BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

July 2016 Volume 3, Issue 7

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Member Spotlight:
National Retail Systems, Inc.

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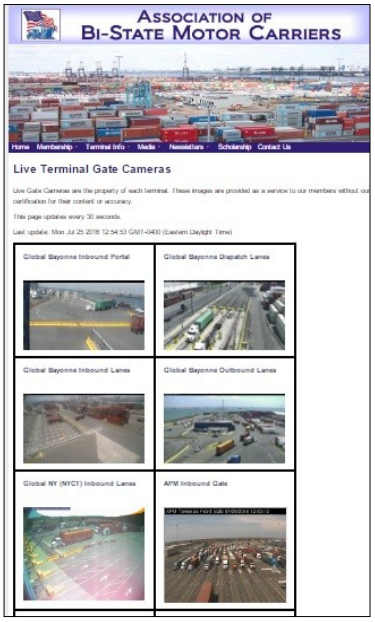
MOL Benefactor Makes History at Port of NY-NJ

On July 8 , the MOL Benefactor became the largest ship ever to call on the Port of NY-NJ, when it docked at Global Container Terminal-Bayonne on July 8th. The MOL Benefactor has a capacity of 10,100 TEUs and is one of the new breed of "neo Panamax" vessels, which are 48.6 percent more fuel efficient than the standard Panamax vessel. Port Authority Port Commerce Director Molly Campbell hailed the historic event as a positive step forward: "Today's ship call validates that we are 'big ship ready' now that the Panama project is complete. We look forward to handling even more megaships at our terminals in the Port of New York and New Jersey once the Bayonne Bridge is raised at the end of next year."

According to a statement released by GCT-Bayonne, other large ships from G6 alliance are expected to call upon the terminal in the weeks ahead, ushering in a new era of high volume ships calling upon the Port of NY-NJ.

New Member Resource: Live Gate Cams



As part of the Bi-State's ongoing efforts to provide helpful, informative resources for our members, we have added a page to our website that compiles Live Gate Camera* views for the terminals at the Port of NY-NJ. These camera feeds are available to view on each individual terminal's website, but have now been grouped together on one page for your convenience. The camera feeds will automatically refresh every 30 seconds.

You can find the new Live Cam page at this link: http://www.bistatemotorcarriers.com/terminal-gatecams/

**Live gate cameras are the property of each terminal; be advised that the images are provided as a service to our members without our certification for their content or accuracy.*

SOLAS Rules Implemented Without Issue

As of July 1, 2016, International Maritime Organization (IMO) Safety of Life At Sea (SOLAS) rules require that all containers must have a Verified Gross Mass (VGM) before they are loaded onto the vessel. The shipper is responsible for this verification. Despite some initial industry concerns over the implementation of this new regulation, thus far, ports worldwide—including the Port of New York-New Jersey—have reported a smooth transition without the delays that were feared.

Member Spotlight: National Retail Systems, Inc.

In just a few short months, consumers will line up at department stores nationwide to do their holiday shopping. As they scan the shelves in search of the latest fashions, electronics, and home décor, most rarely stop to give any thought as to how those items arrived there. But for Steve Schulein, Vice President of Drayage and Industry Relations at National Retail Systems, Inc. (NRS) in North Bergen, NJ, the year-round logistics of transporting a wide array of merchandise from all over the world, and getting it onto store shelves as efficiently as possible, is priority number one.

Steve Schulein, VP of Drayage & Industry Relations for NRS

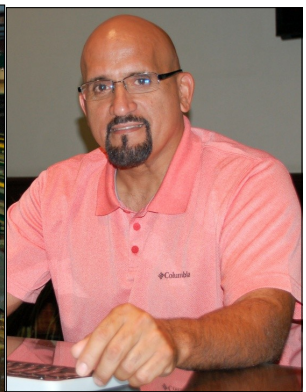
NRS was founded in 1952 by the husband-and-wife team of Francis and Frances Walsh. They shared a common vision: to create a trucking company that would eventually offer full-service supply chain management for top retailers across the United States. They started with just one truck, and expanded to over 1,000, branching out from deliveries and drayage to include warehousing, logistics, consolidation and cross-docking, with a fleet of company-owned tractors and trailers nationwide. Their North Bergen facilities now encompass 165 acres, strategically-located just 11 miles from the Port of NY & NJ, with additional locations in LA/Long Beach and Inland Empire CA, Savannah GA, Columbus OH, Greensboro NC, and Baltimore MD. As much as they've grown, however, NRS is still family-owned and operated : Chief Operating Officer Raymond Wisniewski joined the company in 1978, aiding his two brother's in-law in daily operations and sales, with 3rd and 4th generation members filling other key roles at the company.

