

Mega-Ships, Mega-Opportunities

2017 Talking Freight
May 2017

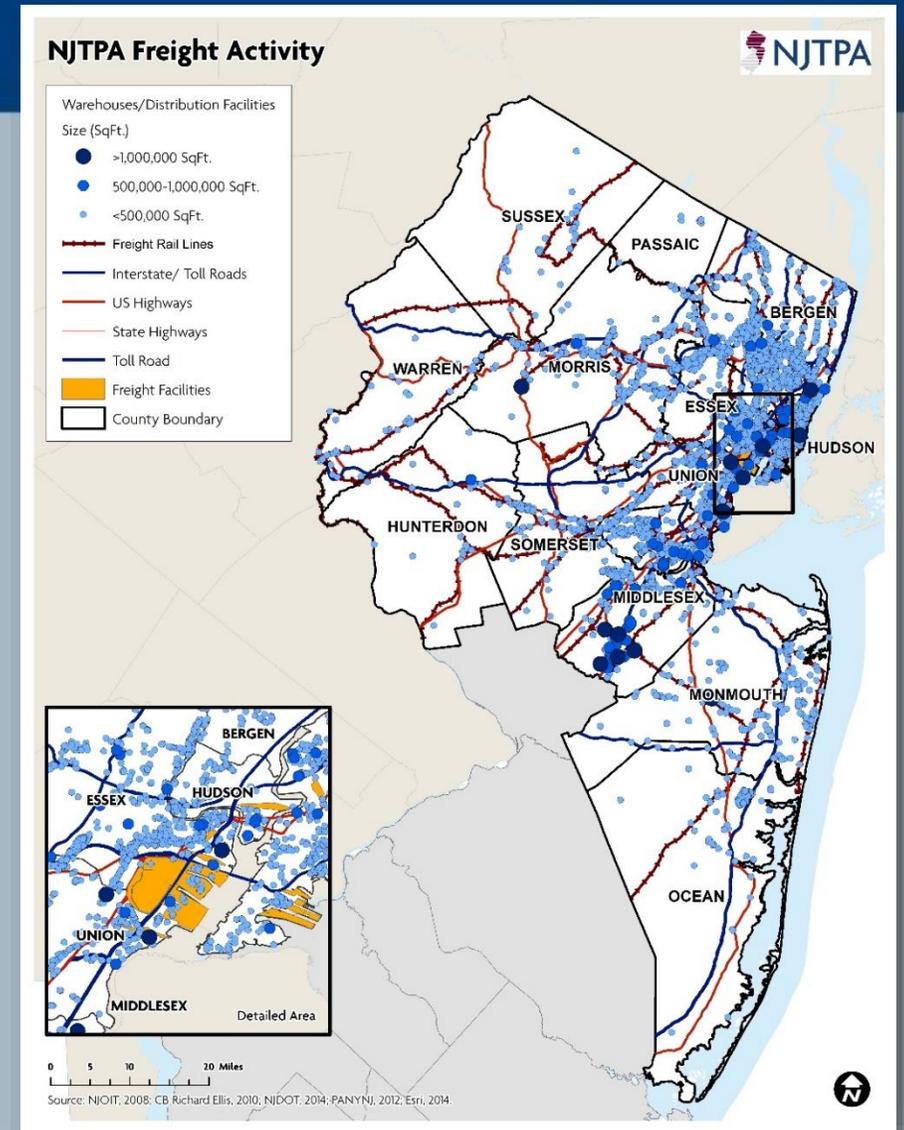


Anne Strauss-Wieder
Director, Freight Planning
North Jersey Transportation Planning Authority



New Jersey is a Key Distribution Node

- 808 million square feet of industrial space in NJTPA area, with 11 million under construction.
- Largest Port on the East Coast – 6.4 million TEUs in 2015.
- Robust Rail Freight Network – 2 Class Is, Conrail, shortlines.
- Extensive Roadway Network
- Newark Liberty International Airport – 10th largest in the US



