



# BI-STATE NEWS

NEWSLETTER FOR THE ASSOCIATION OF BI-STATE MOTOR CARRIERS

December 2016 Volume 3, Issue 12

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## President's Message



As 2016 comes to a close, I'll be the first to admit that it has been quite an interesting year, on several fronts.

On the business side, we saw the start of the year begin with a sensible compromise put forth on the mandate that would have banned trucks with pre-2007 model years from serving the Port of NY & NJ—nearly 70% of all trucks that call upon our port each year. The Bi-State actively participated on the Council for Port Performance and worked closely with the PANYNJ to ensure that the concerns of the motor carrier community were heard and heeded. We also continued to do our share to help reduce emissions by encouraging our members to avail themselves of grant funding available through the PANYNJ Truck Replacement Program, and by increasing participation in our own Equipment Exchange Forum, saving thousands of trucks trips to the port each year.

Although many of our members felt the impact of sluggish container volume this year, particularly when compared with last year's record-breaking numbers, our struggle with chronic congestion, traffic, and extended turn times continued. In the New Year, we will continue to call upon terminal operators to extend and standardize their gate hours in order to provide a larger time window for moving containers. We'll also document turn times using our new GPS-based system, to better identify and address problem areas at the port. We're also proud to be a part of the Coalition for Fair Port Practices, lobbying for relief from the assessment of unfair fees during times of unavoidable disruptions in service.

On a personal note, I'd like to thank my family, friends, and fellow Bi-State members for their expressions of love and support as I dealt with some health issues towards the end of this year. I'm happy to report that things are well now, and I look forward to serving the growing membership of the Association of Bi-State Motor Carriers in the years ahead.

I wish you and your families a Joyous Holiday Season, and a Happy, Healthy New Year.

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

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### Member Spotlight: Quality Warehouse & Distribution



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## Port Environmental Listening Session Held

The U.S. Environmental Protection Agency, in collaboration with the Port Authority of NY & NJ, hosted a Port Environmental Listening Session on December 8th in downtown Newark. Community members and industry stakeholders were invited to provide input on environmental issues in the region, and offer suggestions on ways to improve air quality. Featured speakers included Catherine McCabe and Dan Birkett from the US EPA, PANYNJ Port Director Molly Campbell, and Ryann Child of the Clean Air Strategy Group.

Representatives from the Association of Bi-State Motor Carriers also attended the session, and submitted written testimony on behalf of our members, reiterating our position that port trucks must not be unfairly targeted for mandates and other initiatives that hinder the efficient flow of commerce at the port.



## Member Spotlight: Quality Warehouse & Distribution

Judging by the size and scope of present-day operations at Quality Warehouse and Distribution, a warehousing and transport service provider serving clients nationwide, it's hard to believe that it all started as a small, local trucking business, founded by a man who has never actually driven a truck. Instead, co-founder and Vice President Al Cirinelli came by his success in the transportation field by spending decades learning about every facet of how to run a trucking business, before putting his hard-earned experience to work at his own company.

Cirinelli got his start in the trucking industry in 1964 at Eastern Freightways, working his way up through the management ranks and learning the ins and outs of the business "from the ground floor up." He eventually moved on to Director of Operations at Bass Transportation in Flemington, NJ, before serving as General Manager for Metropolitan Trucking. By 1982, he decided to build upon his proven managerial skills and solid knowledge of the industry, founding his own successful trucking company, AAC Transport.



Harold Cannata and Al Cirinelli



The company has 250,000 sq. feet of warehouse space in two NJ buildings

Not content to stop there, in 1987 Cirinelli decided the best way to take his rapidly-growing business to the next level was to partner up with longtime friend Harold Cannata, previously Vice President for New England Motor Freight who decided to start a warehouse operation. It was a perfect match, collaborating to provide full-service transportation and warehouse services. This allowed the company to branch out into pier work, expanding their reach even further. The most gratifying part of the job, says Cirinelli, who is still the primary point person for new sales and administration, is "working in close contact with our customers, and staying connected to them on a personal level, since many of them are local."

By 1991, Cannata and Cirinelli officially combined their two businesses into one, under the well-respected banner of Quality Warehouse & Distribution. Today, the Edison-based company is a world-class third-party logistics provider offering public warehousing, freight transportation, rail shipping and receiving, container delivery, and export/import logistics.

While doing business at the Port of NY & NJ can be challenging, says Cirinelli, having the warehouse operations offers a level of flexibility and control that helps the transportation company "ride out the peaks and valleys that come along with the intermodal business." Of course, having an experienced manager at the helm doesn't hurt, either.

*The team at Quality Warehouse & Transportation has over 40 years' expertise in public warehousing, freight transportation, rail service, and import/export logistics, offering customized services to meet their customers' warehousing, transportation, and container delivery needs.*



The company's transportation business has grown to a dedicated fleet of 22 company trucks in order to meet customer demand

For more information on Quality Warehouse & Distribution, visit [www.qualitywarehouse.com](http://www.qualitywarehouse.com).

