



BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

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Cunninghame Scholarship Recipients Announced

The Association of Bi-State Motor Carriers recently chose two recipients for the **2015 Samuel L. Cunninghame Memorial Scholarship**: Shayne Cannata of Bayonne, and Kevin Salvador of Elizabeth. Each recipient will receive a \$1,000 award towards their college expenses.



Shayne Cannata (pictured, left) is a 2015 graduate of Bayonne High School. Shayne has been an active member of the Bayonne H.S. baseball team, and served his community at the City Hall Office of Aging, the Port Cafeteria, the Jewish Community Center Kamp Kadimah. He also volunteers with his church. Shayne will attend New Jersey City University this Fall to pursue a Business major (Marketing).



Kevin Salvador (pictured, right) is a 2015 graduate from Elizabeth High School. Kevin was a member of the Italian Honor Society, Biology Club, and a Principals Scholar. He also served his local community as volunteer at Trinitas Hospital and with the Pathfinder's Club. Kevin will attend Rutgers University this Fall in the Pre-Med program, with hopes of having a career as a doctor.

These scholarships would not have been possible without our generous donors to the Scholarship Fund, established in Sam's memory. Thank you to all of our members who contributed to this endeavor. Congratulations, Shayne and Kevin!

If you would like to contribute to the Sam Cunninghame Memorial Scholarship Fund, please send a check, payable to the Association of Bi-State Motor Carriers, to Executive Director Dick Jones at 445 Wilson Avenue, Newark NJ 07105. Please write "Scholarship Fund" in the memo line so we can earmark the funds for this purpose. All donations to the scholarship fund are tax-deductible

PANYNJ Names New Port Director

The Port Authority of New York and New Jersey has announced that **Molly Campbell** will be the new Port Director, replacing current Port Director **Rick Larrabee** upon his retirement later this year.

Molly previously served as Chief Financial Officer and Deputy Executive Director at the Port of Los Angeles. Her most recent position was the Director of Financial Management for Los Angeles World Airports.

Congratulations and Welcome, Molly! The Association of Bi-State Motor Carriers looks forward to working with you to help make our ports efficient, productive, and profitable.

Member Spotlight: Best Transportation



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Member Spotlight: Best Transportation

Although it's been nearly 33 years since Tom Heimgartner founded [Best Transportation](#), a memento of the company's humble beginnings is never far from view: as soon as you enter the corporate offices, located in the heart of Port Newark, you're greeted by the sight of the very first truck in the company's fleet. The deep blue, 1972 Brockway 358 has been fully-restored, looking even better than it did when Heimgartner first purchased it in September of 1982. It now stands as a permanent visual reminder of Heimgartner's early days as a driver, hauling containers while managing his one-man trucking operation in Paterson, NJ.



Tom Heimgartner beside his 1972 Brockway 358, the first truck he purchased in 1982.

Heimgartner got his start in the business while working his way through Rutgers University, loading and unloading trucks for a commercial carrier during an evening shift, while attending school full time during the day. It was back-breaking work then, recalls Heimgartner, because "all the lifting was done by hand," but the pay was good for a young college student. In an effort to save money for law school, Heimgartner decided to take a year off after graduation and start driving a truck full time.

It wasn't long before thoughts of graduate school faded, as Heimgartner began learning more about the business, soon working his way up into management. He served in a variety of capacities at different companies over the years, supervising the loading dock, working in sales, operations, dispatching--steadily developing his own vision of how a trucking company should be run.

Eventually, Heimgartner says, "I realized, 'if I can do this for someone else, I can do this for myself.'" He was particularly impressed by the high standards and extraordinary work ethic of one former employer, and envisioned running his own company in a similar way--only better. "A-P-A Transport was one of the most profitable companies in the country," he says. "Their standards were so high; they were an excellent company, and I decided I was going to take that kind of approach to intermodal service." It was this determination to be "the best in the business" that gave rise to his new company's name.

Since then, Best Transportation has grown into a successful trucking and warehousing operation, boasting a company-owned fleet of 100 trucks that serve a large, loyal clientele across the Northeastern U.S. Although his long days of hauling containers are behind him, Heimgartner still has a current CDL, and insists on driving out himself to see his customers now and then, yet another practice that keeps him connected to his early roots. And even when he's stuck indoors at his office, his unique work desk--custom welded from an actual cargo container, and stamped with the company's founding date on it--reminds him of how and when it all began.



Best Transportation, with its company-owned fleet of trucks that meet or exceed current clean truck requirements, is an active partner in the EPA's SmartWay program, promoting sustainable freight.

keep the fleet living up to the long-held company standard: being the best.

Best Transportation offers Intermodal Motor Carrier service, secure warehousing, and transloading, serving the Northeast US from the ports of NY/NJ, Philadelphia and Baltimore. To learn more about Best Transportation, visit www.besttrans.com.