Examples of NJTPA Freight Initiatives

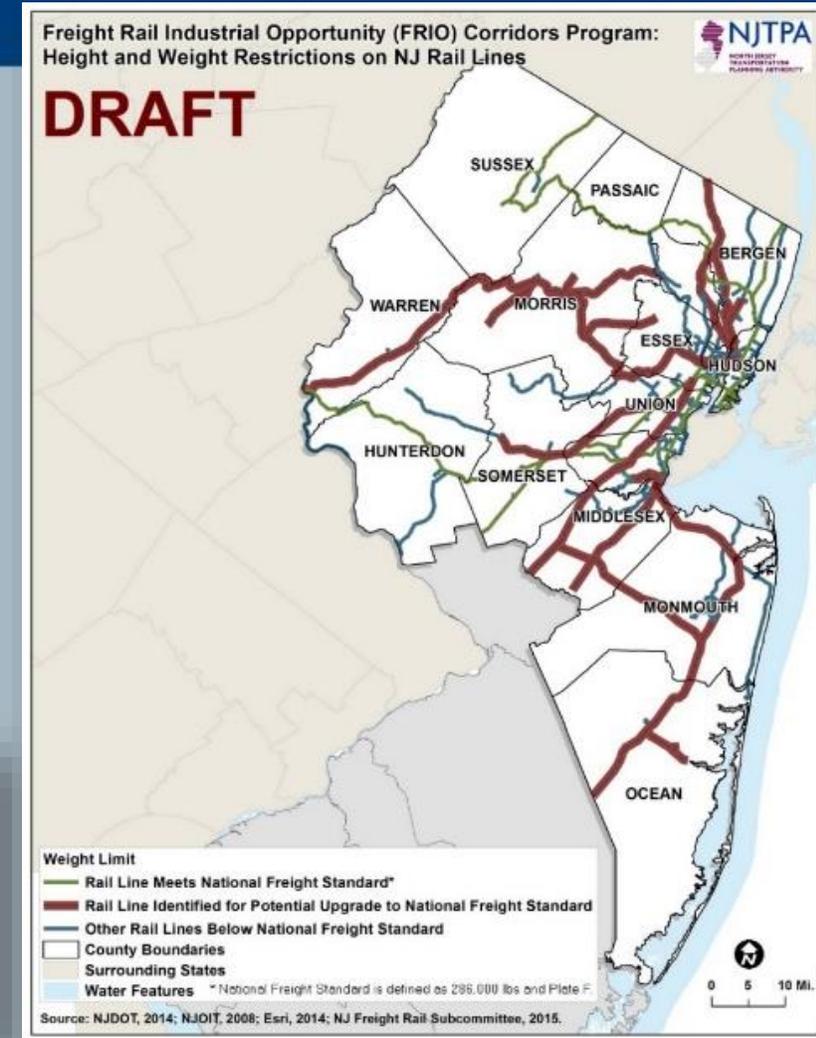
- NJTPA's Freight Initiatives Committee
- Subregion Outreach and Field Visits
- Inventory & Assessment of Waterborne Resources
- Freight Rail Industrial Opportunity (FRIO) Corridors Program
- Pilot Freight Concept Development Program
- Member, Council on Port Performance



