, community service, and financial need, without reference to race, creed, gender, disability, religion or national origin.

ELIGIBILITY

Applicants must be *dependent children (age 23 and under) of full-time employees or independent owner/operator contractors who serve an Association of Bi-State Motor Carriers member-in-good-standing. A minimum GPA of 2.5 at the time of application is required. The member company must have a minimum of six months membership with Association by the application deadline. The signature of principal in the Member Company (e.g. President, CEO, COO, CFO) must accompany all applications. The Association reserves the right to request employment or affiliation verification for the employee or independent contractor sponsoring the applicant. **Dependent children are natural and legally adopted children or stepchildren living in the sponsoring employee or independent contractor's household or primarily supported by the sponsor.*

AWARDS

Scholarship funds totaling $1,000 will be given out as a one-time award, to be allocated at the discretion of the Scholarship Committee. Awards are for undergraduate study at an accredited two-year or four-year college or university or at an accredited vocational/technical institution only. All decisions of the Scholarship Committee are final.

APPLICATION

Interested students must complete all sections of the Sam Cunninghame Memorial Scholarship Fund Application for the next academic year and mail it to the Office of the Executive Director, 445 Wilson Avenue, Newark, NJ 07105, along with current transcript of grades, **postmarked no later than May 15, 2015**. Recipients will be notified in June.

Applicants are responsible for gathering and submitting all necessary information. Applications are evaluated on the information supplied; therefore, it is important to answer all questions as completely as possible. All information received is considered confidential and is reviewed only by the Scholarship Committee and Bi-State staff. Submitting an application for this award includes consent for the recipient's photo and name to be used by the Association of Bi-State Motor Carriers for promotional purposes.

SELECTION PROCESS

The final selection of recipients is made by the Scholarship Committee, and all decisions are final. The committee will evaluate all applications on the basis of past educational performance and future potential, work experience, character, statement of career and educational aspirations and goals, leadership and participation in school and community activities. Unusual circumstances and financial need will be given careful consideration--please specify any special financial circumstances on a separate piece of paper. All personal financial information will be kept confidential.

PAYMENT OF AWARD

The award check will be given directly to the recipient. A ceremonial award presentation will take place after the recipient has been chosen and notified. Funds will be awarded to the scholarship recipient(s) upon proof of enrollment. Failure to attend an accredited two-year or four-year college or university or at an accredited vocational/technical institution within 120 days of receiving the award will result in forfeiture of the scholarship

REQUIRED DOCUMENTS/AUTHENTIFICATION

All submissions must include the following:

* Completed Scholarship Application Form with all necessary signatures
* A copy of your current High School Transcript
* Essay response (approximately 200-250 words)
* Signature of Association Member company executive

Mail all required documents to: Association of Bi-State Motor Carriers, 445 Wilson Avenue, Newark, NJ 07105 ATTN: Scholarship.
ALL COMPLETED APPLICATIONS MUST BE POSTMARKED BY MAY 15, 2015. QUESTIONS? Contact LisaY@thebistate.com.

CJS Seminar on Fleet Inspection and Maintenance

CJS Violations is offering a seminar on Fleet Inspection and Maintenance for the Safety Management Professionals. The instructor for this advanced level class is Captain Stephen V. Choborda, NJ State Police (Ret.) , and will cover several key topics, including: explaining the misconceptions regarding inspection and maintenance within the motor carrier community; Appendix G Inspection Criteria vs. North American Standard Inspection Criteria; how to improve the vehicle maintenance BASIC by understanding the 13 Critical Inspection Items, 20% rule for brakes, OOS conditions for tires, lighting, suspension, etc.. Attendees will receive a copy of the North American Standard Out of Service Critieria and FMCSR Management Edition book.

The seminar will be held on Friday, May 1st at Suburban Golf Club, 1730 Morris Avenue, Union, NJ, from 9am to 1pm. Cost for Association members is only $125 for first attendee, $100 for each additional company employee. Non-members pay $175 per person (non-members who join the Association before the seminar, and the discounted rate will be honored. Click HERE for Membership info.) The seminar includes hot breakfast, fresh fruit, coffee, tea and juice. A certificate of attendance will be issued after completion of the course. RSVP by May 1, 2015 to cjsviolations@gmail.com or 800-457-7825. Visit www.cjsviolations.com for more info.

Legislative Update

March has been a busy time for advocacy at the Bi-State: we've been working on behalf of our members throughout the month, meeting with Federal and State government agencies, as well as legislators to discuss the issues we face while serving the port. Our goal is not only to reach a level of greater understanding, but also to actively seek and implement immediate, long-term solutions to these problems. By month's end, we will have completed meetings with the Federal Maritime Commission, the Chairman of the Port Authority of New York & New Jersey, and members of the of NJ legislature (Senate & Assembly). Together, we will succeed in protecting the interests of our members and work for the continued success of the intermodal trucking industry.

DATES TO REMEMBER

April 14	Monthly Member Meeting
May 12	Monthly Member Meeting
May 15	Scholarship Application Deadline
September 1	Golf Outing & Award Luncheon

DID YOU KNOW?

The term ***drayage*** harks back to the early-1900s, when goods were transported over short distances via horses pulling a cart known as a "dray."

STAY CONNECTED!

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