



BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

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Member Spotlight:

**BBT
LOGISTICS**



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Bi-State Improves Members-Only Street Turn Forum

Last month, the Association of Bi-State Motor Carriers unveiled a new system for its equipment exchange communications between members. Access to the forum is free, and is available to current Bi-State Members only. Early results have been very positive, with users reporting that the forum saves them time and money. The number of members using the forum has grown steadily, and the volume of postings has more than doubled since the new format was introduced.

If you would like to participate in the Bi-State Street Turn forum, contact LisaY@thebistate.com to request access to the system. See article below for info on the new Street Interchange/Street Turn Portal that is being launched by the IANA in July.



IANA Set to Launch New Street Interchange Portal



The Intermodal Association of North America (IANA) is set to launch a new **Street Interchange Portal** that will be made available at no additional cost to UIIA participants. The Association of Bi-State Motor

Carriers was offered a preview of the beta-version and provided feedback based upon its experience with the Bi-State Street Turn forum. "This portal takes things to the next level," said Bi-State President Jeff Bader, "It's going to automate and streamline much of the interchange process, and will be a valuable tool for motor carriers seeking to exchange equipment and save trips into the port."

The IANA will host webinar sessions on **July 7** and **July 13**, starting at 2pm, to provide an overview of the features and functionalities of the new system. Each webinar is expected to run 30 to 45 minutes. Click below to register for the webinar of your choice.

Thursday, July 7th, 2pm
[LINK TO REGISTER](#)

Wednesday, July 13th, 2pm
[LINK TO REGISTER](#)

New SOLAS Rule Set to Take Effect July 1, 2016

As of July 1, 2016, International Maritime Organization (IMO) Safety of Life At Sea (SOLAS) rules will require that all containers must have a Verified Gross Mass (VGM) before they are loaded onto the vessel. The shipper is responsible for this verification.

According to the latest update from the PANYNJ: "All terminals in the Port of New York and New Jersey will provide their scale weights to the ocean carrier, for the carrier to use at their discretion, for export containers that arrive at the terminals by truck without a VGM. A \$10 fee MAY be assessed by the terminals to the ocean carrier for containers that arrive at the terminal by truck without a VGM. All shippers should coordinate directly with their ocean carriers for the timing and format for transmitting the VGM if they have one."

Containers arriving by rail without a VGM will be assessed a higher fee; see the [NYTC tariff schedule](#) for details.

Member Spotlight: **BBT Logistics**

As a man whose lifelong passion involves traveling long distances on a Harley, it's no surprise that Bi-State Executive Board Member Greg Scott has staying power: soon, he'll be celebrating 25 years working as Operations Manager for BBT Logistics in Newark, NJ.

Born and raised in Bayonne, Greg got his start in the intermodal trucking industry close to home: after graduating with a degree in Business Management from St. Peter's College, he began working at the Army Airforce Exchange Service, a local transportation logistics company. He went on to work for US Lines for 15 years, working his way up to Terminal Manager at Howland Hook.

In 1991, former US Lines co-worker Anthony Tiniakos joined BBT Logistics to head up Sales & Marketing, and soon convinced Greg to come on board as well to help grow the company. Together with Founder Salvatore Gigante, Sr., they steadily expanded BBT's intermodal business from just two trucks to a fleet of more than 180.



Greg Scott, Philip Gigante and Anthony Tiniakos at BBT's Corporate headquarters in Newark, NJ



The bookcase in Greg's office is filled with mementos that reflect his love for Harley-Davidson motorcycles, including a replica of his current bike: a 2003 anniversary roadglide.

Greg's prior work experience at the steamship lines proved to be a valuable asset. "Having that background in vessel operations gave me good exposure to different aspects of the business," says Greg, "We developed a good rapport with the steamship lines, became their house truckers, and kept diversifying over the years." Soon, BBT had expanded its reach from the Port of NY-NJ down to Baltimore and Norfolk.

The road to success hasn't always been easy. BBT was hit hard during Hurricane Sandy, with water pouring down Doremus Avenue, knocking out power for 10 days. "We lost about 60% of our fleet," recalls Greg, "there were dead fish out in the yard." He credits BBT's "incredible" staff with pulling together and helping the company get back to business. "For two full weeks, everybody was here from 6am to 10 at night, every single day, cleaning things up."

That hard-working crew included Salvatore Gigante's sons, Andrew, Sal Jr. and Philip, who represent the next generation at BBT. All three have pledged to keep up the company's trajectory of growth and expansion, ensuring a bright future for BBT Logistics in the years ahead. "It's important to keep up with the trends in this business," says Greg, "and they've done a great job with that."

Most recently, the company has gained a strong reputation for expert handling of oversized loads, such as airplane parts, boats, tanks and turbines. "Our over-dimensional business has really taken off," Greg says, "It's a specialized service, but one that we're very well-equipped to handle."



