



BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

July 2015 Volume 2, Issue 7

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.

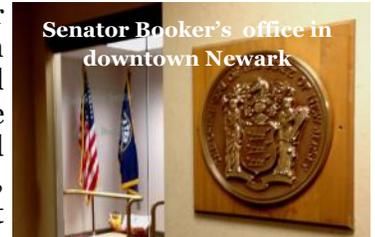
Lou Notaro Greg Scott

Ron Weeks

A Message from Association President Jeff Bader

Although Summer is often referred to as a time of rest and relaxation, the Association of Bi-State Motor Carriers has been just as busy as ever.

Earlier this month, we met with an aide from Senator Cory Booker's office, in an effort to foster an open dialogue on key issues affecting the intermodal industry. Although we may not always see eye-to-eye on the best way to address these issues, we are glad to have the opportunity to air our concerns directly, and to work together to find sensible solutions that everyone can agree on.



It is this ongoing emphasis on creating an atmosphere of cooperation and honest communication that contributed to the swift resolution we were able to achieve with DCLI this month, when a new unauthorized use fee was initially proposed. We listened to members' concerns, immediately relayed them to officials at DCLI, and were able to quickly and amicably avoid the implementation of any new fees. We take pride in the good relationships that we have built with the chassis providers who serve the port, and we value their willingness to reevaluate policy changes when members' feedback is brought to their attention.

On July 21, I submitted written feedback to UIIA General Counsel John Bagileo on behalf of our members regarding proposed changes to the UIIA (relating to equipment migration regulations and compensation), which were introduced at the Intermodal Interchange Executive Committee's July meeting. We raised concerns about the effect these proposed modifications could have on motor carriers, and will continue to monitor this issue for you.

One of the big advantages to Association Membership has always been the "strength in numbers" aspect: speaking with one, unified voice in order to more effectively advocate our position on issues affecting intermodal commerce. We took this philosophy a step further this month, meeting with the Executive Director of the [Harbor Trucking Association](#), the Bi-State's West Coast counterpart based in Long Beach, California. The meeting was productive, marked by the exchange of ideas and common concerns that underscored just



Association President Jeff Bader with HTA Executive Director Weston LaBar

how similar are the many issues that both organizations face. We look forward to strengthening this mutually-beneficial exchange of information and resources, and partnering with the HTA in advocating for our industry on a national scale.

No matter what the season, rest assured, the Bi-State is working hard for its members. Enjoy the rest of your summer!

- Jeff

Inside this issue:

| | |
|----------------------|---|
| President's Message | 1 |
| Member Spotlight | 2 |
| RTRP Update | 3 |
| Truck Phase-Out | 3 |
| NJ Tpk 14A Info | 4 |
| Golf Outing | 4 |
| Terminal Report Data | 4 |
| Dates to Remember | 4 |

Member Spotlight: [Container Port Group](#)



See page 2

Member Spotlight: ContainerPort Group

Headquartered in Cleveland, Ohio, ContainerPort Group (CPG) was founded in 1971 as Rail Container Services, a subsidiary of World Shipping, Inc. From the outset, their mission was a bold one: to provide inland terminal and cargo transportation services worldwide, creating a network of companies that encompass all aspects of intermodal shipping. They quickly expanded throughout the Midwest, partnering with Midwest Container Services, and eventually merging the two companies in 1986 to form Container Port Group, Inc. In the early 90's, they branched out even further, opening in key locations along the East Coast, including the port of NY and NJ.

Meanwhile, Bi-State Executive Board Member Bob Leef was on a similar mission, getting his start in the intermodal shipping industry in 1977, after graduating college. Focused on learning as much as he could, Leef went to work for shipping powerhouse United States Lines in New York City. He entered their Executive Management Training Program, and spent nearly a decade in their East Coast division. Steadily working his way up the ranks, he became the Equipment Control Manager in Charleston and Savannah, before returning to New York to take on the role of Terminal Manager at Howland Hook.



Bob Leef at his office in Newark



In 1985, US Lines suffered a financial setback, so Leef decided to take what he'd learned and, along with a partner, open his own company, BC Transportation. His knowledge and experience in operations, along with his partner's trucking background, proved a winning combination: by 2005, their business had grown to include terminals at six major hubs: New York, Buffalo, Baltimore, Cleveland, Columbus and Norfolk.

Although his business was thriving, Leef envisioned even bigger things for the future, but realized that in order to take his company to the next level, he needed some help. "Our specialty was BCO cargo, and we did it well," says Leef, "but if we wanted to grow, we needed to utilize technology and integrated systems, which we didn't have." His search for a solution led him to ContainerPort Group. "From a technology standpoint," Leef says, "they were way ahead of the game." It wasn't long before the two companies struck a deal, and BC Transport was acquired by ContainerPort Group. Leef, who stayed on as Senior Vice President for CPG's East Coast division, now had access to the technology integration he needed, while giving CPG the terminal expansion they were looking for. "It was a perfect marriage," says Leef.



Today, CPG's strategic intermodal network has locations in 17 major U.S. cities; their primary services include container drayage, rail and terminal operations, container, chassis and trailer maintenance and repair, and container and equipment sales.



**ContainerPort
GROUP**

Intermodal Container and Cargo Solutions

As for the future, both CPG and Bob Leef still haven't stopped striving for more: Leef says ContainerPort Group hopes to double their fleet over the next 5 years, expanding their operations to the South in Charleston, Savannah, Wilmington and Houston, while Leef--despite already having close to 40 years' experience in the industry--recently completed his Master's Degree in Intermodal Transportation from the University of Denver ITI program. "It gave me a much broader view of the supply chain," Leef says, "enabling me to see things from a

variety of perspectives, and how the whole flow works." As they gear up together for the challenges that lay ahead, it's clear this "perfect marriage" is still going strong.

