



BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

August 2015 Volume 2, Issue 8

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APMT Focus Group: Recap & Highlights

On August 4, the Bi-State conducted a Focus Group Meeting at APM Terminal in order to address some key issues brought forth by our membership in recent months. We met with several top-level administrators at APM, including Managing Director of Port Operations Brian Clark, Senior Director of Terminal Operations Richard Carthas, Manager of Client Services & Support Giovanni Antonuccio, and Director of Yard/Rail/Gate Operations Mark Darling.

As with past focus groups, we enjoyed an exchange of **open, insightful dialogue**, with each side listening respectfully and acknowledging the challenges that we all face when trying to move cargo efficiently.

APM began the meeting by acknowledging the logistical challenges that have arisen at the port as a result of the formation of several new vessel sharing agreements--something which was beyond the terminal operators' control.

They also detailed the steps they have been taking to increase service levels at the terminal, including **significant expenditures on new equipment**, including top-loaders, empty handlers and yard hustlers, as well as in support operations and training.



Bi-State Members participating in a Focus Group with APM officials

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LAST CALL: 2015 Golf Outing & Luncheon

Our annual Golf Outing and Awards Luncheon is almost here! Join us on Tuesday, September 1 at Forsgate Country Club in Monroe Township, NJ to support the Bi-State and its advocacy efforts on behalf of our members. Your donations also support the Samuel L. Cunninghame Memorial Scholarship Fund.

Tickets are \$300 per single golfer (includes cocktail reception and luncheon) or reserve a foursome for just \$1,100. Luncheon-only tickets are available for \$125 each, or save over 10% on a reserved table of 10 for \$1,100. Skill contests and a 50/50 are a highlight of the event, as well as an award ceremony honoring the extraordinary service and contributions of those in the intermodal commerce industry.



Golfers and Non-Golfers alike are welcome—please [see the invitation on our website for details](#). Whether you're joining us for a round of golf

or just the awards luncheon itself, your support of this event helps fund the Bi-State's advocacy efforts through the year. Hurry—don't miss out on this popular annual event!

Member Spotlight: Golden Carriers



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Member Spotlight: Golden Carriers

It is well-known amongst Bi-State members that if you've got an important issue you need help with, the first person to call is Association President Jeff Bader. Since taking the helm of the 160+ member organization in 2002, Jeff regularly juggles his daily business duties as CEO of Golden Carriers and personal responsibilities as a married father of three, all while fielding phone calls, texts and emails from motor carriers, government administrators, shipping line representatives, terminal operators, and chassis providers as part of his ongoing commitment to serving the Association of Bi-State Motor Carriers.

And he loves every minute of it.

"It's who I am," shrugs Jeff, "I'm a problem-solver. Every day, there's a new situation, a new problem that needs to be handled, and I thrive on that."

Jeff got his start in the trucking industry in the summer of 1973, when he was a teenager working at the loading dock for his Uncle Herbie's trucking business. He continued there while earning a degree in Business Management at Fairleigh Dickinson University, eventually moving up to office work, and taking on accounting duties after graduation. In addition to his business skills, Jeff also had a knack for working directly with the drivers, solving day-to-day issues that arose while maintaining a cooperative work environment.



Jeff and Charlie at their offices in Hillside

As time went on, Jeff realized that he was capable of doing even more, particularly in sales and logistics. In 1977, he left to start up his own trucking brokerage business, with nothing but a small loan from his parents and a makeshift office in the basement of their home. He named the company Golden Arrow, in honor of his father's military service in the U.S. Army's 8th Infantry during World War II. (Nicknamed "the Golden Arrow", this highly-decorated infantry division was credited with liberating the infamous Wöbbelin concentration camp in 1945, and played a key role in the Allied victory.)



Focused on handling Bi-State issues

The business grew quickly, and within a few months, Jeff relocated his offices to Jersey City, eventually moving to South Kearney before finally settling in the company's current Hillside location. As his own company expanded and branched out into intermodal trucking, warehousing and logistics covering the USA, Canada and Mexico, his uncle's business underwent changes that led the two companies to merge in 1994. It was then that Jeff changed the name to Golden Carriers, to better reflect the scope of the company's transportation services.

