



# BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

January 2015 Volume 2, Issue 1

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### Member Spotlight:



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## Chassis Shortage: A Call To Action!

The Association of Bi-State Motor Carriers has received numerous reports from our membership recently about the sharp increase in delays and chassis shortages. Over the past few weeks, we have all seen a total breakdown in gate turn times, at a frequency and intensity that is unacceptable. Port congestion, delays and chassis shortages have been chronic problems for us, but these issues have now reached critical mass, and it's clear that something must be done.

Rest assured, the Executive Board of the Association of Bi-State Motor Carriers has heard your concerns, and we have been bringing them to the attention of the proper

authorities. For example, not only are we reaching out to all Terminal CEOs and top level Port Management on a regular basis, we've also spoken with members of the Port Council and the Port Director of the PANYNJ.

We will continue to take an active approach in advocating for our membership, working directly with industry authorities and representatives in order to reach a resolution as quickly as possible.

*Your assistance in this fight is essential:* we ask that you send your comments to our Executive Director ([dj@thebistate.com](mailto:dj@thebistate.com)) and also express your concerns directly



**Out-of-service chassis are stacked high all around the Port, with no relief in sight.**

to the Terminal CEOs. There is strength in numbers, and Association members must speak up as a group on this issue in order to successfully effect change.

These chronic shortages are destroying our industry. It's time for action.

Your cooperation and support are greatly appreciated.

## CDL Certification Deadline Jan. 31, 2015

As per Federal regulations, all commercial driver license holders are required to submit a current CDL holder Self-Certification notice and Medical Examiner's Certificate. The Motor Vehicle Commission deadline for the filing of medical certifications for Commercial Driver's Licenses is January 31. After that date, all drivers who have not filed their paperwork with the MVC are subject to a downgrade in their CDL.

For several weeks now, the MVC has been providing a "driver cross-check" service for Association members who emailed a list of their drivers down to Trenton. We've been informed by the MVC

that due to the large volume of submissions, they are currently experiencing a backlog in processing these certifications. We have been assured by officials at the MVC that no downgrades will take place until at least March, and that if anyone is downgraded due to an MVC error or backlog, the downgrade would be rolled back.

If you have submitted a list of drivers for cross-check and are still waiting for a response from the MVC, please contact Bi-State Communications Director Lisa Yakomin ([LisaY@thebistate.com](mailto:LisaY@thebistate.com)) so that she can follow-up with the MVC on your behalf before the deadline.

If you have any questions about the MVC Medical Certification requirements, please call 609-292-7500, extension 5077. You can also contact the CDL unit via email at: [cdl.unit@dot.state.nj.us](mailto:cdl.unit@dot.state.nj.us)

For more information on the new CDL certification requirements, and to view "Frequently Asked Questions" on the CDL program, visit the MVC website: [http://www.state.nj.us/mvc/pdf/Commercial/CDL\\_FAQs.pdf](http://www.state.nj.us/mvc/pdf/Commercial/CDL_FAQs.pdf)



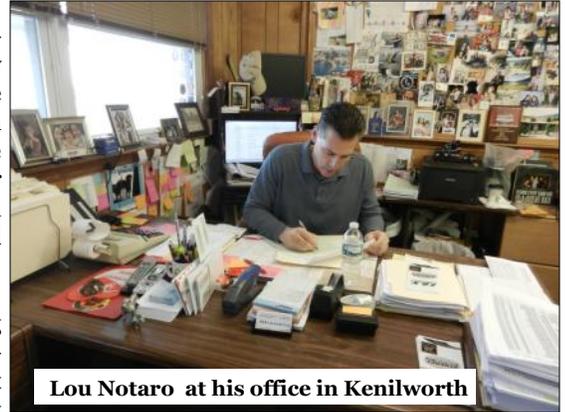
## Member Spotlight: F.O.X. Intermodal

Sitting at his desk at F.O.X. Intermodal in Kenilworth, New Jersey, company President Lou Notaro is surrounded by two things: stacks of financial spreadsheets and other business-related paperwork, and decades-worth of photos of his family, displayed proudly on every wall and surface in his office. Representing his family's third generation in the trucking industry, Notaro has grown F.O.X. Intermodal from a small start-up business with just one company-owned truck into an impressive array of diversified companies.