ContainerPort Group has offices in Atlanta, Baltimore, Buffalo, Charlotte, Chicago, Cincinnati, Cleveland, Columbus, Detroit, Greensboro, Indianapolis, Kansas City, Louisville, Newark, Norfolk, Philadelphia, and St. Louis. To learn more, visit www.containerport.com.

2015 Regional Truck Replacement Program—UPDATE

It has been almost a year since the PANYNJ announced that \$2 million in grant funding would be available through a 2015 Regional Truck Replacement Program (RTRP). This funding falls well short of the hundreds of millions that are needed to replace the number of pre-2007 trucks that would be barred from serving the port if the current Clean Air Strategy mandates remain in place, and since the RTRP is being administered on a first-come, first-served basis, many of our members have been anxiously awaiting the start of the program. We've been told that the necessary funding agreements were completed on July 14, and that officials are now securing the necessary documentation from truck dealerships/vendors who wish to become certified for the program. It is expected that this process will take several more weeks, at which time the PANYNJ will announce the launch of the program, and online links to the Applications Forms will be made available. The Association will distribute this information to our members as soon as it becomes available.

Bi-State Supports Modified Timeline For Truck Phase-Out

The Clean Air Strategies Task Force recently met to discuss a variety of alternative options for a truck phase-out program that would be more achievable and more gradual than the unrealistic, potentially-catastrophic January 1, 2017 mandate to prohibit all trucks 2006 and older from serving Port Newark.

After reviewing the options proposed by the Task Force, the Association is prepared to support the following:

Option 3: Limit new Port Truck registrations to 2007 trucks and newer.* This would implement a change to the tariff limiting truck registrations for PortTruckPass to those with a 2007 engine or newer, as of July 1, 2015.

**It's worth noting that this tariff revision was originally proposed by the Association, and we support its implementation as part of our ongoing partnership with regulatory authorities to improve air quality in and around the port region.*

The Association of Bi-State Motor Carriers also anticipates support for Option 5, which proposes a Modified Phase-Out Plan, but ONLY under the stipulation that these deadlines will be subject to the continued

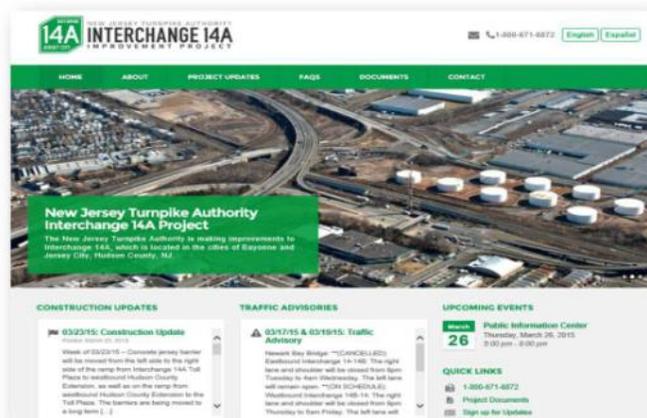


availability of truck replacement funding. *If* truck replacement funding keeps pace with the deadlines proposed, we would support the following modified phase-out schedule suggested by the Task Force:

- Phase 1: Jan 1, 2017 deny access to trucks 1997 and older
- Phase 2: Jan 1, 2019 deny access to trucks 2003 and older
- Phase 3: Jan 1, 2021 deny access to trucks 2007 and older

The Association also strongly recommends that representatives from the intermodal trucking industry continue to be consulted and kept informed of any and all changes or modifications to the truck phase out schedule, allowing us to provide valuable feedback on this complex issue from the party that is most experienced and knowledgeable on such matters--the intermodal carrier community.

NJ Turnpike Interchange 14A Improvement Project



At our July Member Meeting, a representative from the NJ Turnpike Authority gave an informative presentation on the complex improvements being made to Interchange 14A in the cities of Bayonne and Jersey City. The project, which is being completed in phases in order to minimize disruptions to the community, will improve the overall flow of traffic through the area, relieving congestion on city streets and improving air quality in the region.

To learn more about the project, visit www.NJTA14A.com. If you would like to submit comments or questions on the project, call the 24-hour project hotline at 800-671-6872 or email info@NJTA14A.com. There is also a form available

on the website where you can sign up to have project updates sent directly to your email address.

Anticipated completion date for the project is Fall 2018.

2015 Golf Outing & Luncheon

Our annual Golf Outing and Awards Luncheon will be held on Tuesday, September 1 at Forsgate Country Club in Monroe Township, NJ. Space for this popular event is limited; reservations are now being accepted.



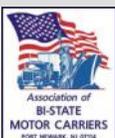
Tickets are \$300 per single golfer (includes cocktail reception and luncheon) or reserve a foursome for \$1,100. Awards luncheon-only tickets are available for \$125 each, or save over 10% on a reserved table of 10 for just \$1,100. Golf Package Sponsorships, Event Journal Ads, and Hole Sponsorships are also available—please [see the invitation on our website for details](#).

Association of Bi-State Motor Carriers Terminal Evaluation REPORT FOR ACTIVITY IN JUNE 2015

| Terminal | Turn Times |
|------------------|------------|
| Maher | B- |
| APM | F |
| Global-NY (NYCT) | B- |
| PNCT | D |
| Global-Bayonne | D+ |
| ASI Port Newark | C+ |
| 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

August 11 Monthly Member Meeting
 September 1 Golf Outing & Luncheon
 September 7 Labor Day Holiday