As for the future of intermodal commerce in the NY/NJ area, Jeff admits that the looming Clean Truck Mandate set to take effect on January 1, 2017 could spell disaster for businesses like his. "If something doesn't change in regards to that deadline," he warns, "a lot of trucking companies are going to be driven right out of business." Fortunately, Jeff continues to embrace this and other challenges that face the industry, participating as an active member of the Council on Port Performance Task Force, in order to reach a viable compromise on the mandate. "Problems don't bother me," says Jeff, "because I'd much rather focus on finding solutions."

"Problems don't bother me, because I'd much rather focus on finding solutions."

—Jeff Bader, CEO
Golden Carriers

Still, when the demands of his role at the Bi-State start encroaching on Jeff's other responsibilities, one can't help wondering how he handles it all without getting overwhelmed. Jeff is quick to credit his longtime business partner (and cousin), Charles Stein, for keeping their business running as smoothly as it does, and allowing Jeff the latitude he needs when emergent issues arise. "I absolutely couldn't do it without Charlie's support," says Jeff. "It's a true partnership, and I'm very lucky to have him." He also credits his office staff and loyal drivers, many of whom have been with the company for decades.

Looking ahead, the one thing Jeff doesn't foresee is slowing down anytime soon. "They're going to carry me out of my office," he laughs. "I'm going to do this until I can't, because I love it."

For more information on Golden Carriers, visit www.goldencarriers.com.

APMT Focus Group: Recap & Highlights (continued)

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A **list of concerns** were aired by the Bi-State members in attendance, including slow turn times, outbound gridlock, excessive time to return empties, free time extensions, and other areas where we would like to see improvement. APM **pledged to follow-up and take action** to address many of these issues, and informed the group of **new procedures** that were already being implemented to **increase efficiency**.

APM announced that by the end of the week, they are adding **two additional inbound lanes** at the Tripoli Street gate for the return of empties--8 lanes rather than 6--in an effort to ease volume at the Main Gate. Other **streamlining efforts** underway include streamlining the outbound security process, and testing the feasibility of emailing TIRs at the outbound gate rather than printing them.

Several Bi-State members asked for **increased communication** regarding the daily acceptance policy for empties at APM, and asked if such notification could be provided earlier, preferably by 3pm of the previous day. APM agreed to do so, and said that increasing visibility to the process of moving containers, particularly as it relates to expected volumes, would improve efficiency for all parties involved.

Upon further discussion of this point regarding anticipation of expected volumes, it was proposed that the Bi-State, in cooperation with officials at APM, **pilot a "pre-notification" system for picking up containers**. While details on this system are currently being worked out between the Bi-State and APM, the initial plan is for participating members to supply a list to APM in the afternoon, specifying which containers they are scheduling for pick up at the terminal the following day. **Note: motor carriers will still be responsible for having the correct chassis for the box they are retrieving.* By providing this list to APM the night before, it would allow the terminal to get a more accurate estimate of the anticipated volume for the following day, and to take steps to accommodate this volume accordingly. It would also allow the terminal to ascertain and--if possible--prioritize the location of those containers in advance, thereby improving the pickup process the next day. More information will be provided once we have worked out the details.

It is hoped that participating in the pre-notification system will help provide greater transparency for the terminal on anticipated volumes, leading to a more streamlined container pickup, and ultimately, faster turn times.

Another possibility being explored by the Bi-State is the **creation of a co-op** to "peel off" containers from a large volume customer in a group, rather than search for specific boxes individually. For example, if there are 300 containers coming off for one customer, they will be stacked in such a way that the motor carriers participating in the co-op can come in and peel them off the stack quickly, in whatever order they are stacked, to minimize turn time. A committee of Bi-State members has been formed to create a more detailed proposal, based on similar programs being piloted on the West Coast.

