



BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

September 2017 Volume 4, Issue 9

President's Message

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The Bi-State's Annual Awards Luncheon is all about recognizing the dedicated service that exists in all facets of the intermodal industry. On September 18th, we gathered once again to honor a diverse group of hard-working members of the transportation community, each a valuable contributor to the port's success.

As the third-largest port in the United States, and the busiest port on the Eastern seaboard, the Port of NY & NJ has long-established itself as a transportation industry leader. Last year, we handled more than 3.6 million cargo containers, valued at nearly \$200 billion. With the successful raising of the Bayonne Bridge this year, we're starting to see even an greater volume of freight arrive, and with it, an anticipated period of rapid growth.

But, with that growth comes many challenges. Now, more than ever, our industry must heed the call for improvements that will allow us to handle this increased demand on our resources.

The only way that we can move forward and ensure that the Port of NY & NJ stays on track to reach its fullest potential is by communicating with one another, despite any differences we may have, or conflicts that may arise in the day-to-day course of doing business. Our luncheon was attended by over 200 people, including representatives from the shipping industry, government authorities, legislators, equipment providers, motor carriers, and almost all of the marine terminals that serve the Port. As I looked around that room, I saw friends--not competitors or adversaries. When the time comes for us to tackle the larger issues that affect all of us at the port, I believe we must put petty differences aside, and work together if we are to succeed. I remain hopeful that those who do not currently see things that way will, in the year ahead, come to realize the benefits of taking a rational, unified approach to resolving the challenges that face us all.

Even as an influx of larger ships promise a more fruitful business climate ahead, the issue of having enough drivers to keep pace and move those containers remains. As the volume of containers moving through the region increases, the number of drivers who are willing to serve in this industry continues to dwindle. Reducing the amount of time it takes for a trucker to pick up and drop off a container is something that must be prioritized if we are to maintain and grow our market share at the Port of NY & NJ. Focusing on turn time efficiency will help retain the drivers we have, and hopefully, entice more drivers to pursue intermodal work.

Our community must work together collaboratively in order to ensure that the Port of NY & NJ continues to grow and thrive. To that end, it is the Bi-State's mission to promote a greater understanding of the *key* role that the intermodal trucking community plays in the current and future success of our Port, and foster a climate of mutual respect and cooperation. We ask all port stakeholders to join us in that mission.

I want to thank all of the sponsors and attendees who helped make our 2017 Golf Outing & Awards Luncheon a success. Your support speaks volumes about your commitment to positive progress. In the year ahead, let us pledge to continue working together to meet our challenges head on, and ensure the continued success of the Port of NY & NJ.

—Jeff Bader, President
Association of Bi-State Motor Carriers

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2017 Golf Outing & Awards Luncheon



Honoring Maher Terminals

The **William F. Fallon Memorial Award** was presented to **MaHer Terminals**, chosen as the Most Outstanding On-Pier Intermodal Terminal in the Port of New York & New Jersey for the third year in a row.

The award for **Most Outstanding Off-Pier Terminal in the Port of New York & New Jersey** was presented to **H & M International Transportation**.



Honoring H & M International

For the second year in a row, the Award for **Best Overall Chassis Provider in the Port of New York & New Jersey** was presented to TRAC Intermodal, Inc. "The Port of NY&NJ has experienced tremendous growth over the past few years," said Bader, "and

with that rapid growth inevitably comes challenges. Consistently providing our drivers with reliable equipment and excellent customer service is a key factor in keeping intermodal commerce running smoothly, and once again, TRAC successfully rose to that challenge."



Congratulating Jim Bower from TRAC

The **Dick Jones Award for Outstanding Assistance and Customer Service** was awarded to: **Patricia Cisneros** of Red Hook Container Terminal; **Giovanni Antonuccio** and **Joseph Stelle** of APM Terminals, **Michelle Lindner** and **Gerard Zeller** of Maher Terminals, **Mark Kiely** and **Philip Doherty** of Global Container Terminals-Bayonne; **Michael Lubrano** and **Alfred Tung** of Global Container Terminals-NY; **Mark Ficarra** and **Del Bobish** of Port Newark Container Terminal. **For more photos, visit our Facebook page:** <https://www.facebook.com/BiStateMC/>

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Jeff Bader with our Outstanding Customer Service Award recipients

SPECIAL THANKS TO OUR 2017 GOLD SPONSORS



2017 Golf Outing & Awards Luncheon

The Association of Bi-State Motor Carriers held its annual Golf Outing & Awards Luncheon on September 16 at Galloping Hill Golf Course in Kenilworth, NJ. Over 200 Bi-State members and transportation industry representatives were on hand to support our organization. We were also honored to have several members of the NJ State Legislature in attendance, including **Assemblyman John Wisniewski (D-19)**, **Assemblyman Jamel Holley (D-20)** and **Assemblyman Bob Auth (R-39)**.



