



# BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

December 2015 Volume 2, Issue 12

### President

Jeffrey Alan Bader

### First V. President

Tom Heimgartner

### Secretary

Peter Toscano

### Treasurer

John Kruse

### Executive Director

Dick Jones

### Recording Secretary

Tom Butler

### Communications Director

Lisa Yakomin

### Executive Board

Mike Baicher Dave Cannillo

Chuck Connors Gerry Coyle

Jerry Dooley Will Grato

Patrick Judge Bob Leef

Peggy Mecca Joe Noonan, Jr.

Lou Notaro Greg Scott

Ron Weeks

### Inside this issue:

Director's Message	1
Year-End Briefing	1
Member Spotlight	2
President's Message	3
Terminal Report Data	4
Upcoming Events	4
Holiday Greetings	4

### Member Spotlight:

### DiPinto Logistics



See page 2

## Executive Director's Message



As 2015 comes to a close, I want to take this opportunity to thank the members of the Association of Bi-State Motor Carriers for their continued support and involvement in our organization. Throughout the year, our members generously donated their time and energy to the Bi-State by attending monthly meetings, participating in focus groups, submitting terminal evaluation data, and offering valuable feedback to those in the media who sought to better understand the complex challenges that we face while working to serve the Port of New York & New Jersey.

As an organization, the Bi-State has accomplished a great deal over the past 12 months: in the Spring, we awarded our first annual Sam Cunninghame Memorial Scholarships to two deserving college-bound recipients, hosted our popular Golf Outing and Awards Luncheon at Forsgate Country Club, presented at Port Industry Day, and increased our outreach to federal, state and local government officials, giving voice to the needs, issues and concerns of the intermodal trucking industry.

We have also seen our membership grow significantly this year—Bi-State members now represent close to 80% of port and container volume at the PONYNJ, and I look forward to increasing our ranks even more in 2016. [Membership applications are available on our website.] Thank you to all of our members for your role in making our organization a strong, unified representative for the intermodal industry.

I wish you all a Happy and Prosperous New Year!

**Dick Jones, Executive Director**  
**Association of Bi-State Motor Carriers**

## NYSA/PANYNJ Year-End Briefing

The Port Authority of New York-New Jersey together with New York Shipping Association held its annual year-end industry briefing for members of the Port of New York and New Jersey community on Thursday, December 3, 2015. Photos, from left to right: PANYNJ Port Director Molly Campbell and NYSA President John Nardi gave an overview of the progress made during the past year, with a look ahead to additional goals for 2016; Association President Jeff Bader with NYSA's John Nardi; Andrew Saporito and Molly Campbell of the PANYNJ with Bi-State Executive Director Dick Jones.



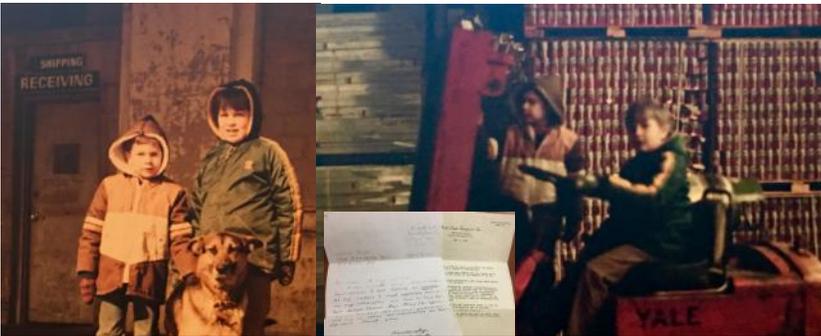
## Member Spotlight: DiPinto International Logistics

For most people, figuring out what career you want to pursue is a decision made in adulthood, after many years of schooling, internships, and experience in the field. For Rob DiPinto, President of DiPinto International Logistics, the choice was clear from the moment he first stepped foot into his uncle's trucking warehouse. Rob's father took him and his younger brother, Brian, to visit their Uncle John's trucking company, World Trade Transport, in Newark. Being around the trucks, riding the forklift, seeing the stacks of pallets everywhere—Rob's future immediately came into focus. "I knew right away I wanted to do this," he says, "I loved everything about it. I never wanted to do anything else after that."



He was 9 years old.

Given the fact that his maternal grandfather was also a truck driver, Rob is convinced his career choice was inevitable. "I never questioned it," he says of his early interest in the trucking industry, "I figured it was in my blood." Rob began spending his school breaks "riding shotgun" with his uncle's drivers on their runs to Global Terminal, anxious to realize his own dream of becoming a trucker. At 12, amused dock workers let him tackle one of the more challenging aspects of the job: driving a yard jockey, backing trailers into a building on Sellers Street in Kearny. "I wasn't scared at all," he laughs, "I liked the power. But then, I'd go back to school and tell my friends, and no one believed me."



Left: Brian and Rob DiPinto (with Duke) on their first visit to their uncle's trucking business. Right: Rob at the wheel of a forklift that same day. Inset: The letter Rob wrote to his uncle in 4th grade (dated April 2, 1981), declaring his intention to pursue a career as "a warehouse person."

