BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

January 2018 Volume 5, Issue 1

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President's Message: Terminal Focus Groups

One of the ongoing goals of the Association of Bi-State Motor Carriers is provide our membership with a **strong, unified voice** amongst port stakeholders in the NY/NJ region. A key component of that goal is foster good relations within the PONYNJ, and to keep the lines of communication open, especially when there are issues that need to be addressed. Our role is not just to shine a light on the challenges that face motor carriers during the course of doing business, but also taking an active approach to work collaboratively with others in the port community to find viable solutions.

Bi-State Members meeting with APMT

One way that we accomplish this is by requesting Focus Groups with the terminal operators on a regular basis, to discuss existing issues, and work to solve them. Last week, several Bi-State Executive Board members joined me for a meeting with the management and operations team at **APM Terminal**, to offer feedback on current conditions. The discussion covered a great deal of ground, with honest discourse focused on the need for additional gate hours, improving efficiency, strategies for increasing the level of communication with both drivers and dispatchers, striving for consistency, and the importance of maintaining a safe environment for all.

We also learned more about the exciting changes that are coming to APMT over the next 12 months, including expanded terminal capacity, additional gates for improved flow on both inbound and outbound moves, new Panamax cranes, and state-of-the-art gate technology. We look forward to the positive impact these changes will bring, and thank APMT for always keeping the lines of communication open with the Bi-State.

— Jeff Bader, President
Association of Bi-State Motor Carriers

Discount Offer from Profit Tools: 20% off for Bi-State Members

Allied B-State Member **Profit Tools** recently gave an informative presentation at our monthly General Member meeting about their Optimization Platform, which uses artificial intelligence to automatically plan the best dispatch assignment for hundreds of containers in seconds. For those who were unable to attend the meeting and would like more information, please click here.

Profit Tools is offering Bi-State members a 20% discount on Optimization Quick Starts signed by March 30, 2018. Regional Manager Joseph Gizzi is available to answer questions or provide a free demo. Call Joe at 603.659.3822 (office) or 774.219.2613 (cell), or contact him via email at jgizzi@profittools.net. For general info, visit www.ProfitTools.net

Profit Tools®
Intermodal Trucking Optimized℠

Pilot Flying J Opens Truck Stop on Doremus Avenue

Allied Bi-State member **Pilot Flying J** recently opened a new full-service truck stop at 400 Doremus Avenue in Newark. The facility offers 33 free parking spaces, CAT scale, 9 Diesel/DEF pumps, 2 showers, and restrooms. The convenience store stocks basic auto supplies, groceries, grab-and-go food options, and snacks, as well as a Dunkin' Donuts and a Pizza restaurant with dine-in seating.

Pilot Flying J is the largest operator of travel centers in North America with more than 750 locations in 43 states and six Canadian provinces. Pilot Flying J offers fleet fueling programs for motor carriers; for more information contact Dave Roberts at 865-323-6579 or email Dave.Roberts@PilotTravelCenters.com.

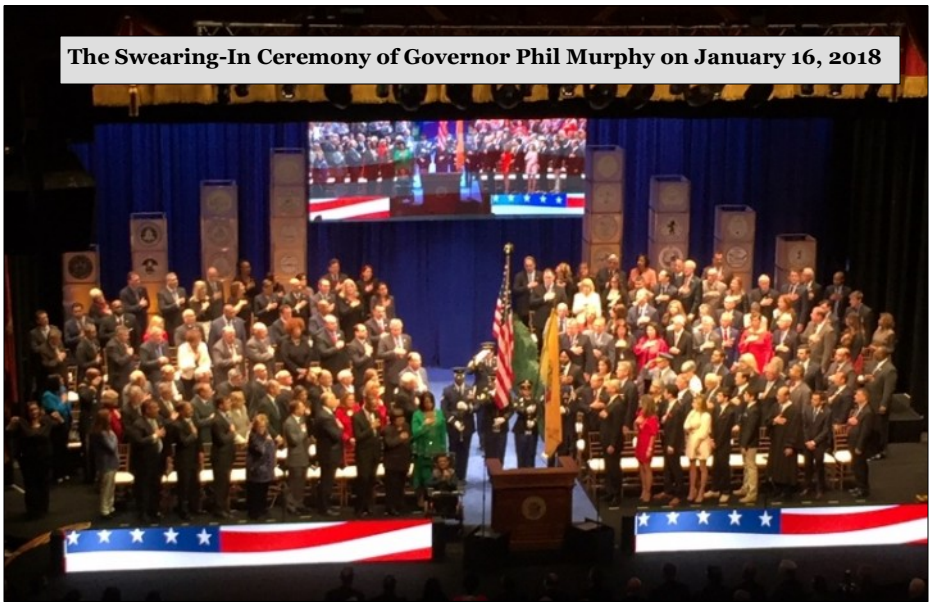
Hercules Chassis Offering $10 Gift Card for Survey Responses

Allied Bi-State Member **Hercules Chassis** is offering a $10 gift card to all eligible participants who take their brief online Trucking Industry Experience survey.