Get a New Truck

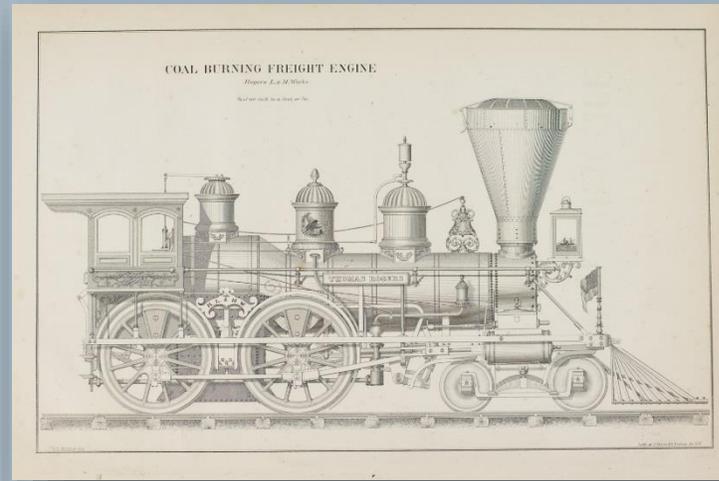
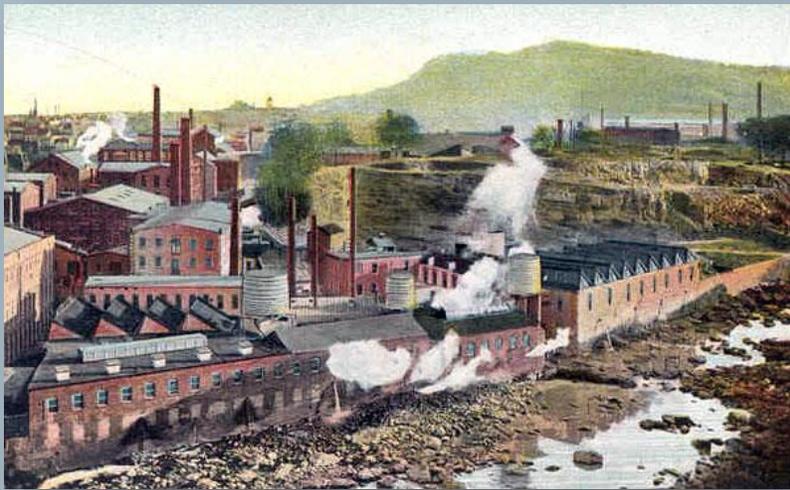
Grants Available to Eligible Truck Owners to Purchase Newer Vehicles

REGIONAL TRUCK REPLACEMENT PROGRAM



A Heritage of Production and Distribution

- Malcolm McLean and the Ideal X
- New Jersey Railroad Company and the Camden and Amboy Railroads



Sources: JOC and Rutgers University

Maritime Activities in the NJTPA Region



Plan 2045 Discussion: What Keeps Supply Chain Professionals Up at Night?

- Managing the challenges of a rapidly evolving retail environment
- Guaranteeing temperature controlled supply chains for pharmaceutical and food products.
- Identifying and undertaking the actions and investments needed to enable all aspects of the freight system to operate 24/7.



Freight as a Good Neighbor

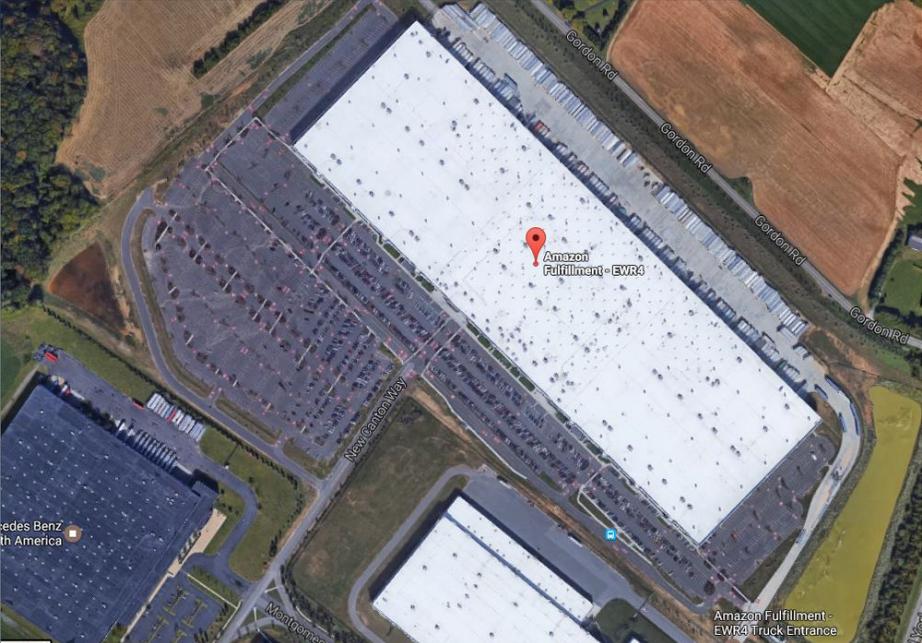
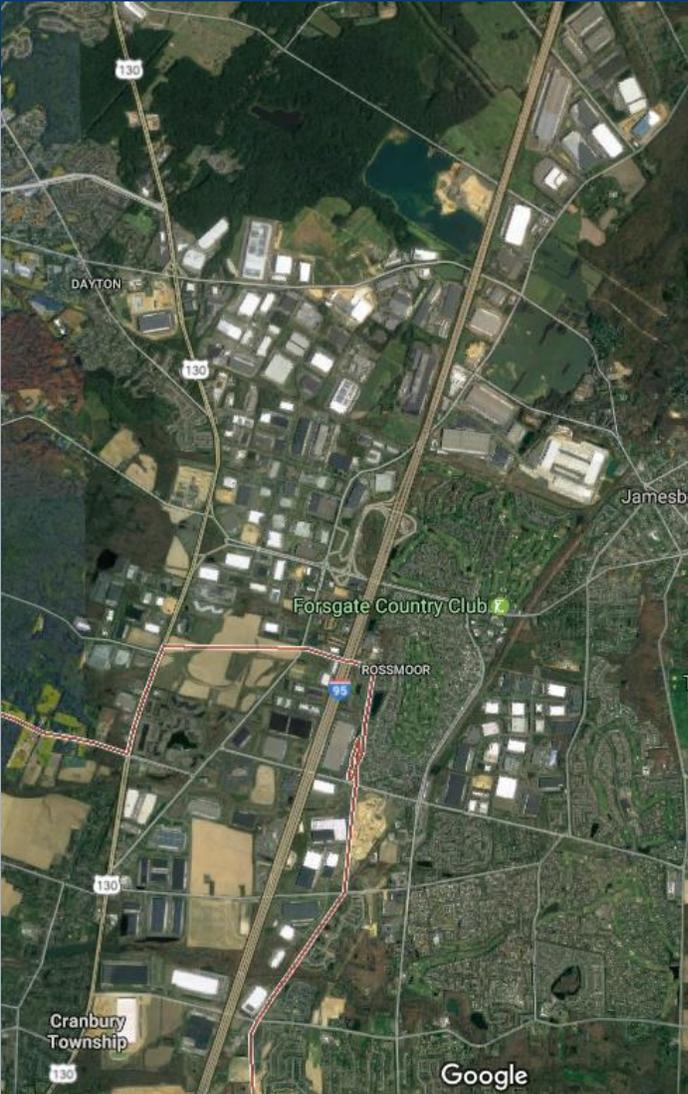
- Community Considerations:
 - Economic development and job opportunities
 - Safety
 - Environment
 - Quality of life



