



BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

March 2016 Volume 3, Issue 3

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Working Together: Global Container Terminals

As part of the Bi-State's ongoing efforts to work in partnership with the various stakeholders that serve the Port of New York-New Jersey, Executive Director Dick Jones and Communications Director Lisa Yakomin recently paid a visit to Global Container Terminal at both their Bayonne and NY facilities. We were given a close-up view of current operations, discussed the challenges facing motor carriers and the terminal operators in the port today, and ways that we can work together to make improvements. We thank the management team at Global for keeping the dialogue open and being receptive to our members' feedback.



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REMINDER: Drivers are required to wear safety vests at all times while at Global Container Terminal-Bayonne and Global Container Terminal-NY. Thank you for your cooperation!



Bi-State In the News

JOC's Bonney Heading to New Orleans



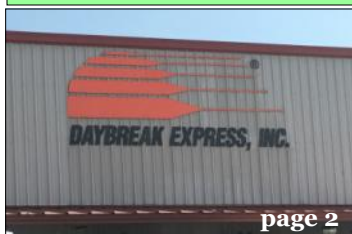
The Association of Bi-State Motor Carriers wishes a fond farewell to Journal of Commerce reporter Joseph Bonney, who has covered intermodal commerce at the Port of New York & New Jersey for many years, and will be relocating to New Orleans to cover the port there for the JOC.

Last year, Joe was honored at the Bi-State's Annual Golf Outing & Awards Luncheon as recipient of the 2015 Malcom McLean Memorial Award, cited for his dedication in covering the intermodal industry. We wish him and his beautiful wife, Donna, all the best as they embark on their new chapter.



You can continue to follow Joe's reporting at JOC.com, and by following him on Twitter: [@JosephBonney](https://twitter.com/JosephBonney).

Member Spotlight: Daybreak Express



Member Spotlight: [Daybreak Express](#)

Founded in 1980, [Daybreak Express](#) is a nationwide transportation company that prides itself on providing services custom-tailored to suit its customers' needs. Although Daybreak's pioneering force, CEO Al Fields, passed away last November, his son, Scott remains at the helm as President, continuing the family's legacy of secure and reliable load-to-ride freight service.

Executive Vice President John Scerbo came onboard in 1991, spearheading sales and business development for Daybreak. Now a part owner of the company, Scerbo's strategy from the outset was to diversify Daybreak's customer base in order to minimize the impact of market volatility. "It was important to me that we not be 'pigeon-holed' into handling just one type of thing," he says. "I began steering us into becoming more of a full-service company, so that we weren't relying solely on pier work." It proved to be a wise plan: Daybreak quickly grew to serve all 48 states in the Continental U.S., and currently boasts a company-owned fleet of just under 200 trucks. What sets Daybreak Express part, says Scerbo, is that "we collaborate with the customer in order to meet *all* of their transportation and logistics needs, from start to finish. We strive to be a single-source provider, providing 24/7 service at every step along the supply chain."



John Scerbo at his office in Newark

Next on the horizon: more expansion. Within the next year, Daybreak Express will open a brand-new Maintenance Facility, right across the street from its current Newark location, on a prime three-acre site that will also house Driver Training and Recruiting offices. "We have drivers that have been with us a long time," says Scerbo, "and we're dedicated to keeping our workforce happy. Ultimately, it leads to greater productivity, so it's a win for everyone."

"From 'whenever to whenever.'

No limit. Whatever it takes to make the customer happy and get the job done."

*—John Scerbo, Daybreak Express
On the hours he puts in on a typical business day.*



When asked to name the most difficult challenge for intermodal companies calling on the Port of New York-New Jersey, and what he enjoys most about his job, ironically, Scerbo's answer to both questions is pretty much same.

"The biggest challenge is the time it takes, the constant congestion," Scerbo says. "There's no stability right now --and just when you think you've got it figured out, something changes."

And yet, the ever-changing port environment is one in which Scerbo thrives: "The best thing about my job is that every day is

different. You can never predict what's going to happen, because there are so many variables in this business. But I *like* the action, the constant challenges, and the problem solving. This is the business I chose," he says, "and I love it."

Daybreak Express is a full-service transportation company offering a complete range of customized, nationwide freight services with 24/7 customer service. For more information, visit www.daybreakexpress.com.



