



BI-STATE NEWS

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December 2014

News Update: Important Issues Impacting Intermodal Commerce

CLEAN TRUCK PROGRAM TO ISSUE MANDATE FOR MOTOR CARRIERS--ALL OTHER INDUSTRY RECOMMENDATIONS VOLUNTARY: At our December meeting, Association President Jeff Bader gave an update on the soon-to-be-released report regarding the **“Clean Truck Program.”** At a

“Do you know what you’re telling us with this mandate? You’re telling me and the 130+ members of my Association that it’s time for us to do something else.”

-- Association President Jeff Bader to the PANYNJ, regarding the proposed ban that would keep trucks with engines older than 2007 from serving Port Newark as of January 1, 2017

briefing by the PANYNJ, Jeff learned of the plan to enforce a ban on all trucks with engines older than 2007 from serving the Port as of January, 2017. Jeff described the mandate as **“horrific”** and warned that it would have devastating consequences on our industry. He also questioned why all of the other emission-reducing strategies listed in the report are voluntary, but the changes affecting the trucking industry are mandatory. An informal poll of our Board members revealed just how devastating

the consequences of this mandate would be, with only a fraction of the current fleet eligible to serve the port when the new rules take effect. A wider sampling of our membership is currently **underway**, so if you haven’t yet done so, please take a moment to [fill out our survey](#). We have been working closely with authorities at the PANYNJ to reach a better level of understanding on this issue, and find a more fair, workable solution to reducing emissions that will not force undue burdens on our ability to serve the Port.

REPEALING THE NY TERMINAL CONFERENCE TARIFF--THE FIGHT CONTINUES The Association continues to seek assistance from the Federal Maritime Commission to repeal the egregious new tariff levied by the NY Terminal Conference as of October. We have received numerous reports from our members of an increase in the rejection of detention bills at the Terminal, and are working to address that issue as well.

FEDERAL GOVERNMENT WAIVES HOURS OF SERVICE REQUIREMENTS Congress recently ruled to suspend the requirement that all qualifying restarts contain two consecutive periods of time between 1 a.m. and 5 a.m., and that it can only be used once every seven days. Drivers will once again be permitted to restart their weekly hours by taking at least 34 consecutive hours off-duty, regardless of whether or not it includes two periods of time between 1 a.m. and 5 a.m., reverting back to the rules previously in place from 2003 until July 2013.

Membership Renewals are Due!

Annual membership renewal letters have been mailed out, along with information on how you can contribute to our PAC Fund and the Sam Cunninghame Scholarship Fund. The Association of Bi-State Motor Carriers advocates on your behalf to represent your interests in matters that impact the ongoing success of intermodal transportation. We actively work to provide our membership with a strong voice in the Port Community, and to improve public perception of our industry. Your support and membership is greatly appreciated. [Contact Executive Director Dick Jones](#) at 973-466-0014 if you have any questions.

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Member Spotlight: [West End Express](#)



Mike Baicher, West End Express

West End Express started out as a small, family-owned trucking business, founded by two brothers on the West End of Brooklyn, NY more than half a century ago. As their business grew, Moshe and Harry Baicher relocated several times before settling in Dayton, NJ, but never changed the name of the company, staying connected to their humble beginnings and working hard to retain that straightforward, personal touch with their customers.

Current CEO Mike Baicher has been with West End Express for 25 years, although he has never actually driven a heavy-duty truck himself (“Trust me--you don’t want me behind that wheel!” he jokes.) Mike started out in the financial industry on Wall Street, but eventually found the pull to contribute his corporate experience to his family’s company too strong to resist.

His business acumen and client relation skills have helped West End Express grow from a fleet of just 5 trucks to more than ten times that amount, offering container drayage, warehousing and distribution, air freight, local and regional ground transportation services, and more.



Founders Moshe & Harry Baicher

“Yes, the hours are long, but I saw my father do it, and it’s what I’m used to. I honestly don’t know what I would do with a regular 9 to 5 job.”

*--Mike Baicher, CEO
West End Express*

When his father Moshe died in 2004, Mike decided to take the reins as CEO and carry on the legacy that his father and uncle started, along with his brothers, Ilan (head of the Information Technology Department), Yaron (Director of Operations), and his cousins, Steve (Dispatch Manager) and Ellen (Office Manager). “It’s a matter of pride for us,” he says.

According to Mike, one of the secrets to West End Express’ success is the company’s long-standing commitment to excellent customer service. “All of my customers have my cell phone number--they know they can always reach me when they need something.” He admits that providing the high level of service that his father did is no easy task. “It’s a hard business--you end up taking it home with you. Even on vacation, you’re thinking about the business and

taking phone calls. It takes commitment, but we take a lot of pride in what we do, and we keep our word to our customers.”



West End Express Warehousing Operations

Given the grueling pace that the industry demands, has Mike ever thought about returning to the corporate world he left behind? “No way!” he says, making it clear that the family’s trucking business is where his heart lies. “Yes, the hours are long,” he says, “but I saw my father do it, and it’s what I’m used to. I honestly don’t know what I would do with a regular 9 to 5 job.”

When asked about the current issues and challenges facing the drayage industry, Mike acknowledges that things are difficult now, but he is optimistic for the future. “I believe that things will improve,” he says. “Everyone in the industry is suffering right now, not just truckers. We’re getting to the point where it *has* to change, and [the shippers, terminal operators, and regulatory agencies] are realizing that the only way to do that is for us to work together.” He credits the Association of Bi-State Motor Carriers with helping to achieve that goal through their ongoing advocacy. “Truckers need to have a voice at the table. It’s the only way we’re going to succeed in making things better.”