It has been a long road for Notaro since his early days in the trucking business—"early" being an understatement. He got his start at his father's trucking company when he was just 6 years old, going to the office with his dad on Saturdays. By the time he was 11, he was spending his summers working at the loading dock in Jersey City. "I hated it," he admits. "I was forced into this business in the beginning--I didn't really have a choice." He eventually discovered a knack for fixing things, and moved on to mechanical work, and then on to terminal operations, earning experience in all aspects of the company over the years.



Notaro credits his father with teaching him everything he needed to know about the trucking business—including the pitfalls to avoid. His father's management style was more aggressive, he explains: "He doesn't mind taking risks." That adventurous spirit paid off initially, and the family's trucking business quickly grew to encompass 3 locations in New Jersey. But over the years, the economic ups and downs of the industry took its toll, and Centennial Trucking ultimately ended up closing its doors in 1990. An attempt to open a new trucking company using a similar business model quickly unraveled, and the experience taught Notaro to be more circumspect when he decided to start his own venture. "He taught me everything, but I also learned what not to do by working with my dad," he says. "I'm more conservative, and I decided from the beginning that I would do whatever I could to build my company on a solid foundation."



Lou Notaro at his office in Kenilworth

In 1994, Notaro put that measured approach into action, partnering with his Uncle Bobby to found F.O.X. Intermodal. In a nod to his roots in the industry, he named the company after Jim Arteca, his longtime business mentor at Centennial, who was often referred to by his CB radio handle, "the Silver Fox." After working at two trucking businesses that didn't survive, what made Notaro think this one would succeed? "I wasn't going to go out as a failure," he says. "I decided to put my heart into it. And it got personal for me. At the time, I had a wife and two of my three children to support. I wasn't going to let them down." He also realized early on that the key to survival in the trucking industry was to avoid overextending himself. "I bought my own trucks as the company grew," he says. "I believe you need to be debt free in order to compete." This philosophy allowed the company to grow steadily over the years, with Notaro buying additional property over time, rather than leasing it. He founded brokerage company Tyler Transportation in 1997 with partner Steve Rosen, and further diversified his holdings into warehouses and commercial real estate.

***"You have to have balance in life. It can't all be about work. You need to be there to enjoy your family."***

***--Lou Notaro, President  
F.O.X. Intermodal***

It wasn't easy at first: Notaro recalls how he worked 6 days for 80+ hours a week during the first few years. As his young family grew, however, he realized he was missing out on precious time at home. "I'm here every day," says Notaro, "I'm a 'hands-on' guy, and I am involved in every aspect of this company. But you have to have balance in life. It can't all be about work. You need to be there to enjoy your family." He also credits his "dedicated, longtime, hardworking, loyal staff" as the true secret to F.O.X. Intermodal's success. "I couldn't do it without them, and I really appreciate the effort they put forth on a daily basis," says Notaro.



Founders Bob LoCascio & Lou Notaro in 2001

He took over full ownership in the company by 2011, and his uncle retired in 2012. As for the possibility of expanding even more, Notaro says he's happy with the way things are at the moment, having successfully achieved the balance he's been striving for between work and family. "Through the years, I've always focused on being able to manage and maintain what we already have," he says. "Could my company be bigger than it is? Sure, but then I wouldn't be able to run it the same way that I do now. I like being able to oversee it personally, and I'm able to do that right now and still have time with my family. Ultimately, that's what you're working for, and what's really important in life."

*F.O.X. Intermodal specializes in Import and Export container drayage, and also offers Bonded Container Freight services and Warehousing. To learn more about their services, visit [www.foxintermodal.com](http://www.foxintermodal.com)*

## The “Clean Air Strategy” Mandate: Devastating to Our Industry

The Association of Bi-State Motor Carriers has repeatedly gone on record as supporting efforts to reduce emissions in the State of New Jersey, but we strongly oppose the mandate being issued as part of the “Clean Air Strategy” report, which requires that only trucks with a 2007 engine or later be permitted to service the Port as of January 1, 2017. This would have a devastating effect on the drayage industry, and severely hinder its ability to move freight out of Port Newark. Our issues with this mandate are as follows:

### **The Trucking Industry is Being Singled Out**

While the report contained “recommendations” for all other entities that serve the port (including ocean going vessels, cargo handling equipment, railroads, and harbor craft), the changes put forth for Heavy Duty Trucks is the only category that will be mandatory. When it comes to intermodal commerce, it must be a level playing field, and we must be held to the same standard as everyone else that serves the port. Any changes that take place on January 1, 2017 must be voluntary, for ALL entities. By singling out the trucking industry, the Port Authority is overstepping its boundaries and crippling our ability to do business in our region.