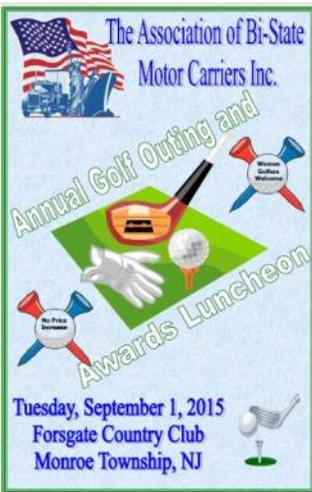
Pallets of coffee await their final destination at Best Transportation's secure warehouse

While many intermodal companies are struggling to keep up with clean truck mandates and upgrading their technology systems to better track turn times, Heimgartner's fleet already meets or exceeds the current regulations, and are fully-equipped with high-security GPS tracking. "It wasn't easy," he admits. "For years, I poured everything I made right back into this business, investing in the infrastructure I needed to grow it and make it what I wanted it to be." That also includes full-time mechanics and in-house road service, on-premise re-fueling each night, and regularly scheduled truck detailing to

Tom's unique work desk.



2015 Golf Outing & Awards Luncheon — Book Now!



Our annual Golf Outing and Awards Luncheon is fast approaching: this year's event will be held on Tuesday, September 1 at Forsgate Country Club in Monroe Township, NJ. No matter what your skill level, it's a great opportunity to play one of the top-rated, award-winning golf courses in the state, while also supporting the Bi-State's programs and advocacy efforts. Men's and Ladies' golfers welcome!

Space for this popular event is limited; advance reservations are now being accepted. Invitations will be mailed soon, but you can lock in your spot today by clicking [HERE](#) to view and download a copy now. Best of all, last year's prices are being held over again this year: just \$300 per single golfer (includes cocktail reception and luncheon) or reserve a foursome for \$1,100 and save! Luncheon-only tickets are available for \$125 each, or reserve VIP seating for a table of 10 for just \$1,100.

Golf Package Sponsorships, Event Journal Ads, and Hole Sponsorships are also available—click [HERE](#) or on the photo at left to view all of the details. Golfers will have the opportunity to compete for great prizes, a variety of great gift baskets will be raffled at the luncheon, and the free giveaways for all attendees guarantee that you won't go home empty handed. Invited luncheon guests will include State Legislators and U.S. Congressional representatives. Don't miss out—reserve your tickets today!

TRAC Road Service Program

Last month, TRAC Intermodal introduced [FasTRAC](#), a new TRAC Connect road service program available exclusively in the NY/NJ Metro area. The program compensates customers (\$60 per hour) who have to wait more than 90 minutes for road service to arrive.



- * If a customer has to wait more than 90 minutes for service to arrive, they are compensated \$60 per hour, in 15 minute increments.
- * The program is valid only within 25 miles of Maher Terminal in NJ. Customers outside the 25 mile mark still receive TRAC Connect Enhanced Road Service, but the compensation will not apply.
- * The road service must be for an actual on-the-road breakdown, not regular maintenance.
- * This is for approved TRAC Connect customers in good standing using a marine chassis.

How FasTRAC Road Service Works:

Contact TRAC's Road Service Team by [clicking on this link](#).

Fill out the form that includes information such as chassis number, location, and other information pertinent to the breakdown.

Submit the form online and you will receive a message confirming receipt of the request. This starts the clock and the service provider will arrive as soon as possible.

Upon arrival, the road service technician takes a photograph of the chassis and replies to the email requesting service, thus stopping the clock.

Compensation starts at minute 91 if the technician has not arrived.

Our vendor, Roadrunner Towing & Truck Repair, will pay 100% of all Service Discount Claims at \$60/hour, in 15 minute increments (8 hour max – \$480).

Roadrunner will provide the service discount rebate to the motor carrier directly. If the service provider does not arrive in 90 minutes or less, you have 72 hours to file a "Service Discount Claim" with Roadrunner.

Bi-State Featured on National Public Radio

National Public Radio recently began a series of investigative reports on Port Infrastructure and Congestion. Association President Jeff Bader was featured in an extended segment that aired last week, on Monday, June 15th. Jeff spoke about the need for renovations and improvements to truck routes in New Jersey, particularly Routes 1 & 9 near the Pulaski Skyway. You can listen to the full interview [HERE](#) (Jeff Bader's portion starts just after the 6-minute mark).

Association Vice President Tom Heimgartner was also featured in a separate segment about port congestion, which aired on Wednesday, June 17th. You can listen to an audio clip [HERE](#).

Both interviews were part of NPR's ongoing series: "[Weak Link: The State of Infrastructure](#)", which covers infrastructure issues across the country and their potential impact.

Kudos to Jeff and Tom for their continued advocacy efforts on behalf of our members!



Legislative Update

A3282/S1380 prohibits a motor carrier transportation contract from indemnifying the promisee (in the case of cargo transport, the shipper) against loss or damages when those losses and/or damages occur as the result of negligence, intentional acts or omissions on the part of the promisee. [i.e. if a container that is loaded incorrectly by the shipper results in damages, the shipper can be held accountable by the motor carrier and other injured parties, regardless of whether or not there is an indemnity agreement in place.



This bill would void indemnification from liability in those instances.] S1380 passed the Senate in May, and A3282 was released from the Transportation Committee on June 18. The bills now await a vote in the Assembly before heading to the Governor for final approval.

Terminal Evaluation Report May 2015

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

STAY CONNECTED!

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DATES TO REMEMBER

July 4	Independence Day
July 14	Monthly Member Meeting
August 11	Monthly Member Meeting
September 1	Golf Outing & Luncheon