



# BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

December 2017 Volume 4, Issue 12

## President's Message: A Recap of Our Progress & Productivity in 2017



As the President of the Association of Bi-State Motor Carriers, it is my privilege to serve an organization that plays such an active role in advocating for the intermodal trucking community at the Port of New York & New Jersey. Much of what we do happens behind-the-scenes: daily phone calls from members seeking assistance with red tape issues and regulatory questions; ongoing conversations with government authorities, terminal operators, shipping representatives, and equipment providers about port operations; diligent monitoring of proposed legislation and other regulations that may impact the trucking community; interviews with local and national news media on emergent industry issues; and much more. All of these tasks are performed with one goal in mind: to fulfill the Bi-State's mission to serve as a strong, unified voice for the intermodal trucking community.

As 2017 comes to a close, let's take a look back at the positive progress that the Bi-State has made, and what we have accomplished on behalf of our members over the past year:

Our strong advocacy efforts on behalf of the motor industry came to fruition right at the start of the year, when we successfully avoided the overly-aggressive truck ban that was scheduled to take place on January 1. The ban would have prohibited all trucks that were not 2007 models or later from serving the Port of NY & NJ—something that would have adversely affected close to 70% trucks. This was the result of many meetings with representatives from the PANYNJ, the Christie Administration, and others in the transportation industry, as well as countless hours of research in order to document the catastrophic effect the ban would have had on port truckers. As a result of these efforts, we were able to effectively communicate our members' concerns, and achieve results.



Meeting with FMC Commissioner Maffei

In February, Executive Director Dick Jones and I met with newly-appointed FMC Commissioner Dan Maffei and opened a dialogue about the issues and concerns relevant to the intermodal industry in the NY/NJ region. We look forward to building this relationship in order to more effectively advocate for our members on the Federal level.

A late-season blizzard proved no match for the Port of NY & NJ, as Winter Storm Stella dumped more than half a foot of snow on the port March 14th, packed down with an additional 2" of ice and sleet, with 60mph wind gusts. Despite the challenging conditions, port terminals were clear and open for business the next day.

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What blizzard? GCT-Bayonne during the storm, and just a few hours later.

(Recap continued on pages 2-3)

## President's Message: 2017 Recap (continued from page 1)

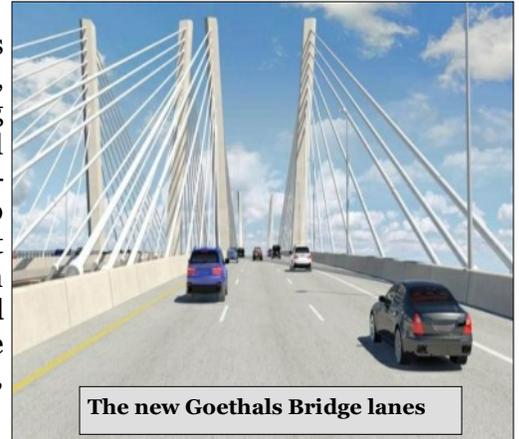


Honoring our 2017 scholarship winner

In May, we presented the 3rd Annual Samuel L. Cunninghame Memorial Scholarship to Madison Pujols of Elizabeth, NJ. Madison planned to put the \$1,000 award to good use continuing her education at Kean University this Fall. Details on the 2018 Scholarship will be posted on our website by the first week in March; applications will be due on April 20th.

The month of June had its highs and lows: on June 27th, the worldwide shipping community experienced

widespread issues when Maersk lines fell victim to a global cyber-attack. Stakeholders at the Port of NY & NJ worked together to mitigate the impact of the security breach, but the incident underscored the need for an action plan in the event of another such attack. On the plus side, we saw the completion of two long-awaited construction projects in June: the new eastbound lanes on the Goethals Bridge were opened on the 11th, and on the 30th, navigational clearance was officially achieved at the Bayonne Bridge.



The new Goethals Bridge lanes

The Bi-State continued its practice of scheduling Focus Groups with marine terminal operators at the Port of NY & NJ, keeping in close communication with MTO management in order to have questions and concerns from our members promptly addressed. We may not always see eye-to-eye, but the stakeholders here at the Port of NY & NJ are firmly committed to working together to identify solutions that will help us all operate at maximum efficiency, continue to build upon the strong growth that the Port of NY & NJ has seen over the past several years, and prepare for an even brighter future ahead. We appreciate the MTO representatives and Equipment Providers who also take the time to attend our monthly Member meetings in order to keep our members updated on terminal renovations, chassis inventories, and any other issues of concern.

Our annual Golf Outing & Awards Luncheon in September was our most successful event to date. As a non-profit membership organization, the funds that we raise are put right back to work for our members. Through the generosity of our attendees and sponsors, we are able to provide our annual Cunninghame Memorial Scholarship, and continue our work on behalf of the intermodal trucking community by actively participating in the Coalition for Fair Port Practices.

During the Fall campaign season, we utilized our Bi-State Political Action Committee funds to support candidates that understand the impact of the port community NJ's economy, sharing our vision for maintaining our status as a thriving transportation hub in the region.



Assemblyman John Wisniewski joined us in honoring NYSA President John Nardi, 2017 McLean Award winner



We also saw positive results from our participation in the Coalition for Fair Port Practices in late-September, when the FMC voted to hold a hearing in January 2018 on the unfair practices surrounding the assessment of detention and demurrage charges. An Executive Board representative from the Bi-State will be testifying at the hearing in Washington D.C. on behalf of our members. The Coalition for Fair Port Practices is a group of nearly two dozen trade associations working together in unison to lobby for reforms in regards to detention and demurrage fees.

