BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

December 2018 Volume 5, Issue 12

Glendale Warehouse Hosts Students from Payne School of Technology

As part of the intermodal industry's ongoing efforts to foster and encourage young people to enter the field of Trucking, Logistics, and Warehousing, Bi-State Member Frank Collette, President of Glendale Warehouse in Edison, NJ hosted a group of students from the Donald Payne Sr. School of Technology in Newark.

The students were supervised by Business Instructor Simone Cameron, who teaches Global Logistics and Supply Chain Management classes at the high school. She and her students were given the opportunity to tour the warehouse, observe day-to-day operations in real-time, and ask questions of Frank and his staff. "It was very informative and educational to my students," Cameron said, "and they couldn't stop talking about it when we got back to the school. Many stated how they were now able to make the connections to what they have been learning in the classroom, and that the tour enhanced their understanding of global logistics and supply chain management."

> ***"This was one of the most informative and useful trips that we have been on."***
>
> **— Jaylynn A., Student**

The field trip was facilitated by the Bi-State after meeting Cameron and her students at a TLD Fair held at the Payne School of Technology earlier this year, organized by the Council on Port Performance Workforce Development Task Force. Task Force members Hillary McCarron of the PANYNJ and Stephen Lyman of Seamen's Church Institute also took part in the tour.

Frank Collette, shown at far left, with the students and chaperones from Donald Payne Sr. School of Technology during their warehouse field trip.

Steve Liberti of Harbor Freight Receives Green Equipment Award

Steve Liberti, President and owner of Harbor Freight Transport Corporation, was awarded the Port Authority of NY & NJ's Green Equipment Award at their Year-End Briefing event held on December 6. This award recognizes Harbor Freight's outstanding effort to replace their cargo handling equipment with Tier 4 engine technology, the cleanest available technology today. Congratulations to Steve on this well-deserved honor recognizing his environmental stewardship.

At right: Bi-State Member and Harbor Freight Transport Corporation President Steve Liberti accepting the Green Equipment Award from Colonel Thomas Asbery, Commander U.S. Army Corps of Engineers, New York District.

President's Message: A Recap of Our Progress & Productivity in 2018

As the President of the Association of Bi-State Motor Carriers, it is my privilege to serve an organization that plays such an active role in advocating for the intermodal trucking community at the Port of New York & New Jersey. Much of what we do happens behind-the-scenes: daily phone calls from members seeking assistance with red tape issues and regulatory questions; ongoing conversations with government authorities, terminal operators, shipping representatives, and equipment providers about port operations; diligent monitoring of proposed legislation and other regulations that may impact the trucking community; interviews with local and national news media on emergent industry issues; and much more. All of these tasks are performed with one goal in mind: to fulfill the Bi-State's mission to serve as a strong, unified voice for the intermodal trucking community.

As 2018 comes to a close, let's take a look back at the work we've done on behalf of our members over the past year:

We started off the year with the first of several **Focus Groups hosted by APM Terminal-Elizabeth** to review their levels of service, and provide suggestions to improve efficiency while $200 million in infrastructure and technology upgrades are being completed at the terminal. This would prove to be an ongoing process throughout 2018, with the Bi-State communicating regularly with APMT Management, offering feedback and expressing members' frustration with the challenges that have arisen while their facilities are under construction. While we did achieve some tangible progress as a result of these discussions, including extended weekday gate hours and added Saturday gate hours, and the addition of new equipment to service the sharp increase in volume this year, we still have some work to do to get service levels in line with where they need to be. This is something we've experienced with the marine terminals and equipment providers at the Port of NY & NJ at one time or another, and we are committed to keeping the dialogue going, for the good of the entire port community.

The Bi-State attended several **industry-related events** in February, including the annual NY/NJ Foreign Freight Forwarders & Brokers dinner, and the PANYNJ's State of the Port meeting, where they announced a new set of Council on Port Performance "work teams" that the Bi-State actively takes part in, including the Crisis Management & Communications Team, Supply Chain Analysis Team, and Workforce Development Implementation Team. Bi-State representatives also attended a **Focus Group with Maher Terminals**, to discuss strategies and gather feedback on accurately capturing turn times.

The Bi-State participated in a very well-attended Transportation, Logistics & Distribution **Job Fair** in mid-April, helping to connect hundreds of potential job applicants with our member companies seeking to hire for positions in the intermodal field.

Bi-State Board Members attended a **Focus Group at Port Newark Container Terminal** in April, where they previewed the terminal's new Appointment System and Gate Technology upgrades, all part of the $500 million in facilities improvements being implemented at PNCT.