Source: WSJ



Mega-Ships, Mega-Distribution and Production



Mega-Ships, Mega-Opportunities

- Workforce opportunities
- Increasing awareness of job opportunities on- and off-Port
- Training
- Linking workers to job sites

WORK AREAS | EXPLORATION

TRANSPORTATION & PORT OPERATIONS

TRUCKING

In New Jersey, the majority of goods are moved by 500,000 trucks and tractor trailers. Of more than 500 million tons of goods moved each year, 70% move by truck. While delivery vans and small trucks (light trucks) account for a significant portion of annual trucking tonnage, tractor trailer trucks move a large volume of goods. Tractor trailer trucks include short haul drivers who drive local or regional routes and return home each night, and long haul drivers who drive long-haul routes between the region and across the country. Truck drivers often use their own truck and receive their own expenses. While many truck drivers work for trading companies, many others work for companies in a wide variety of industries.

AIR

Two sensitive or highly valuable cargo airlines and eleven the world's top air cargo carriers are based in New Jersey. Large cargo planes, airplanes, and processed by workers using advanced equipment, including high capacity for handling agricultural and other materials with a high level of efficiency. In 2006, NJCA processed 692,712 tons of cargo.

RAIL

New Jersey's approximately 1,200 miles of rail freight tracks account for 10% of the country's significant amount of the goods transported from New Jersey to the United States through ports in California and are transported to New Jersey by rail. In fact, New Jersey's many rail lines have over 42 million tons of goods through the state in one year. Although transportation by rail is less flexible than transportation by truck or sea, many freight carriers offer rail services. It is more efficient and cost-effective. The state is served by 14 different railroads, 1 regional railroad, and 3 national carriers. Major commodities shipped by rail include pharmaceuticals, including plastic pellets, construction materials, horticultural, raw materials, and finished goods for manufacturers.