### **The Number of Trucks Affected by the Mandate Has Been Grossly Underestimated**

The Strategic Planning Committee that came up with this mandate had no representation from the Trucking industry during its 18-month deliberation, and they did not seek out our guidance or feedback before issuing this mandate. The committee is claiming that this mandate will affect just 1/3 of all trucks, but after a quick poll of Association members, the numbers are significantly higher than that (ranging from 88% to 97% of trucks not in compliance). These are trucks that are legal and road able in every other area overseen by the Port Authority—bridges, tunnels, highways, etc. In addition, they are in compliance with all Federal and State standards for emissions and safety. One of the reasons for this discrepancy is that the mandate states that trucks from 2006 and earlier will not be permitted to serve the port. However, many 2007 models were fitted with engines from 2006, due to the large fleet pre-buy prior to the new federal standards enacted in 2007. These 2007 models will not be in compliance and would require replacement.



### **Reducing Trucks is the Goal, Not Reducing Emissions**

Although officials claim that the primary goal of this program is to reduce emissions, it is clear that the real goal is to reduce the number of trucks serving the Port. Officials at the PANYNJ have denied this, but one of their administrators stated during a recent meeting that the committee “wants to reduce the vehicle miles traveled to and from the port, and to increase the amount of cargo that goes out by rail.” This is merely a matter of semantics—no matter how the words are parsed, the goal (and ultimate result) of this mandate is to reduce the number of trucks that will be able to serve the port.

**The Mandate Will Hurt ALL Businesses that Serve Port Newark, Not Just Motor Carriers.** Severely limiting the number of trucks that can serve the Port will ultimately force shippers to direct their cargo to other ports outside of New York & New Jersey, where a greater number of trucks can move their freight. The economic impact of this mandate will reverberate across the state.

### **The Mandate Will Exacerbate Driver Shortages and Dramatically Increase Trucking Rates**

Our members have expressed their concern over being able to find drivers who are in compliance if this mandate takes effect, making an already dire driver shortage situation much worse and necessitating rate increases to keep pace.

### **Problem Areas That Are More of a Priority Are Not Being Addressed**

Congestion at the river crossings and marine terminals are huge contributors to emissions, and this mandate does nothing to remedy that issue. Idling caused by poor flow on roadways and inefficiency within the terminals is beyond the control of the trucking industry, and contributes more pollution than roadway driving, while causing twice the amount of wear on truck engines. Singling out trucks that serve the port makes no sense if you are not going to also address all of the other sources of emissions that are far worse, and have a greater impact on the environment.

### **Serious Mechanical Issues Have Been Found With Newer, “More Energy Efficient” Engines**

Our members have reported problems when phasing in newer trucks over the past few years. One member said that his new 2009 & 2010 models have already been replaced *again* due to chronic breakdowns. Similar difficulties have been documented with these models, due to the diesel exhaust fluid systems that were installed during that time period which have proven to be problematic. 2011 and later models will be in higher demand, driving up prices, making it cost prohibitive to upgrade.