During my attendance at monthly meetings with the Council on Port Performance, I represented the Bi-State to ensure that our members' concerns are being heard, while taking the opportunity to work collaboratively with other stakeholders in the port to find amicable solutions to any issues that might affect productivity and efficiency. I was also honored to serve as a voice for the intermodal motor carrier community at several industry-wide events, including Port Industry Day, the Journal of Commerce Port Performance North America conference, and at a [business and industry roundtable discussion](#) with New Jersey Congressman Josh Gottheimer (CD-5).



With Congressman  
Josh Gottheimer

We've spent the last 12 months creating and fine-tuning a customized GPS-based system that uses uniform Bi-State Geofences to calculate turn times at the Port of NY & NJ. Participation in this data-sharing program continues to grow, and we anticipate releasing the results of these monthly reports in the first quarter of 2018. Our goal in calculating these turn times is to provide a data-based snapshot of the turn times being experienced by our drivers, so that we can continue looking for ways to improve efficiency and work with the MTOs to enhance productivity for all.

I'm most happy to report that, for the third year in a row, our Bi-State Membership increased significantly—there is strength in numbers, and we thank all of the trucking companies and industry-related Allied members who recognize the important role that the Association of Bi-State Motor Carriers plays in providing a strong voice for the intermodal community at the Port of New York & New Jersey. The Bi-State membership represents a majority share of the volume that moves through the busiest port on the Eastern seaboard, and it is my honor to serve as the President of such a vibrant, active organization.

On behalf of Executive Director Dick Jones and the rest of the Bi-State Executive Board, I wish you and your family a Happy Holiday Season and a Prosperous New Year!

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

## Bi-State In the News

Throughout the year, the Association of Bi-State Motor Carriers was often contacted by news media outlets to weigh in on issues relating to transportation and commerce. Here are links to just some of the outlets where Bi-State President Jeff Bader spoke out on behalf of our membership, ensuring that the perspective of those who work in the intermodal trucking industry is shared with a wide audience:

Wall St. Journal re: [Truck Appointments](#)

JOC.com re: [Maersk cyber-attack](#)

Transport Topics re: [Chassis pool](#)

NJ.com re: [Truck Appointments](#)

AJOT re: [Preparing for larger ships](#)

JOC.com re: [Need for Longer Gate Hours](#)

JOC.com re: [GenSets](#)

Waterfront Alliance: [Changing Needs of the Port Industry](#)

## Best Transportation To Add An All-Electric Truck to Its Fleet

Best Transportation will welcome a new addition to its fleet in 2019: a Tesla Semi all-electric heavy-duty truck, a model currently in production that was unveiled by Tesla in late November.



“Best Transportation continues to raise the bar of our sustainability and fleet efficiency program,” said company President Tom Heimgartner, “taking an environmentally proactive response while actively reducing our environmental impact and use of natural resources.” Heimgartner, who serves as First Vice President for the Bi-State Association, listed a number of improvements in the company’s sustainability program that “have reduced Best Transportation’s environmental impact significantly, as well as that of our customers,” including: newer engines, highly-efficient particulate filters, ultra-low sulfur diesel oil, idle shut down, speed governed tractors, hundreds of new company-owned chassis, and new management techniques.

## Participants Wanted for Bi-State Turn Time Reports

For the past 12 months, the Bi-State has been compiling turn times at the Port of NY & NJ marine terminals and chassis depots, based on GPS-data provided our members. With the ELD mandate fast approaching, many motor carriers now have GPS-based fleet tracking software that can easily generate this turn data, and help increase our port-wide sample. Much of the process has been automated, and involves little or no effort on the part of the member participating. Our system works with a variety of software platforms, including SilentPassenger, Forward Thinking, and Omnitrac. All data is held strictly confidential, and is added to our aggregate anonymously. For more information on how you can participate, contact [LisaY@thebistate.com](mailto:LisaY@thebistate.com) or call the Bi-State office at 973-466-0014. Thank you for your participation!



**SAVE THE DATE!**  
**2018 Golf Outing & Awards Luncheon**  
**Monday, September 17, 2018**



**Association of Bi-State Motor Carriers**  
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**Port Newark, NJ 07114**

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### Monthly Meeting Schedule 2018

January 9	July 10
February 13	August 14
March 13	September 11
April 10	October 9
May 8	November 13
June 12	December 11

Join us for our next  
**General Member Meeting\***  
**Tuesday January 9th @ 1000 hours**

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

*\*Meetings are for Current Bi-State Members only,  
and are not open to the public.*

*Happy Holidays*

*From Your Friends at the  
Association of Bi-State Motor Carriers*

Jeff Bader, President      Dick Jones, Executive Director

#### The Bi-State Officers & Executive Board

Tom Heimgartner, 1st Vice President

Peter Toscano, Secretary

Peggy Mecca, Treasurer

Tom Butler, Trustee

Lisa Yakomin, Communications Director

Mike Baicher, Dave Cannillo, Chuck Connors

Chris Grato, Will Grato, Patrick Judge III

Brian Kohn, John Kruse, Bob Leef, Joe Noonan Jr.

Lou Notaro, Greg Scott, Ron Weeks

*With Warm Wishes for a Prosperous New Year*