Members of the Bi-State joined in the port community activities celebrating **Earth Day** in May, including President & CEO of BEST Transportation Tom Heimgartner, who sent crews out to clean up trash and debris on local streets in the port area. Tom and his staff also planted trees and shrubs, demonstrating our industry's ongoing commitment to environmental stewardship.

I was invited to attend a **roundtable discussion hosted by U.S. Congressman Donald Payne** at his Newark office on June 18, along with other representatives from the NY/NJ port community. The goal of the meeting was to share information and perspectives relating to the port, and its impact on the region, and I was proud to provide a voice for the intermodal trucking industry.

In July, we presented the **4rd Annual Samuel L. Cunninghame Memorial Scholarship** to two very deserving recipients: Shannon O'Hea, sponsored by C & K Trucking, and Leigha Stuiso, sponsored by BEST Transportation. Shannon and Leigha each received $1,000 towards their education costs.

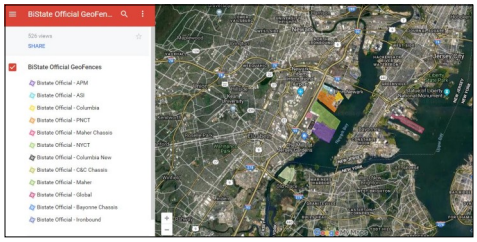
I also met with several State Legislators over the summer, including **Assemblywoman Annette Quijano** (District 20) to discuss topics of concern to our members: the importance of preserving the independent contractor model in New Jersey, the need to establish consistent gate hours port-wide, the impact of the truck replacement mandates on our industry, and ways in which the Bi-State has been working to encourage workforce development.

Our annual **Golf Outing & Awards Luncheon** in September was a resounding success. Our 2018 Malcom McLean Award recipient was **FMCSA Administrator Raymond P. Martinez,** in recognition of his strong leadership and career-long dedication to maximizing safety on our roadways, while Assemblywoman Annette Quijano was honored with the Chairman's Award for her ongoing support of the intermodal trucking industry and service to the port community.

In October, after the Department of Labor's decision to no longer use the 20-factor test for determining an exemption to the Federal Unemployment Tax Act (FUTA) for an independent contractor, we met with **DOL Commissioner Robert Asaro-Angelo** to discuss our strong opposition to this change, and our concerns about the potential negative impact on the Port of NY & NJ. Overall, we had a productive dialogue with the Commissioner and his staff, and discussions are ongoing. Meanwhile, a representative group of Bi-State Members were invited for a **Focus Group at Global Container Terminal-Bayonne**, to receive a preview of their Truck Management System technology improvements and provide direct feedback on the terminal's Dashboard upgrades.

In November, Bi-State Executive Board members met with **Federal Maritime Commissioner Rebecca Dye**, as part of the FMC's investigation into unfair port practices, ensuring that motor carriers at the Port of NY & NJ are providing input on this important issue.

In December, I was a panelist at the Journal of Commerce's Annual North America Conference, sharing insights on the Bi-State's **GPS-based Turn Time Reports,** a useful tool for documenting performance levels at the terminals.



As we head into 2019, I'm happy to report that, for the fourth consecutive year, our **Bi-State Membership has grown**. There is strength in numbers, and we thank all of the trucking companies and industry-related Allied members who recognize the important role that the Association of Bi-State Motor Carriers plays in providing a strong voice for the intermodal community at the Port of New York & New Jersey. Bi-State members represent a majority share of the volume that moves through the busiest port on the Eastern seaboard, and it is my honor to serve as the President of such a vibrant, active organization.

On behalf of Executive Director Dick Jones, Communications Director Lisa Yakomin, and the dedicated volunteers who serve on our Bi-State Executive Board, I wish you and your family a Happy Holiday Season and a Prosperous New Year!

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

Feedback Needed for SeaLink Survey: Deadline Dec. 31st

The PANYNJ is reviewing the SEA LINK system to implement improvements designed to make it more user-friendly, and to eliminate some of the problems that customers have encountered with the current version. Please click the buttons below to take the Trucking Company Survey or the Driver Survey (available in English or Spanish). The surveys are brief, and your feedback is greatly appreciated. Thank you for your participation!

Take the Trucking Company Survey

Take the Driver Survey In ENGLISH

Take the Driver Survey in SPANISH

SAVE THE DATE!