### **The Mandate Would Override Existing Federal Regulations and Hamper Interstate Commerce**

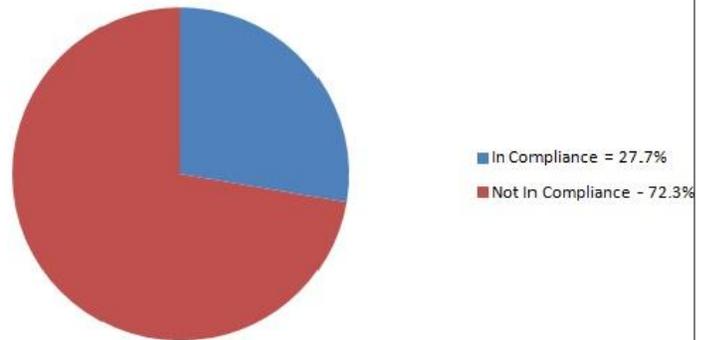
In order to handle interstate cargo, our members were required to obtain operating authority from the Federal Government, the ICC, and the DOT—a process that was time consuming and expensive. Carriers are allowed to operate in those states listed in their authority, provided they adhere to the regulations set forth. This new directive from the PANYNJ would usurp these regulations, hampering interstate commerce.

The Association of Bi-State Motor Carriers looks forward to working with the various government regulatory agencies to come up with a solution that addresses these issues, and will ease the unfair burden being placed upon our members, while working towards a more energy-efficient, lower emission fleet in New Jersey. We support a plan in which recommendations for truck replacement are strictly voluntary, and conducted in a more logical, orderly manner than is currently being promulgated. *See page 4 for the latest results of our recent survey on how this mandate will affect our members.*

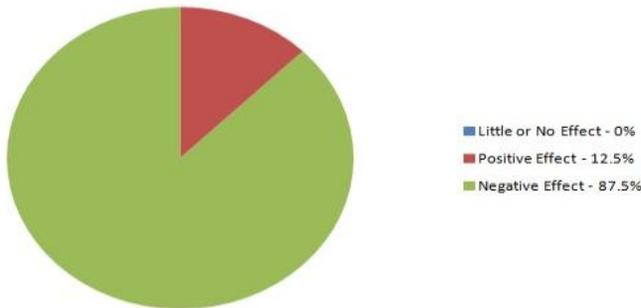
# Truck Replacement Survey Results

The Association of Bi-State Motor Carriers recently conducted an informal online survey of its membership to ascertain how the mandates proposed under the Clean Air Strategy report would affect their ability to do business. The report mandates that as of January 1, 2017, the only trucks that will be permitted to serve the Port will be those with engines manufactured in 2007 or newer. Of the trucks currently in service for the members surveyed, 72.3% of them would *not* be in compliance if the mandate were to take effect today. Not surprisingly, an overwhelming majority (87.5%) of those surveyed said that the mandate will have a negative effect on their ability to do business. While the Association of Bi-State Motor Carriers has consistently supported efforts to reduce emissions in the State of New Jersey, we believe that the truck replacement program should be voluntary, not mandatory. Of those surveyed, nearly 69% said they would be Somewhat Likely or Very Likely to replace their older trucks voluntarily.

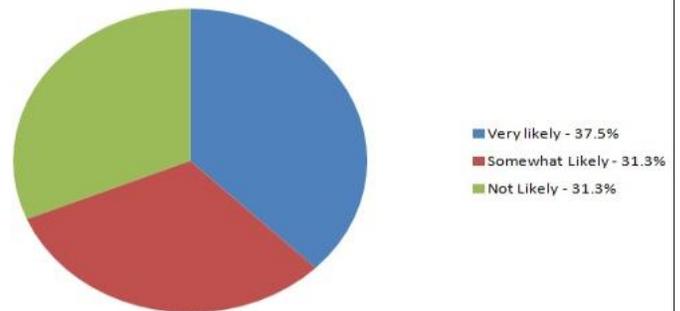
**Percentage of Trucks in Compliance If Mandate Took Effect Today**



**How Will This Mandate Affect Your Business?**



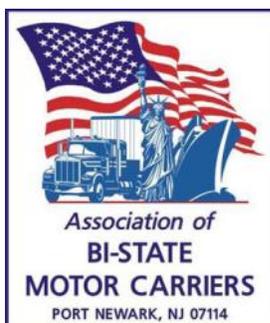
**Voluntary Truck Replacement**



## DATES TO REMEMBER

January 31	CDL Medical Cert Filing Deadline
February 10	Monthly Member Meeting
March 19	ECHH Award Breakfast
September 1	Golf Outing & Award Luncheon

**For details on these and other events, visit  
[www.bistatemotorcarriers.com](http://www.bistatemotorcarriers.com)**



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