



BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

January 2016 Volume 3, Issue 1

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President's Message: New Year, New Rules



The New Year got off to a great start, with the PANYNJ's long-awaited announcement on January 7 that they would be making modifications to the Truck Phase Out Plan, easing many of the restrictions that were of great concern to our membership. [For details, see page 3]

The Bi-State Association has spent years working closely with the PANYNJ to ensure that our members' concerns were heard, and to find sensible solutions that all parties could agree on. We applaud the PANYNJ for significantly scaling back the overly-aggressive phase out deadline, in a cooperative effort to keep the port moving.

Over the years, the Association of Bi-State Motor Carriers has proven its commitment to environmental stewardship in the port community. Executive Board members regularly volunteer their time to serve on task forces and committees that include representatives from government authorities, local community members, environmental groups, and other stakeholders, all working together to seek solutions to the issue of air pollution in the region. The Bi-State also works closely with its members to keep them informed of the latest Truck Replacement funding options, and provides assistance and troubleshooting for those who are navigating the application process.

Another way the Association has demonstrated initiative is in the voluntarily development and implementation of a Street-Turn program between Bi-State member firms over the past several years. This has resulted in a *significant reduction* in vehicle miles traveled, cutting down on port trips, increasing the efficiency of container transport in the region.

Now that modifications have been made to the Phase Out mandate, the issues that remain a primary concern are the chronic congestion, traffic, and unacceptable turn times being experienced at the port. We pledge to continue working with regulatory authorities and terminal operators to find solutions to these problems, in order to move cargo through the region as quickly and efficiently as possible.

Jeff Bader, President
Association of Bi-State Motor Carriers

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News Briefs & Updates

Thank you to everyone who generously supported the personal fundraiser for **Steve Alves** (pictured, right), a familiar face to many Bi-State members from his work at the SeaLink office. Steve suffered devastating injuries in a car accident on December 30, 2015, and donations to the fund for his medical expenses have now reached over \$70,000! For updates or to make a donation, [CLICK HERE](#) to visit Steve's fundraising page.....On July 1, 2016, the new **SOLAS Container Weight Verification Requirement** is set to take effect. There are still many questions surrounding the [implementation and enforcement](#) of this new rule, and we will keep you updated as information becomes available...Reminder: **Global Terminal-Bayonne** will offer Sunday gate hours from now through the end of February...If you haven't already done so, please remit your **Bi-State Membership dues for 2016** by the end of this month. Not sure if your payment was received? Contact Dick Jones at dj@thebistate.com.



Steve Alves

Member Spotlight: C&K Trucking



See page 2

2016 Samuel L. Cunninghame Memorial Scholarship Applications Now Available!

[CLICK HERE TO VISIT OUR WEBSITE FOR MORE INFO](#)

Applications Due by April 15, 2016—Winner announced May 2016

Member Spotlight: C&K Trucking

Some are born into the intermodal industry, joining the family's trucking business at an early age, inevitably following in their father or grandfather's footsteps. Some start out as drivers, and decide to build their own company. Others, however, take a less direct path, starting out in a different vocation before finding themselves immersed in the world of intermodal drayage. Such was the case with C&K Trucking's Sean McShane, Vice President of Operations, and Chris O'Hea, Vice President of Maintenance & Operational Finance.

It wasn't until after he served his country in the United States Marine Corps that Sean began learning the business of intermodal commerce. He started out as a dispatcher for TFX, then switched to operations management for Maersk. This early experience afforded Sean insight on the challenges and complexities that terminals face--a valuable perspective that helped him when he decided to branch out and open his own trucking business in 1999. It was there, at Transportation Made Simple (TMS), that he and Chris crossed paths.



Sean McShane & Chris O'Hea

Chris O'Hea's career in trucking also took an indirect route. "I was a stockbroker right out of college," recalls Chris, "and it was not a good fit for me." After hearing from a friend that Mediterranean Shipping Company was expanding and looking to hire, he gladly made the decision to trade in Wall Street for Calcutta Street. Chris began working in the intermodal department, proved to be a quick study, and swiftly worked his way up to become Director of US Operations. He later made the jump to Terminal Manager at TMS. Later, when TMS was acquired by C&K Trucking, each was able to leverage their long-time knowledge acquired while working on the terminal side of the business to forge strong business relationships for C&K in ports throughout East Coast.