Several members requested that APM remain open for a full 12 hours, from 6am to 6pm, in order allow for a wider time spread for pickups and drop-offs. Although there was skepticism that the additional hours would ease the issue of early queuing at the gates, APM agreed to evaluate their current hours of operation and assess the feasibility of extending them.

Many of the Bi-State's focus group members praised Giovanni Antonuccio for his consistent responsiveness and availability, but indicated that they have had trouble getting in touch with others when issues arise. APM apologized to those members who have experienced difficulty, and vowed to address the issue immediately.

Several other issues were discussed informally during the Open Forum portion of the focus group, including members' ongoing displeasure over the NYTC tariff. Another member requested that APM limit the height of stacked full containers to no more than 3 high, in order to reduce re-handling times on pickup, while suggesting that empties can be stacked as many as 7 high.

We look forward to working with APM to implement the ideas that were discussed during the focus group, and appreciate their ongoing partnership in keeping the lines of communication open with our members. We also thank those Bi-State members who took the time to attend the Focus Group and share their thoughts directly with terminal management.

4th Annual TLD Breakfast Set For October 8th

4th Annual TLD Recognition Breakfast

October 8, 2015 · 8am to 10am
 Crowne Plaza—Newark Airport
 901 Spring Street (Rt. 1N), Elizabeth, NJ

Honoring Gerald Vadas, President of CJS Violations

Special award to **Richard M. Larrabee**, Retiring Director of Ports, Port Authority of NY/NJ

Special Key Note Speaker: Cedrick Fulton, Director of Tunnels, Bridges and Terminals, Port Authority of NY/NJ

To purchase tickets please go to: <http://tldbfast4.eventbrite.com>

For more information contact Sandy Rodriguez at srodriguez@theelizabethcoalition.org

The Elizabeth Coalition to House the Homeless will host their 4th Annual TLD Breakfast on Thursday, October 8th. This year's honoree is Bi-State Member Gerry Vadas of CJS Violations, with a special award being given to Retiring Port Director Rick Larrabee. The Keynote Speaker is Cedrick Fulton, PANYNJ Director of Tunnels, Bridges and Terminals.

The ECHH provides a variety of vital services in the community, including youth programs, access to medical care, and support for those in need. For tickets or to make a donation, [CLICK HERE.](#)

CSA Compliance Seminar—Oct. 3rd

CJS Violations is hosting a seminar for Owner-Operators and Drivers on **Ensuring Compliance with CSA**. Topics to be covered include: the importance of roadside inspections, Driver Safety Measurement System, Proper Pre-Post Trip Inspection, Mock Roadside Level II Inspection (weather permitting), Roadside Inspection Reports, and Data Quality.

The seminar will be held on Saturday, Oct. 3 from 8:30am-11:30am at the Hot Spot Diner, 17 Avenue A, Newark, NJ.

Discounted pricing for Bi-State members: just \$80 per registrant, which includes hot breakfast, coffee, tea and juice. Non-members pay \$100 per person. *Attendees are asked to arrive by 8:15am for check-in.*

A Certificate of Attendance will be issued after course completion. RSVP by September 14 to Patricia Rogacki: patricia.rogacki@cjsviolations.net.

Visit www.cjsviolations.net for more information on this and other services offered by CJS.

Association of Bi-State Motor Carriers

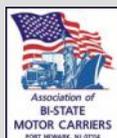
Terminal Evaluation

BASED ON JULY 2015 ACTIVITY

Terminal	Turn Times
Maheer	B-
APM	F
Global-NY (NYCT)	B-
PNCT	C-
Global-Bayonne	D
ASI Port Newark	B
ASI Brooklyn	B
ERail	B
NJIT	B
Ironbound	C
CSX S Kearny	B
CSX Little Ferry	B

STAY CONNECTED!

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



DATES TO REMEMBER

September 1 Golf Outing & Luncheon
 September 7 Labor Day Holiday
 September 8 General Member Meeting