Rob's grandmother, Helen, worked in the office at World Trade Transport, and when she saw her grandson's passion for trucking, she encouraged him to learn the managerial aspects of the job, too. "She told me, 'Anybody can drive a forklift, but if you want to run a business someday, you need be in here with me,'" recalls Rob. He started spending his summers working with her, putting in 12 hour days under her strict tutelage. When she passed away in 1985, Rob--still a sophomore in high school--took over the responsibility for the company's payroll. At 17, a week after

**"I never questioned it. I figured it was in my blood."**  
*—Rob DiPinto,  
 DiPinto International Logistics  
 On deciding to be a trucker by age 9*

getting his regular driver's license, he also earned his commercial driver's license.

By the time he was 20, Rob saved up enough to buy his first truck, which allowed him to start calling on the port as an independent owner-operator. He hauled containers

for a company in River Edge, and by 1996, he and his brother opened their own business, DiPinto Brothers Transportation. The company grew quickly to a fleet of 100 trucks, forcing Rob to give up driving in order to manage daily business operations full-time.



DiPinto's secure warehouse, located in Monroe Twp, NJ.

In 2001, he decided to scale back a bit on the trucking in order to branch out into warehousing and logistics, starting with 10,000 square feet and growing to 500,000 in a few short years. "I wanted to be able to offer my customers 'one-stop shopping,'" says Rob, "to have my own fleet, serving my own warehouse, providing excellent service from start to finish." By 2011, Rob was running the business on his own, renamed DiPinto International Logistics to better convey the full scope of his company's services.

Those early lessons with his grandmother paid off, with Rob wisely reinvesting in the company over the years, growing his assets to include a fleet of 75 company-owned chassis fitted with GPS technology. Rob hopes to double that number soon, while also expanding his trucking business in the Newark area in 2016, and starting a cross-dock operation.

Asked if he ever second-guesses his childhood decision to go into the trucking business, Rob is as resolute today as he was all those years ago. "No! No regrets," he says, "I still enjoy it, and it still makes me happy."

*DiPinto International Logistics is a full-service transportation and warehousing organization that emphasizes quality, professionalism, and customer service. To learn more about DiPinto International Logistics, visit [www.dipintointl.com](http://www.dipintointl.com).*

## President's Message: My Thoughts On Appointment Systems



Earlier this month, I had the opportunity to represent the motor carriers' perspective on a Discussion Panel about Appointment Systems at the Port Performance North America Conference, hosted by the Journal of Commerce. My position on this issue is fairly straightforward: numerous failed attempts to implement a "truck management system" at other ports have proven that appointment systems are rife with problems, and *simply don't work*. Systems that are too rigid don't allow for truckers to adjust as needed when unanticipated conditions arise, and systems that are too open-ended result in reduced efficiency--the opposite of what needs to be achieved.

First and foremost, I think it is essential that we have an integrated, coordinated effort to solving the REAL impediment to productivity at the Port of New York and New Jersey: chronic congestion issues.

Unfortunately, we've seen the terminals continue to take a fractured approach: hours of operation vary widely from terminal to terminal, and constantly changing equipment agreements between shipping lines and terminal operators have created a logistical nightmare. There are many commonplace variables that would wreak havoc a trucker's ability to adhere to an appointment time: unavoidable traffic and construction delays, congestion both outside and inside the terminals, equipment shortages and breakdowns, unexpected weather events-- and they are all completely beyond a trucker's control.

Appointment systems place an unfair burden on truckers, with no guarantee that service and turn times will improve. We've not seen it work *anywhere* else, and yet, there are those who insist they've got it all figured out. I'm not convinced.

There are several things that need to happen first before any appointment system can be implemented successfully:

- \* Before any appointment system is set in motion, we need to establish Key Performance Indicators (KPIs) so that port-wide standards and goals can be set, monitored, and followed through on.
- \* What happens at one terminal impacts all of the others. The terminals need to start working together cooperatively, and be held accountable to one another.
- \* To that end, the Port of New York and New Jersey must implement *consistent* hours of operation at *all terminals and off-premise locations*, to allow for more stable, reliable scheduling.
- \* We must not implement an appointment system *unless and until* the turn times Port-wide are consistent enough to allow truckers to accurately predict and plan their work.
- \* Contingency plans for missed appointments must be developed in a way that does not impose an unfair penalty on the motor carrier. There must also be accountability and consequences for the terminals when they are unable to maintain efficient levels of service. And, these contingency plans must be formulated with input from all parties to ensure widespread acceptance and compliance.
- \* Changing equipment agreements between shipping lines and terminal operators--another situation that is beyond the motor carriers' control--only add to the difficulty of adhering to a strict time window. Unfair migration requirements and the ensuing fees must be also addressed.
- \* Finally, any appointment system must be standardized port-wide, with equal access to all drayage carriers both large and small.

I thank the Journal of Commerce for asking me to participate in what proved to be a spirited-yet-respectful discussion on appointment systems. I enjoyed having the opportunity to offer a motor carriers' perspective on this hotly-debated topic, and look forward to continuing an open dialogue with all parties in the months to come.

On behalf of the entire Executive Board of the Association of Bi-State Motor Carriers, I wish you and your families a Happy Holiday season, and all the best in the New Year.

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

## 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](http://www.bistatemotorcarriers.com)



### Terminal Data Report Based on November 2015 Activity

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

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



*Happy Holidays!*



*From Your Friends at the  
 Association of Bi-State Motor Carriers*