Sean and Chris both say that their diverse career experiences have given them a deeper appreciation for the challenges that face the various stakeholders in port commerce. Chris recalls how eye-opening it was when he started managing the day-to-day operations up close. "When you're sitting in an office in Manhattan," he says, "and a guy misses an important load, you don't understand the scope of the problem, because you're not tuned

in to all the variables. You don't realize that factors like the weather, hours of service regulations, traffic and congestion all play a role in hindering that driver's ability to get it done." Both also acknowledge the challenges that come with extending gate hours, but agree that something must be done. "There's a significant cost involved," says Sean, "no question about it. But somehow, as a group, we need to come up with a solution to make it work, because if we can get the port running more efficiently, it will ultimately benefit everyone."

"[Sign-on bonuses] might get them through the door, but you have to keep them happy for them to stay. And driver word-of-mouth is the best tool for recruiting new drivers."

—Sean McShane

On C&K's successful focus on retention.

Both men also recognize the key role that drivers play in keeping port operations running smoothly. "We made a conscious decision as a company," says Sean, "to shift our primary focus from driver recruitment to driver retention." Chris says it is a company-wide priority to maintain good communications with their drivers. "If they have an issue or problem, we want to hear about it," says Chris. "We hold regular focus groups to get feedback from our drivers, and always try to take into account the driver's point of view. It's all about keeping those drivers happy--that's what keeps the trucks moving." To that end, C&K implemented a rewards program last year, where drivers earn points for things such as clean inspections, handing paperwork in on time, etc. At the end of the year, the points are used to purchase valuable items, such as high-end electronics, gift cards and more.

"As a company, we stay focused on just how important the driver is to the overall supply chain. We couldn't do it without them."

—Chris O'Hea

On appreciating the role that truck drivers play in port commerce

C&K Trucking is headquartered in Chicago, where it was originally known for transporting Old Style beer throughout the city. It eventually became one of the top crosstown trucking companies, transporting thousands of containers and trailers to rail yards across the busy Windy City hub. Over the years, C&K has grown into one of the largest intermodal trucking companies specializing in the drayage of containers and trailers between ports, railroads and shippers, completing over 300,000 moves annually. C&K now boasts a fleet of 725 trucks, with locations in Atlanta, Baltimore, Cleveland, Dallas, Front Royal (VA), Indianapolis, Jacksonville, Norfolk, Memphis, North Charleston, Savannah, and of course, South Kearny, New Jersey.

To learn more about C&K Trucking, visit www.cktrucking.com.

PANYNJ Announces Modifications to Truck Phase Out Plan

On January 7, 2016, the PANYNJ announced several important modifications they are making to the proposed Truck Phase Out mandate::

1) **Effective January 1, 2018 trucks with engine model years 1994 and 1995 will be banned from serving the port** (According to PANYNJ figures, this will affect 424 trucks currently serving the port.)

2) **The PANYNJ will remove the previously proposed truck phase out mandate** from the Port Authority Tariff (with the exception of 1994-1995 trucks) and establish as a goal that all trucks serving the port will meet or exceed federal EPA standards for 2007 model year heavy-duty diesel fueled engines. Replacement of trucks 1996-2006 will be encouraged, but not mandatory.



3) **Effective March 1, 2016, all new trucks entered into the Drayage Truck Registry must meet or exceed federal EPA on road emission standards for 2007 model year heavy duty diesel fueled engines** Any trucks already registered to serve the port are grandfathered in.

4) **A total of \$10.2 million dollars will be provided for the Truck Replacement Program.** Effective immediately, the PANYNJ will contribute an additional \$1.2M to the Truck Replacement program. When you include the amount of committed funding secured

by the PANYNJ for truck replacement (this includes CMAC funding and DERA grants that are still pending) that adds an additional \$9 million to the Truck Replacement Program, for a total of \$10.2 million--enough to replace approximately 400 trucks over the next two years.