West End Express offers container drayage, warehousing and distribution, local & regional ground transportation, and air freight services in the NY/NJ area. Learn more about West End Express at www.wexi.us

Would you like to see your company profiled in an upcoming newsletter? To be featured in our Member Spotlight in 2015, contact Communications Director Lisa Yakomin at LisaY@thebistate.com.

The Elizabeth Coalition to Honor the Bi-State Association on March 19, 2015



The Elizabeth Coalition to House the Homeless (ECHH) will host their [3rd Annual Greater Elizabeth Area Transportation, Logistics & Distribution Industries Recognition Breakfast](#) on March 19, 2015 from 8:00am to 10:00am at the Crowne Plaza Hotel in Elizabeth, NJ. Coalition Awards will be presented to The Association of Bi-State Motor Carriers and its Director, Dick Jones, its President Jeff Bader, and its Executive Committee. Proceeds from this event will support the ECHH mission to help local homeless and near homeless individuals and families. To purchase tickets for this event, visit www.theelizabethcoalition.org, call 908-355-2060 or [CLICK HERE](#).

A Dubious Distinction: GWB Named Most Congested Spot for Freight Transport

The American Transportation Research Institute (ATRI) recently released the results of its 2014 Congestion Impact Analysis of Freight-Significant Highway Locations. **This year's most congested spot in the United States went to the George Washington Bridge, where Route 4 meets I-95 in Fort Lee. NJ's first place finish ousted the notoriously clogged Circle Interchange in Chicago as the nation's worst bottleneck. Ongoing construction on the upper level of the GWB was cited as a major contributing factor for achieving this dubious honor.**



Compliance News & Updates from CJS

DVIR FINAL RULING This final rule eliminates the need to complete a Driver-Vehicle Inspection Report if no violations are found on the post trip inspection. Carriers will still be required to complete a DVIR if any defects are noted or reported, including violations identified during a roadside inspection. This is expected to be a major cost savings to Motor Carriers. Carriers are advised to inspect regularly, emphasize the importance of continuing pre-trip and post-trip inspections, and to verify they are being done. Preventive Maintenance is the key to avoiding the added cost of vehicle maintenance and violations at the roadside.

CHANGES TO HOURS OF SERVICE RULE SIGNED INTO LAW

As of 12/17/14, the 34 Hour restart rule reverted back to the pre-July 2013 regulation. This has removed the need to take the required two 1:00AM-5:00AM off-duty periods as well as the 168 hour restart rule. This allows drivers to take the 34 hour restart more than one time per week if required. FMCSA studies will be conducted to monitor this rule change. **To view new and updated regulations, visit the USDOT's website <http://www.fmcsa.dot.gov/>**

BE ALERT TO DEFECTS Be sure to know the list of deficiencies or defects that will cause a vehicle to not pass an inspection. Full regulations and a list of detailed defects can be found in Part 399 Appendix G, <http://www.fmcsa.dot.gov/regulations/title49/section/399>

UPCOMING SEMINARS CJS Service Bureau will be holding CSA Seminars in January for companies and owners. These seminars help companies improve their CSA Scores, safety and knowledge of federal regulations. For more information, visit www.cjsviolations.com.



Attendees at a recent seminar on inspections



Wishing you and your families a Happy and Healthy Holiday and New Year from the Team at CJS Service Bureau and CJS Violations Services



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Serving the Businesses That Serve the Port

NJ Legislative Update: A Visit from [Senator Ray Lesniak](#)



Senator Ray Lesniak

New Jersey State Senator Ray Lesniak attended our December meeting to discuss his legislative initiatives and answer questions on the issues that affect intermodal commerce in our region.

Senator Lesniak is the sponsor of S2277, which calls for the State of New Jersey to withdraw from the compact with the Waterfront Commission. The bill passed the Senate unanimously on December 18, and awaits a vote in the Assembly. He also supports an increase in the gas tax (A3886), but stressed that it would have to go hand-in-hand with SCR106, a bill he sponsors which would dedicate all funds from the tax increase directly to the Transportation Trust Fund.

Senator Lesniak, Chairman of the Senate Economic Growth Committee, also spoke about the need for economic growth. **“We need to increase revenues in New Jersey,”** he said, **“and we need to cut unnecessary spending.”** Senator Lesniak said that one of the ways we can bring more revenue into the state is by permitting sports betting and allowing casinos to be opened in Northern Jersey.

Senator Lesniak has served in the NJ Legislature since 1978, representing District 20 (Elizabeth, Hillside, Roselle, Union). He can be reached at [908-327-9119](tel:908-327-9119) or at SenLesniak@njleg.org.



Senator Ray Lesniak with Jeff Bader, addressing Bi-State members at our December meeting

Annual Awards Luncheon & Golf Outing
Tuesday, September 1, 2015

Forsgate Country Club
375 Forsgate Dr, Monroe Twp, NJ 08831

Please make note of our *new* date for
this popular annual event!

Join us for our next
General Member
Meeting

Tuesday January 13
at 10am

1210 Corbin Street,
Elizabeth, NJ

Wishing you a Joyous Holiday
Season and a Happy New Year!