Assemblyman Wisniewski, who is not seeking reelection this year, was recognized for his 22 years of public service. He has been a member of the New Jersey State Assembly since 1996, serving as the Deputy Speaker since 2004, and is the Chairman of the Transportation and Independent Authorities Committee. He was also the recipient of our Malcom McLean Award in 2005.

It's far too easy for an elected official to come up to a podium and say to you exactly what you want to hear. That's what politics has become these days. There's a group of people who run for office and tell you what you want to hear, and then do something else after you hear it. What we have to have is a much more engaged debate, where people come to you and tell you what the reality is, or what the problems are, and how we need to work together to jointly solve them.

— Assemblyman John Wisniewski

Addressing the crowd of over 200 luncheon attendees, Assemblyman Wisniewski urged our members to take an active approach to solving the issues that exist in the transportation industry, and to continue maintaining an open dialogue with elected officials. “Democracy is not a spectator sport,” said Wisniewski, “It doesn’t work well if you’re not engaged, because if you’re not engaged, the people you send to Trenton won’t be either.” Although he is leaving the legislature in

January 2018, Wisniewski vowed to remain an active presence. “I look forward to continuing our friendship and collaboration,” he said, “perhaps in a different capacity, not as a member of the Assembly, but as an engaged citizen that wants to see New Jersey’s economy succeed.”

Accepting the **2017 Malcom McLean award**, **NYSA President John Nardi** spoke of his work with the Port Performance Task Force. He credited the participants’ willingness to put their differences aside and work together as the reason many of their recommendations were implemented, which in turn, led to improvements at the port.

Here we had a group who had no authority to mandate any changes, many were competitors, and pretty much every stakeholder group had previously blamed one or the other for the problems they were facing. But, here's what we had in common: the lifeblood of everyone's business relied on the port, every one of them was a link in the supply chain; and everyone was willing to sit down in a collaborative manner to find solutions.

— 2017 Malcom McLean Award Recipient John Nardi on the success of the Port Performance Task Force

Association President Jeff Bader chose **Curtis Whalen**, recently retired Executive Director of the American Trucking Associations Intermodal Carrier Conference, as 2017 recipient of the **Chairman’s Award**. “Curtis Whalen has been a steady, reliable partner with the Bi-State Association for many years,” said Bader. “Whenever an issue arose that affected our industry, Curtis was just a phone call away, always ready to assist us and advocate for our members on a national level.”



Jeff Bader with Asm Auth and Asm Holley



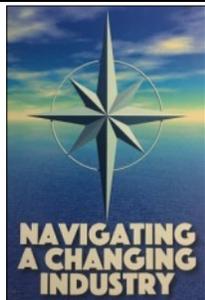
Asm Wisniewski, John Nardi & Jeff Bader



Curtis Whalen & Jeff Bader

CVSA Roadside Enforcement October 15-21

The Commercial Vehicle Safety Alliance's annual Operation Safe Driver Week will be held October 15 through October 21. Drivers can expect increased CMV and passenger-vehicle enforcement throughout the week. Law enforcement will be patrolling for dangerous driving behaviors, including: speeding, distracted driving, texting, failure to use a seatbelt, traveling too closely, improper lane changes, and failure to obey traffic signals. Please be guided accordingly.



17th Annual Port Industry Day
 Monday, October 2nd @ 0800 hours
 Liberty House in Liberty State Park
 Jersey City, NJ
 For tickets and additional info,
 contact PortIndustryDay@yahoo.com

Association President Jeff Bader will be a participant on the 9:30am panel, "Improving Port Operations" on the topic of "Moving Cargo Into and Out of the Port"

GCT Expands Appointments

As of Wednesday, September 20, all trucks entering GCT's Bayonne location must have an appointment from 0600 to 1200 hours.



MARK YOUR CALENDAR!

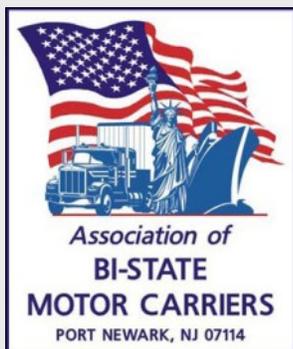
- Oct. 2 Port Industry Day
- Oct. 3 General Member Meeting*
- Oct. 4 ECHH TLD Breakfast
- Oct. 9 Columbus Day
- Oct. 15-21 CVSA Safe Driver Week
- Oct. 31 Halloween
- Nov. 2 Safety & Compliance Seminar
- Nov. 5 Daylight Savings Time Ends
- Nov. 7 Election Day
- Nov. 10 Veteran's Day (Observed)
- Nov. 14 General Member Meeting
- Nov. 23 Thanksgiving Day
- Dec. 12 General Member Meeting

*NOTE DATE CHANGE

Join us for our next
General Member Meeting
Tuesday October 3rd @ 1000 hours*
PLEASE NOTE DATE CHANGE!

NYSA Training Ctr. Auditorium
1210 Corbin Street, Elizabeth, NJ

Not a Bi-State Member Yet?
 Visit our [website](#) for info on the [Benefits of Membership](#) and a [Membership Application](#).



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