5) **The PANYNJ will continue to pursue grants and encourage truckers to replace their old trucks** using any funding that may be available including loans from financial institutions. To that end the Port Authority is working to source a viable loan program, and a separate announcement will be made if/when they have come to an agreement.

6) The PANYNJ will **seek to reduce vehicle miles traveled** through other initiatives, such as a Street Turn System.

Although the PANYNJ is still enacting a mandatory ban on older trucks from serving the port--a policy that unfairly targets truckers--the new modifications represent positive progress on the issue of Truck Phase Out, and we are encouraged by their responsiveness to many of our most pressing concerns.

We believe there must be a balance between the desire to replace older vehicles and the need to preserve the billions of dollars in local, state and federal revenue provided by those businesses that serve the port community each year. Eliminating the previously-proposed, overly-aggressive mandate will help maintain economic stability and jobs in our region, allowing the trucking industry to continue meeting the ever-increasing demands at the port, while phasing out older trucks on a more achievable timeline.

2016 Membership Dues



2016 Membership Dues are due in by Jan. 31st! \$600 for General Membership, \$500 for Allied Membership. Donations to our Scholarship Fund and PAC Fund are also gladly accepted at this

time. Make checks payable to The Association of Bi-State Motor Carriers, and mail to: Dick Jones, 445 Wilson Avenue, Newark, NJ 07105. Please email Executive Director Dick Jones if you have any questions: dj@thebistate.com. Thank you for your continued support!

SAVE THE DATE!
Monday, September 26, 2016

Association of Bi-State Motor Carriers
2016 Golf Outing & Awards Luncheon

Time:
Breakfast at 7am, Shotgun Start 8am, followed by
Cocktail Reception at 1pm and Awards Luncheon at 2pm

Please mark your calendar for this popular annual event, hosted by the Association of Bi-State Motor Carriers! We'd love for you to join us and show your support for the intermodal trucking industry serving the Ports of New York & New Jersey. Sponsorships available; details to follow soon!

Location: Forsgate Country Club, Monroe Township, NJ

Invitations and more info coming soon! www.bistatemotorcarriers.com

Regional Truck Replacement Program: Tips for a Successful Application

Last month, Eugene Toribio became one of the first drivers to purchase a new truck through the [2015 Regional Truck Replacement Program](#). Eugene scrapped his 1995 Volvo (top right) for a 2010 International ProStar (bottom right).



A few days later, Youseff K. Youseff (bottom left) replaced his 1996 International 9400 for a 2012 Volvo VNL780. Both new trucks were purchased from Bi-State Member Jim Garry of [Arrow Truck Sales](#).

Now that the program is successfully underway, Tetra Tech (the grant administrator) offered these helpful tips and updates for truckers submitting new applications:

- At this time, applications for 2007 EPA emission compliant truck replacements are being accepted **only for qualifying trucks with 1994 and 1995 model year engines.**
- At this time, the **two (2) truck maximum limit per applicant has been lifted.**
- Applicant **cannot be delinquent in tolls** for any Port Authority Bridge or Tunnel Crossing. Questions on your toll balance should be directed to E-ZPassNY Service Center at 800-333-8655.



Photos courtesy of Arrow Truck Sales

- Applications can be submitted via facsimile (866-515-1716) or email (panynj@tetrattech.com) However, the **original signed application will still be required** to be submitted by mail, to the following address: 2015 Regional Truck Replacement Program c/o Tetra Tech, Inc., 3475 E. Foothill Blvd., Pasadena, CA 91107-6024 Attn: Grant Administrator
- **Proof of drayage vocation can now be performed by the PANYNJ grant administrator** using the Port Truck Pass system. Proof of 150 trips to Port Authority terminals (ex. bill of lading, invoices, trip tickets, etc.) no longer need to be submitted unless specifically requested by the PANYNJ grant administrator.
- If you have any **questions** on the 2015 Regional Truck Replacement Program, please call 866-515-1716.

To learn more, or to print out an application, visit www.panynj.gov

**Please join us for our next
GENERAL MEMBER MEETING
Tuesday, February 9 at 1000 hours
1210 Corbin Street
Elizabeth, NJ**

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



Terminal Data Report Based on December 2015 Activity

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