According to Schulein, it is this continuity of leadership, coupled with NRS's ability to fully customize their services for each customer, that are the keys to the company's enduring success. "The Walsh Family always had a way with retailers," he says. "They were very focused on their customers, they listened, and were willing to do whatever was needed to deliver the best service for each individual company." This long-standing commitment to personalized service continues today, including fully-integrated inventory and tagging software created by NRS's in-house technology team, with the pledge to securely deliver items from cargo container to store rack, even during the busiest retail season of the year.

Schulein's impressive career in sales and operations management has also proven to be a valuable asset for NRS; his past experience working for steamship lines and other major carriers provide a depth and breadth of knowledge that mesh well with the company's overall vision for growth and expansion in the future. Schulein also maintains an active role in the intermodal industry as a member of the Council on Port Performance, ensuring that NRS has a voice at the table.

The volume of items that pass through the doors at NRS is truly staggering. In 2015, the company handled over 4 billion pounds of freight, traveled more than 50 million truck miles, and executed more than 250,000 store deliveries. Now gearing up for the 2016 holiday season, the team at National Retail Systems is—as always—ready to deliver.

For more information about National Retail Systems, Inc., visit www.nationalretailsystems.com

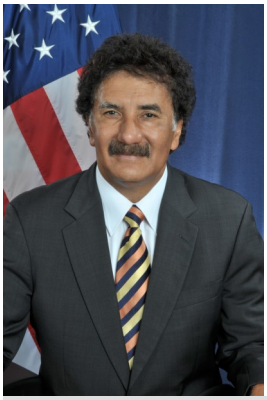


NRS's North Bergen warehouse features an impressive conveyor system that sorts and routes each delivery from one side of the building to the other, where trucks await to transport goods to some of the nation's largest retailers. Schulein credits the company's expert team of experienced professionals with keeping operations running smoothly, even during the annual Holiday shopping rush.

Pictured here just a few weeks before "crunch time": *Top right,* José LeDuc, Manager of Drayage Operations, and *bottom right,* Eddie Kaufman, Terminal Manager.

LAST CALL: Awards Luncheon on August 2nd!

Our biggest (and only) fundraiser of the year is fast approaching! Our Golf Outing and Awards Luncheon will be held on Tuesday August 2, 2016 at Forsgate Country Club in Monroe Township, NJ. Proceeds from this event are used to support membership advocacy and the Samuel L. Cunninghame Memorial Scholarship (*see below for details on our latest recipient*).



Mario Cordero

Our primary honoree this year is FMC Chairman Mario Cordero, who will receive the prestigious Malcom McLean Memorial Award. Other awards to be given out include: the Chairman's Award, Awards for Best On-Pier and Off Pier Terminals, Best Overall Equipment Provider, and five well-deserved Customer Service awards.

Participants at our Golf Outing will take part in a variety of skills contests with a chance to win prizes—including a $5,000 prize for getting a Hole-in-One on the designated hole—and all will receive goody bags. There will also be several door prizes awarded to a few lucky Luncheon attendees, and a 50/50 raffle will be held.

If you have not reserved your tickets yet for the Luncheon, please contact Executive Director Dick Jones as soon as possible at dj@thebistate.com to support the Bi-State Motor Carriers' only social event/fundraiser of the year.

SPECIAL THANKS TO OUR GOLD SPONSORS

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Scholarship Winner Receives Award at July Meeting

Marianne Cunninghame and Executive Director Dick Jones presented Lauren and her proud dad Eli with a Joint Legislative Resolution.