To review the participant eligibility requirements and take the survey, follow this link: https://www.surveymonkey.com/r/HerculesChassis

Legislative Update: Reorganization of the 218th Legislature

The 218th Legislative Session officially began on January 9, 2018, when elected representatives in the State Senate and Assembly were sworn in at the War Memorial in Trenton. Governor Phil Murphy and Lieutenant Governor Sheila Oliver were sworn in one week later, on January 16th.


The Swearing-In Ceremony of Governor Phil Murphy on January 16, 2018

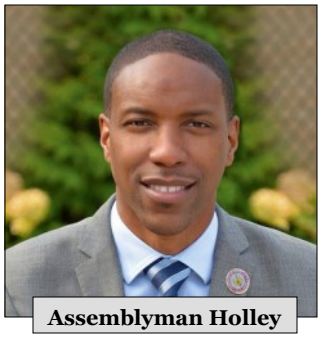
Assemblywoman Annette Quijano and **Assemblyman Jamel Holley** will once again represent District 20 (Union, Hillside, Roselle, Elizabeth), along with a new member of the NJ Senate who is, nevertheless, a familiar face: **Senator Joseph Cryan** previously served as an Assemblyman in District 20 from 2002 to 2014, and has taken over the Senate seat left vacant by the retirement of Senator Ray Lesniak.

Senator Cryan

Senator Cryan said that being sworn in to once again represent District 20 was "an exceptional moment," and that he looked forward to this "new chapter" as a member of the Senate. He credited the example set by his father, who served in the State Assembly and as Essex County Sheriff, for setting him on his lifelong path of public service. "My father knew that people who need help aren't looking for someone to shout from the mountaintop," said Senator Cryan, "they're looking for someone to roll up their sleeves and do the work. I'd like to think my father would be proud today, but I know he'll be proud every day I'm a State Senator, because I'll be rolling up my sleeves and doing that work."

Asw. Quijano

Assemblywoman Quijano will now act as the Chair of the Assembly Judiciary Committee, and serve on both the Financial Institutions and Insurance and the Oversight, Reform & Federal Regulations Committees. She expressed her eagerness to get the 218th session underway, determined to make progress under the new gubernatorial administration. "We have a great opportunity to work together to address important issues facing this state," said Assemblywoman Quijano, "and I look forward to working with Governor Murphy to get New Jersey back on track."

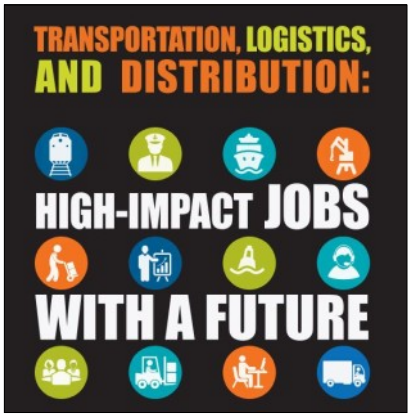

Assemblyman Holley

Assemblyman Holley was appointed to serve as Vice Chairman of the Homeland Security and State Preparedness Committee. Homeland Security is an issue of particular interest to Asm. Holley, according to a recent statement about his appointment, because District 20 includes an area between Elizabeth and Newark that has been dubbed by the FBI and state government officials as "the most dangerous two miles in America" for terrorist targets. In addition to the Port of NY & NJ, this area includes Newark Airport, major rail lines, densely populated cities and chemical and petroleum plants.

"The threat of an attack is a significant issue affecting the state and its residents, especially those who live near potential targets," said Assemblyman Holley. "It is vital that we are vigilant and united as we face these challenges head on. I look forward to working with [Committee Chair] Asw. Vainieri Huttle and the rest of the committee on proactive measures that will help ensure the safety of all New Jerseyans."

Transportation, Logistics & Distribution Careers on LinkedIn

The Council on Port Performance Workforce Development Implementation Team has created a helpful resource for LinkedIn users: the **NY/NJ Transportation, Logistics & Distribution Jobs Group** is active networking group for anyone seeking a career in the transportation industry in the NY/NJ region, as well as place for employers to post local job opportunities. Join by following this link: https://www.linkedin.com/groups/8610391

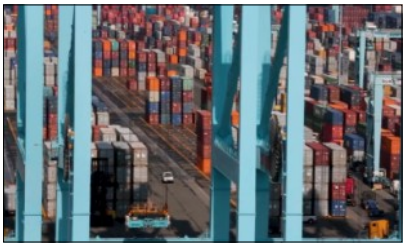


The Workforce Development Implementation Team mission is to collaborate with port community stakeholders to increase understanding of the PONYNJ's value in the supply chain to economic growth, workforce development, and long-term viability of the TLD industry to attract, train, and hire a qualified and skilled workforce.

For a brochure describing the many types of TLD job opportunities available, click HERE or on the photo at right.

WSJ Video: A Brief History of Shipping

The Wall Street Journal recently released an educational video titled A Brief History Of Shipping. It follows the shipping industry from its earliest days, on through the visionary Malcom McLean's invention of containerization, and the subsequent worldwide shipping boom that followed. If you've got 4 minutes to spare, click on the link above or photo at right. It's definitely worth a watch.



Join us for our next
General Member Meeting*
Tuesday February 13th
@ 1000 hours

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

**Meetings are for Current Bi-State Members only, and are not open to the public.*

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