2019 Golf Outing & Awards Luncheon
Monday, September 9, 2019
Galloping Hill Golf Course, Kenilworth NJ

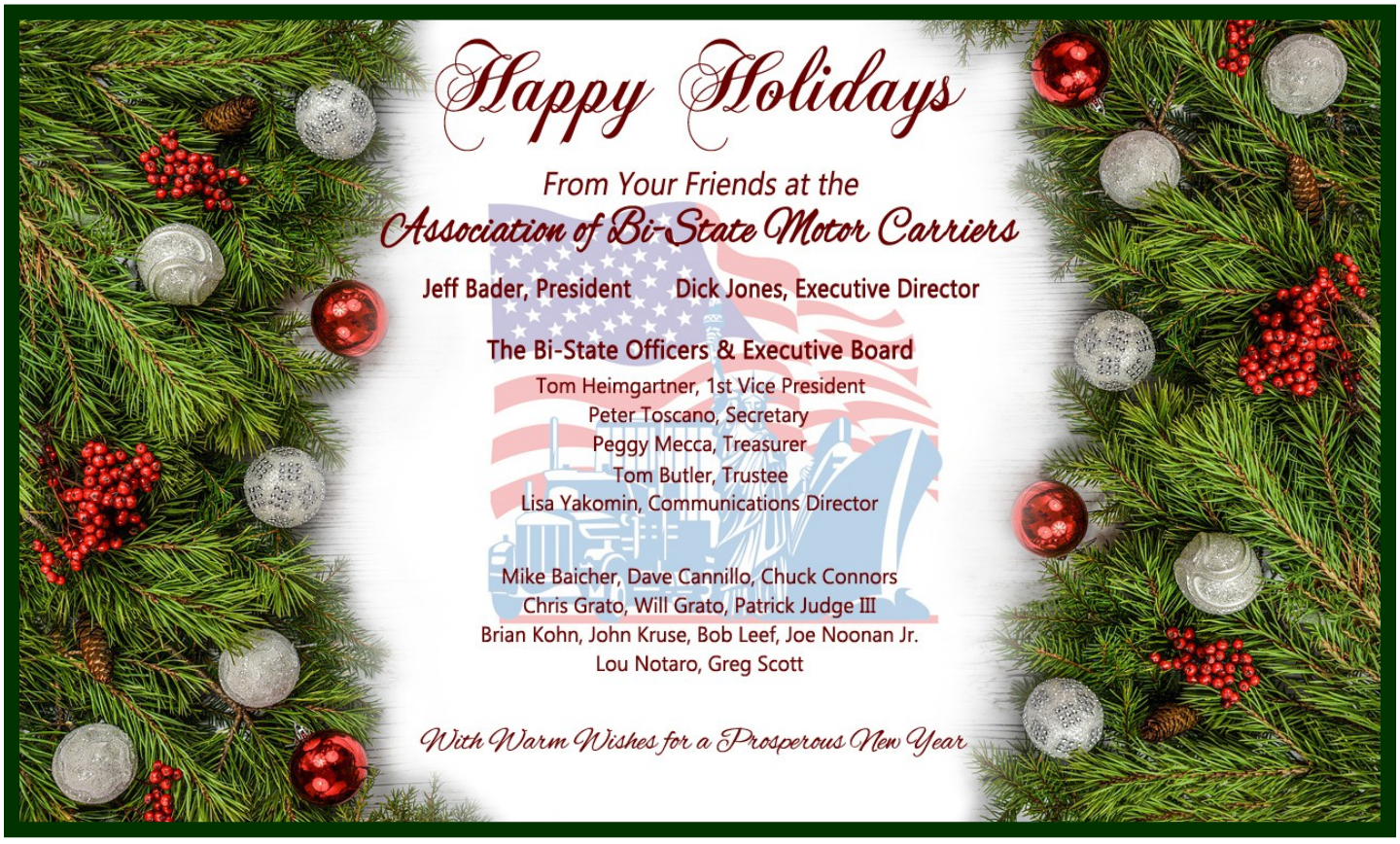
Association of Bi-State Motor Carriers
263-D Distribution Street
Port Newark, NJ 07114

Phone: 973-466-0014 Fax: 973-466-0085
www.bistatemotorcarriers.com

Monthly Meeting Schedule 2019

January 8	July 9
February 12*	August 13
March 12	September 10
April 9	October 8
May 14	November 12
June 11	December 10

Join us for our next
General Member Meeting
Tuesday January 8th @ 1000 hours
NYSA Training Ctr. Auditorium
1210 Corbin Street, Elizabeth, NJ

**ILA Holiday—Date subject to change*

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