Members attending our July meeting witnessed a very special presentation by Sam's daughter, Marianne Cunninghame, who was on hand to present a check to the second recipient of our 2016 Samuel L. Cunninghame Memorial Scholarship: Lauren Fernandez, a recent graduate of John F. Kennedy Memorial High School in Iselin. Lauren was sponsored by The Gilbert Company in Keasbey, NJ, where her mother, Rosa is employed. Her father, Eli, attended the meeting to see his daughter accept her award.

Sam Cunninghame's daughter Marianne presented Lauren with a $1,000 scholarship check.

Lauren also received a Joint Legislative Resolution on behalf of the entire New Jersey Legislature, courtesy of Assemblyman John Wisniewski, one of the state legislators from Lauren's home district. Lauren received a $1,000 scholarship from the Bi-State to use towards her educational expenses. Next month she will begin her Freshman year at Montclair State University.

Legislative Update: Gas Tax Negotiations Continue

As our newsletter went to press, negotiations over whether or not to raise the gas tax in New Jersey, and by how much, had yet to be determined. Two previous bills that would have raised the gas tax by 23 cents both failed to pass in time for the start of the new fiscal year on July 1, 2016, and as a result, Governor Chris Christie has ordered more than $3 billion in road projects to be put on hold until the Transportation Trust Fund can be replenished.

Two new proposals have been put forth in recent weeks, but it is unclear which of the two, if any, would gain bi-partisan support in the legislature.

S2470, proposed by Senator Raymond Lesniak, calls for a 25-cent increase in the gas tax, implemented gradually over time: 10 cents the first year, an additional 10 cents the second year, and another 5 cents by year three. The "10-10-5" bill also calls for diesel fuel to increase by 4 cents per gallon in the first year, and an additional 4 cents per gallon in the second year, for a total of 8 cents per gallon increase by July 2017. The measure would also result in a 4 cents per gallon increase for jet fuel.

On July 22nd, Democratic Majority Leaders Senator Stephen Sweeney and Assemblyman Vincent Prieto announced they had reached an agreement to raise the gas tax by 23 cents through newly-proposed legislation, which is a revised version of the bill previously considered in June. The new version reportedly provides an exemption for jet fuel, and eliminates the sales tax rollback proposed by Governor Christie. The new bill calls for the wholesale gas tax to go up 12.5%, with diesel fuel surcharges increasing by 4 cents per gallon, and taxes on non-fuel petroleum products rising 7%. The new bill also calls for personal income tax exemptions of $500 per year for drivers earning less than $100,000 annually, and a $3,000 income tax exemption for veterans.

Both proposals would require approval in Committee hearings before being put to a vote and sent to the Governor for approval. The Bi-State continues to closely monitor this evolving issue, and will keep members informed of new developments.

Assemblywoman Blonnie R. Watson

In other Trenton news, **Assemblywoman Blonnie R. Watson** was sworn in on July 22 to serve the 29th Legislative District, covering Belleville and parts of Newark. She replaces Assemblywoman Grace Spencer, who was confirmed to serve as a Judge for the State Superior Court in Essex County on July 1st.

JOIN US FOR OUR NEXT

General Member Meeting
Tues. August 9 @ 1000 hours

NYSA Training Ctr. Auditorium
1210 Corbin Street, Elizabeth, NJ

DATES TO REMEMBER

August 2	Golf Outing & Awards Luncheon
August 9	Monthly Member Meeting
Sept. 5	Labor Day
Sept. 11-17	CVSA Brake Safety Week
	Truck Driver Appreciation Week
Sept. 13	Monthly Member Meeting
Sept. 26	Port Industry Day

STAY CONNECTED!

Association of Bi-State Motor Carriers, Inc.
445 Wilson Avenue, Newark, NJ 07105
Phone: 973-466-0014 Fax: 973-466-0085

SAVE THE DATE!

October 5, 2016, 8am-10am
Crowne Plaza Hotel, Elizabeth

5th Annual TLD Recognition Breakfast
Supporting Bernice's Place

www.theelizabethcoalition.org