



# BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

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## Industry News Briefs

**Congress Acts to Extend TTF Funding Before Expiration Deadline** The U.S. House of Representatives recently passed a 60-day extension of the Highway & Transportation Funding Act of 2014, funding the federal Highway Trust Fund through the end of July. The U.S. Senate must approve a similar extension and send the bills on to President Obama for final approval before the current funding expires on May 30. [[CCJ Digital](#)]

**Are “Cleaner” Trucks Actually Worse for the Environment?** According to a report released by the Environmental Defense Fund on May 19, 2015, heavy-duty trucks that run on natural gas may have a more negative overall impact on the environment than traditional diesel trucks. The report cited harmful emissions released during the fuel drilling process, and the fact that natural gas-powered engines get less miles per gallon, requiring more fill-ups. [[Transport Topics](#)]

**Container Volume Gains Lag in California While East Coast Surges** The effects of recent labor issues at the ports of Long Beach and Los Angeles are still being felt, with container volume increases of just 1 percent being reported in April, as compared to the record-setting gains posted at the port of Savannah (which reported a 25.8% jump) and other East Coast ports. [[JOC.com](#)]

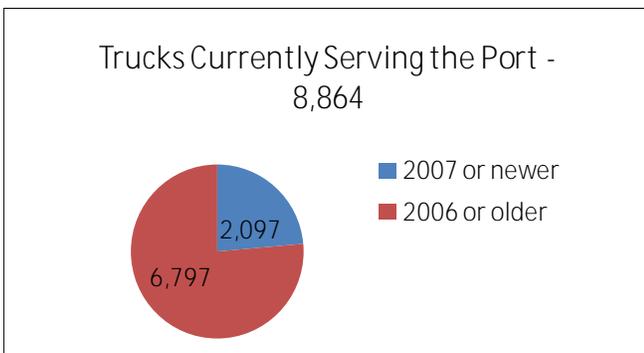
## Status Update: 2015 Truck Replacement Program

The Association of Bi-State Motor Carriers continues to follow up with officials at the PANYNJ in anticipation of the eventual release of application forms for the 2015 Truck Replacement Program. As of this writing, the forms are not yet available, however, it was advised that members who are interested in applying begin the process of gathering the documentation that will be necessary to complete the application. That includes:

- Proof that the engine of the truck being replaced was made between 1994 and 2006.
- Documentation that the truck being replaced has served the Port at least 150 times in the last 12 months (examples: bills of lading, invoices, trip tickets, driver logs, etc.) Be advised: drivers will also be asked to sign an agreement stipulating that the new truck will be used at the port for a minimum of 5 years.
- Information on the truck you will be purchasing (from an approved in-network dealer) and the price agreed upon.

Please note: There is a limit of 2 trucks per TRP applicant.

## Port Truck Replacement Data At-A-Glance



Note: Total Financing Needed Refers to Potential TRP Funding. Total cost estimates for replacing all pre-2006 trucks is actually between \$374 million and \$440 million.

## Member Spotlight: International Motor Freight



Will Grato

Sitting in his new office at [International Motor Freight](#) on Port Street, Will Grato shares stories from his 40-year career in intermodal trucking with good humor and an ever-present smile. Seeing him now, it's hard to believe that just 2 1/2 years ago, the powerful flood waters of Hurricane Sandy swept into IMF's truck yard, destroying the vast majority of their fleet.

It was a difficult yet defining moment in the company's history. The family-owned trucking business got its start in 1975, when Will's father, Louis Grato Sr. founded Grato & Sons, a small intermodal trucking company specializing in local drayage. Will and his brothers, Lou and Steve, all pitched in, working long hours to help the company grow. As with any business, there were some bumps along the way, but their strong family ties and steadfast loyalty kept them moving forward. By 1987, the company became known as International Motor Freight, growing into one of the largest fleet-owned intermodal carriers in the port of New York & New Jersey. Today, each of the Grato brothers has sons of their own (and a daughter!) working at IMF, carrying on the Grato family legacy.

Although all traces of the havoc wreaked by Hurricane Sandy are now gone, Will still recalls those difficult days vividly. "They made us evacuate on the Sunday before the storm hit," says Will, "and by the time my nephew Chris and my brother Lou got back down here on Tuesday, it was too late. There was 8 feet of water in the yard, and the offices were a mess—completely destroyed. We lost everything."

And yet, not only did IMF survive the storm, they fought back with equal amounts of speed and determination. "For the next 5 days," says Will, "we had our mechanics working around the clock, 24 hours every day, trying to get whatever we could up and running."



They managed to get some trucks started, but many of the electrical systems starting catching fire. A harsh reality quickly became clear: most of IMF's fleet—more than 100 trucks—needed to be replaced.

How did they manage to survive those dark days? "I've got to give kudos to our vendors," says Will. "We made a couple of phone calls, to Campbell Freightliner and Penske Leasing, and said, 'We need you.' We had to send drivers all over the place to get new trucks—Texas, North Carolina, you name it." They also obtained 5 yard horses from Avenel Truck Equipment, and within a week, had 75% of their fleet up and running, using generators to keep things going until power could be restored to their saturated office building. "By the time the piers reopened," he says, "we were back in business."