## CALL TO ACTION: Help Preserve Owner-Operator Model in NJ

Earlier this year, the Assembly Transportation Committee heard and passed an Assembly Committee Substitute (ACS) for A1912 & A3694, two bills that, as substituted, revise the exemption from unemployment compensation law for operators of certain motor vehicles, providing long-needed clarity on the classification of independent owner-operators who serve the port. This important legislation codifies and defines the role of independent contractors in the trucking industry, and helps preserve and protect the flexibility that the owner-operator model brings to our intermodal community.



During the Assembly hearings held in May, Assemblywoman Annette Quijano testified on the measure, urging her colleagues to support the bill: “The Independent Contractor stabilizes the trucking industry,” she explained, “because a motor carrier can expand or contract their services as needed, without having an adverse impact such as layoffs, on both Union and Non-Union employees. The independent contractors are small business owners who want to own their own business, value their freedom to pick and choose who to do business with, set their own routes and schedules, take as much time off as they want, and operate the business as they choose.”

It is anticipated that the Senate Labor Committee will, in the next few weeks, hear a Committee Substitute for S121 that mirrors the ACS for A1912/A3694, which is the next step towards final passage into law. **The Bi-State is asking its members to take immediate action by reaching out to members of the Senate Labor Committee as soon as possible to express their support for these bills.**

We’ve created a convenient [SAMPLE LETTER](#) that members can use to contact the members of the Senate Labor Committee, asking them to Vote YES. [Click HERE](#) to visit our website and send an email in support of these bills! Thank you for supporting this measure, which is essential to the continued success of the intermodal industry at the Port of NY & NJ. Make your voice heard!

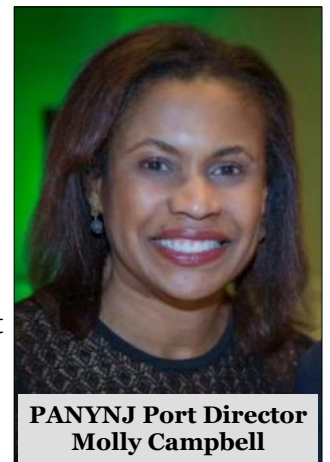
## NYSA/PANYNJ Reflect on 2016, Look Ahead to 2017



NYSA President John Nardi

The New York Shipping Association and the Port Authority of New York & New Jersey recently hosted a joint Year-End Briefing, reviewing the accomplishments of 2016 and looking ahead to goals for 2017. NYSA President John Nardi had high praise for the work of the Council on Port Performance, which now consists of “four implementation teams dealing with Equipment, Rail, Gate Operations and Customer Care. We also have a Government and Community outreach team,” said Nardi. “This year we added a Workforce Development Committee to connect the employment needs of the port stakeholders with potential employees from the local communities.”

PANYNJ Port Director Molly Campbell also reflected on the progress that was made over the past year, citing completion of the Harbor Deepening project and the federal grant monies secured for truck replacement funding. Looking ahead to 2017, Campbell listed several exciting developments on the horizon, including the raising of the Bayonne Bridge, the start of construction on Port Jersey ExpressRail, the PANYNJ’s Master Planning effort, including the Port Street Corridor Improvement Project, and ongoing efforts to improve supply chain efficiencies. “I am grateful for our accomplishments and learning from our challenges in 2016,” said Campbell. “Most importantly, I am grateful for *you*--our customers—and for all your contributions to the port community that help make the Port of NY & NJ who we are.”



PANYNJ Port Director Molly Campbell

## Coalition for Fair Port Practices Petitions FMC

The Association of Bi-State Motor Carriers joined the 25-member Coalition for Fair Port Practices in its recent efforts to seek relief over unfair practices relating to the assessment of detention, demurrage, and per diem fees. The Coalition petitioned the FMC to require container lines and terminals to extend free time when the ability to move containers is disrupted by forces beyond the control of shippers and truckers.

According to the petition, filed with the FMC on December 7, 2016, these objections are being raised as a result of “recent events involving port congestion, labor strife, an ocean carrier bankruptcy, inclement weather and other disruption events [that] have had crippling effects on U.S. ports and the stakeholders who rely on the efficient movement of goods.” The petition points out that charges continued to accrue during this time, “even though shippers, consignees and drayage providers had no control over the events that caused the ports to be inaccessible and prevented them from retrieving their cargo or returning equipment.” You can read the full text of the petition by following [THIS LINK](#).



## ELD Seminar Planned in February

Coming up in February, 2017: Marquis Agency will be hosting a complimentary seminar focusing on the 2017 ELD mandate. The event is offered exclusively to Bi-State members and Marquis clients, held at Marquis Agency's corporate headquarters at 900 Rt 9 North, Woodbridge, NJ. Chris Rotondo from the FMCSA will be the featured speaker. The event will consist of a 90 minute presentation, followed by a 30 minute round table discussion and Q&A. Space will be limited to a maximum of 50 people.

Details regarding online signup will be distributed when available. Until then, please contact Mike Edwards at (732) 372-3620 or at [medwards@marquisagency.com](mailto:medwards@marquisagency.com) if you have any questions.

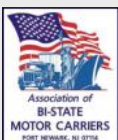


## DATES TO REMEMBER

Dec. 25	Christmas Day
Jan. 1	New Year's Day
Jan. 9	Call to Action Letters Due
Jan. 10	General Member Meeting
Feb. 14	General Member Meeting

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**Join us for our next  
General Member Meeting  
Tues. January 10 @ 1000 hours**

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