BBT Founder Salvatore Gigante's sons, Andrew, Sal Jr. and Philip, are proud to carry on their father's legacy of hard work, dedication, and unsurpassed customer service.

Although he still feels the pull to travel the open road now and then, Greg is never gone for long. "I still love coming in every day," he admits, "I love being here. It's a great place work, and everyone is like family."

BBT Logistics is a premier provider of intermodal container transportation services, offering full container load drayage to anywhere in the continental U.S. BBT also specializes in over-dimensional loads, with locations in Newark, Baltimore and Portsmouth.

For more information, visit www.bbtlogistics.com



Golf Outing Reminder: Join us on August 2nd!



Our biggest (and only) fundraiser of the year is fast approaching! Our [Golf Outing and Awards Luncheon](#) will be held on Tuesday August 2, 2016 at Forsgate Country Club in Monroe Township, NJ. Please click the image at left to [download our Invitation](#).

Our primary honoree this year is FMC Chairman Mario Cordero, who will receive the prestigious Malcom McLean Memorial Award. Other awards to be given out: the Chairman’s Award, Fallon Award, and some well-deserved Customer Service awards.



FMC Chairman Mario Cordero

Participants at our Golf Outing will take part in a variety of skills contests with a chance to win prizes, and all will receive goody bags.

We are currently accepting donations of “giveaway” items for both our Golfers and Luncheon attendees—a perfect opportunity to promote your business *and* support the Bi-State at the same time. Please contact Executive Director Dick Jones at dj@thebistate.com for more information.

Cunninghame Scholarship Awarded at May Meeting



Assemblyman Jon Bramnick with our Scholarship recipient

Members attending our May meeting witnessed a very special presentation by Sam’s daughter, Marianne Cunninghame, who was on hand to present a check to a recipient of our recipient 2016 Samuel L. Cunninghame Memorial Scholarship: Gabriela Gomez-Herrera, a recent graduate of Pequannock Township High School. Gabriela’s was sponsored by ContainerPort Group, where her father, Nick, is a driver.

NJ State Assembly Minority Leader, Assemblyman John Bramnick, who was at the NYSA Training Center for a port tour, met with Gabriela and her father and offered his congratulations before the presentation. Assemblyman Scott Rumana, one of the state legislators from Gabriela’s home district in Bergen County, provided a Joint Legislative Resolution on behalf of the entire New Jersey Legislature.

Gabriela received a \$1,000 scholarship from the Bi-State to use towards her educational expenses, which will certainly come in handy as she begins her Freshman year at Cornell University at the end of June.

Thank you to all of the Bi-State members who generously donated to our Scholarship Fund. Your support allowed us to award two \$1,000 scholarships this year, as well as three \$250 Leadership Grant Awards.

Donations to our Scholarship fund are accepted year-round. Please send a check payable to the Assn. of Bi-State Motor Carriers to 445 Wilson Ave., Newark NJ, 07105; be sure to note “Scholarship” in the memo line.



Pictured at right: Executive Director Dick Jones, Marianne Cunninghame, Rob Movshin of ContainerPort Group, recipient Gabriela Gomez-Herrera, and her proud father, Nick. Gabriela received a framed Joint Legislative Resolution from the NJ Legislature in honor of her achievement.

SCI to Host Port Newark Food Truck Festival on July 12th

The Seamen's Church Institute is hosting the Port Newark Food Truck Festival on July 12, 2016, at 118 Export Street, from 3pm to 7pm. All are welcome!



Food vendors include Oink & Moo BBQ, Luke's Lobster, Rita's Italian Ice and Mexi-Flip Taco Truck. Individual tickets are just \$25 per person, and includes beer and food tastings. The event will also feature music and games. Visit <http://seamenschurch.org/port-festival> or call 973-589-5828 for more information.



One of popular items available from Oink & Moo BBQ



Join us for our next
General Member Meeting
Tues. July 12 @ 1000 hours
 NYSA Training Ctr. Auditorium
 1210 Corbin Street, Elizabeth, NJ

<u>DATES TO REMEMBER</u>	
July 4	Independence Day
July 12	Monthly Member Meeting
August 2	Golf Outing & Awards Luncheon
August 9	Monthly Member Meeting
Sept. 5	Labor Day
Sept. 13	Monthly Member Meeting
Sept. 26	Port Industry Day

STAY CONNECTED!

Association of Bi-State Motor Carriers, Inc.
 445 Wilson Avenue, Newark, NJ 07105
 Phone: 973-466-0014 Fax: 973-466-0085






???DID YOU KNOW???

We accept donations to our Cunninghame Scholarship Fund online via credit card!



Visit our Online Store for details:
<https://squareup.com/store/bistatemc/>