"And, our customers did not miss a single delivery," nephew Chris points out. "When the port reopened, we were ready." The pride in his voice is unmistakable, which bodes well for the long-term future of IMF once the next generation of Gratos take the helm. It's also worth noting that, thanks to an all-new fleet, they're 100% compliant with all future clean truck requirements. Asked to describe the best aspect of working in the intermodal trucking business, Chris is quick to cite his family's successful track record of triumphing over adversity. "Working at the port right now," he says, "it isn't easy. Nobody wants to be a truck driver these days, to sit in those long lines. We have a lot of challenges to overcome every single day. But making sure we serve our customers well, in spite of those obstacles—that's the best part of the job." To learn more about IMF, [visit www.imfnj.com](http://www.imfnj.com)



***"We have clients that we've worked with for decades. For us, it's all about service, and putting the customer first."***

*--Will Grato*

***On the secret to IMF's long-term success***

## NJ Legislative Update



While the primary focus of the NJ Legislature during the Spring months is on finalizing the State Budget, there was some recent action of interest on the following bills:

S2183, designed to bring more transparency to the PANYNJ, once again passed the Senate by a unanimous vote, this time with amendments recommended by Governor Christie. The original version of the bill passed both houses in November, 2014 but was conditionally vetoed by Governor Christie. This amended version clarifies that the PANYNJ, as a bi-state agency, be subject to both the New Jersey Open Public Records Act and the New York Freedom of Information Act. The amended bill now heads back to the Assembly for a vote, and then on to Governor Christie again for final approval.

S1380 passed the NJ Senate unanimously on May 18 and will now await action in the Assembly. The bill, which represents a positive reform for intermodal carriers, would prohibit a motor carrier transportation contract from indemnifying the promisee (in the case of cargo transport, that would be the shipper) against loss or damages when those losses and/or damages occur as the result of negligence, intentional acts or omissions on the part of the promisee. For example, if a container that is loaded incorrectly by the shipper results in damages, the shipper can be held accountable by the motor carrier and other injured parties, regardless of whether or not there is an indemnity agreement in place. This bill would void indemnification from liability in those instances. More than 30 states have already adopted similar anti-indemnification laws.

## CJS Offers Compliance Seminars & Violations Support

“CJS Violations Services offers a variety of services,” says Gerry Vadas, President of CJS, “and we take the time to customize the assistance we provide during our seminars so that it’s tailored to suit your individual needs.” One of the keys to his company’s successful training methods, says Vadas, is the caliber of the employees conducting the seminars. “We employ retired State Police officers,” Vadas says, “many of whom have trained the current officers who are now out there giving citations. As a result, our instructors are particularly well suited to helping drivers understand how to properly handle a situation that might arise with law enforcement. They’re experts at conveying the importance of compliance and obeying regulations.”



CJS also provides advocacy for companies who have received tickets, gotten towed, or need to fight violations both in New Jersey and in New York, and “we only bill if we’re successful on your behalf,” says Vadas. Another bonus: CJS offers discount pricing exclusively for Bi-State members, and translators are available, eliminating language barriers that might impede understanding and compliance.

Upcoming seminars include a Fleet Maintenance Seminar (date and time TBA) a Supervisory Course on Complying with the CSA on Saturday, June 6, and an Hours of Service seminar for owner/operator drivers on July 20. Space is limited so please RSVP as soon as possible to [Patricia Rogacki](mailto:patricia.rogacki@cjsviolations.net) at 800-457-7825 ext. 125 [patricia.rogacki@cjsviolations.net](mailto:patricia.rogacki@cjsviolations.net).

For more information, visit [www.cjsviolations.com](http://www.cjsviolations.com).

Terminal Evaluation Results April 2015	
Terminal	Turn Times
Maher	C+
APM	D+
Global-NY (NYCT)	B-
PNCT	F
Global-Bayonne	D-
ASI Port Newark	B-
ASI Brooklyn	C
ERail	B
NJIT	B
Ironbound	C-
CSX S Kearny	B
CSX Little Ferry	B



# Annual Bi-State Golf Outing & Award Luncheon

## September 1, 2015—Forsgate Country Club

### DID YOU KNOW?

The sunny days of Summer bring higher temperatures that can wreak havoc on heavy-duty truck brake systems. Brake fade occurs when a buildup of heat reduces friction, decreasing your ability to stop quickly. According to the U.S. Department of Transportation, brake failure is one of the leading mechanical causes of heavy duty truck accidents. Adhering to a proper maintenance schedule and performing routine brake checks are essential. Stay safe!



### DATES TO REMEMBER

June 9	Monthly Member Meeting
July 14	Monthly Member Meeting
August 11	Monthly Member Meeting
September 1	Golf Outing & Luncheon

## **REMINDER**

### **ANNUAL CVSA ROADCHECK**

#### **JUNE 2-4, 2015**



The emphasis for this year will be on cargo securement. Visit the [CVSA website](#) for more info on what inspectors will be looking for.

### **STAY CONNECTED!**

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