Bi-State In the News: Bader Proposes Port Reforms

As a follow-up to his [OpEd in the Star-Ledger](#), Bi-State Association President Jeff Bader was recently featured on NJTV News with Mary Alice Williams, discussing congestion issues--and the reforms that are needed--at the Port of New York-New Jersey. [CLICK HERE TO VIEW JEFF'S INTERVIEW.](#)



“The primary solution to the problem is extending the gate hours,” said Bader. “Terminals should be open from 6 o’clock in the morning until 9 o’clock at night, Monday thru Friday, and when needed, Saturday and Sunday gates should be an option.”

He also called on the Port Authority of NY & NJ to hold the terminal operators accountable by enforcing minimum levels of service. “The port authority should have a Level of Service commitment on the water side as they do on the truck side,” said Bader,

“where they have to do ‘x number of lifts’ per

“[The port] is going to continue to deteriorate, unless we can figure out a way to make our ports more productive.”

hour in order to meet the standards of what’s required by the container shipping lines. I’ve been a big fan of forcing the terminal operators and the port authority to have a that level of service commitment in their lease agreements.

Asked by Mary Alice Williams to predict what will happen if improvements are not made, Bader responded,



“The port is going to continue to deteriorate. The industry itself is shrinking. There are not enough drivers to handle the operations today...people just don’t want to go into this business. They don’t want to invest 50 and 75 thousand dollars for a truck to go sit on line for 6 or 7 hours and not be able to make multiple moves in the course of the day, so they’re leaving the industry for things they can make more money at.”

And what will that mean for commerce along the Eastern seaboard?

“We’re not going to be able to service the accounts. It’s going to continue to deteriorate, unless we can figure out a way to make our ports more productive,” Bader said.

Mobile Wellness Seminars & Health Screenings Offered



Dr. Alfred Davis, Jr.

Dr Alfred Davis, Jr., a certified wellness instructor and medical examiner who has also been certified by the Federal Motor Carrier Safety Administration, is offering free “Lunch and Learn Workshops” that address the unique health needs of commercial drivers. Topics include Stress Management, Reducing Musculoskeletal Disorders on the Job, Preventing Heart Disease, Healthy Weight Management, and more.

Dr. Davis offers on-site workshops at his office in Montclair, NJ, and free off-site mobile health screenings and interactive workshops for companies interested in reducing Worker’s Compensation claims through education. To schedule a free workshop or health screening for your drivers, contact Community Outreach Director Julia Sickler at 973-783

-3606 ext. 4, or via email at Julia@draldavis.com. For more information on these and other workshops, visit www.davisintegratedmedicine.com.

Cunninghame Scholarship Applications Due APRIL 15!



The Association of Bi-State Motor Carriers established the Samuel L. Cunninghame Memorial Scholarship 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: [CLICK HERE TO VISIT OUR WEBSITE FOR MORE INFORMATION.](#)

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.

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.

Applications must be postmarked by April 15, 2016. Recipients will be notified in May.

Until his death in July 2013, Samuel L. Cunninghame served as the government relations director for the Association of Bi-State Motor Carriers, actively lobbying to protect and promote the interests of their membership. This scholarship is given out in his memory, in honor of his many years of dedicated service to the Association of Bi-State Motor Carriers.



Sam Cunninghame

If you have any questions about the application process, please contact Communications Director Lisa Yakomin at LisaY@thebistate.com.

Terminal Data Report Based on February 2016 Activity

Terminal	Turn Times
Maher	C+
APM	F
Global-NY	B-
PNCT	D+
Global-Bayonne	D-
ASI Port Newark	B-
ASI Brooklyn	C+
ERail	B
NJIT	B
Ironbound	C
Columbia	C
CSX S Kearny	B
CSX Little Ferry	B

**Join us for our next
General Member Meeting
Tues. April 12 @ 1000 hours
NYSA Training Ctr.
1210 Corbin St., Elizabeth, NJ**

DATES TO REMEMBER

- March 17 Gleason's Birthday/St. Patrick's Day
- March 25 Good Friday
- April 12 Monthly Member Meeting
- April 15 Scholarship Application Deadline
- May 10 Monthly Member Meeting
- May 30 Memorial Day
- Sept. 26 Golf Outing & Award Luncheon

STAY CONNECTED!

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