COASTAL SHIPS/ OCEAN PORTS

Large volumes of goods heading through both northern and southern New Jersey ports are one of the most highly visible TLD industry jobs. The Port of Newark and Elizabeth, NJ, the Port of Camden and the Port of Salem, connect the state to the global economy with high-capacity ship arrivals each day from Europe, South America, and all parts of the world. In 2006, over 100 million tons of goods, valued at over \$12 billion, were passed through the port. The port is equipped to handle a wide variety of cargo, including vehicles, large containers, liquid and dry bulk, and others.

Workers on the state's 34 shipping terminal, offshore containers and bulk goods from ships and barge fleets to trucks and vans for delivery to customers in the state and throughout the region. Safety requirements include that other federal workers inspect, load, and unload cargo and other heavy machinery.

WAREHOUSING & DISTRIBUTION

WAREHOUSE FLOOR

Warehouse personnel ensure that materials are placed in designated areas of the warehouse to limit damage while ensuring safety and efficiency.

INTERNAL OPERATIONS

Internal operations employees work within the distribution center, assisting with the receipt and distribution of goods, load effectiveness in the distribution of labor and training the trainee workforce.

MAINTENANCE

Maintenance employees support operations by ensuring that the equipment required for the receipt and distribution of products is maintained and repaired in a timely manner. They also play a major role in ensuring compliance with safety standards throughout the various operating areas.

Automotive Body and Painted Repairs
 Q Certification, General Others Items
 \$ 142,000 - \$48,000
 E: |||

Sea and Truck Mechanics, Diesel Engine Specialists
 Q Certification, General Others Items
 \$ 142,000 - \$48,000
 E: |||

Mobile Heavy Equipment
 Q Certification
 \$ 142,000 - \$48,000
 E: |||

Aircraft Mechanics and Airframe Technicians
 Q Certification, Ship, Coast, & Water Experience
 \$ 142,000 - \$18,000
 E: |||

SUPPLY CHAIN MANAGEMENT & LOGISTICS

SUPPLY CHAIN MANAGEMENT

Supply chain managers are responsible for ensuring product flows from raw materials (such as chemicals, oil, and paper) to a final form that customers will buy or use. They coordinate, supply chain managers identify and manage the companies that supply the raw materials and identify and manage all of the companies that will move the raw materials and the final products.

LOGISTICS

As one of the largest occupations within supply chain management, logistics uses computer systems and a lot of data to ensure that a company's products, whether they are goods, information, or energy reach the customer with minimum cost and maximum time. Logistics help determine if goods should be moved by truck, sea, air, or ship and help determine the route that the product will take when moving from point A to point B.

CORPORATE ADMINISTRATION

SALES, MARKETING & CUSTOMER SERVICES

To compete, the companies in most industries must continually develop products, services, and ensure that their customers have a good experience with the company. Employees in these areas attract buyers and purchasing agents to a company's distribution or distribution centers, communicate directly with customers, resolve customer issues, identify storage plans with existing the company to new customers, and advise clients on how services can help their business grow.

INFORMATION TECHNOLOGY

The TLD industry is quickly becoming more and more dependent on computers to manage their business, to plan the movement of goods, and to track their goods from when they are picked up to when they are delivered. As a result, many companies depend on computerized systems, and distribution must have employees who can provide technical support to other workers, troubleshoot software, and design, implement, and maintain information technology systems.

HEALTH, SAFETY & ENVIRONMENTAL MANAGEMENT

The moving of large quantities of goods and materials in hazardous goods, is particularly can be dangerous business if companies do not have rigorous standards for the health and safety of employees and for the protection of the environment. As a result, health, safety, and environmental managers play a critical role in TLD.

DEPARTMENTS

Dispatchers
 Q Certification, School Diploma
 \$ 122,000 - \$48,000
 E: |||

Truck Drivers, Light or Delivery Services
 Q Commercial Drivers License, CDL
 \$ 138,000 - \$42,000
 E: |||

Truck Drivers, Heavy and Tractor Trailer
 Q Commercial Drivers License, CDL
 \$ 146,000 - \$44,000
 E: |||

Truck Drivers, First-Line Supervisors of Transportation Workers
 Q AAMA Preferred, 3+ Years Experience
 \$ 144,000 - \$44,000
 E: |||

ABOUT OUR CHANGING DEMANDS

AAMA Preferred, Certifications
 \$ 126,000 - \$42,000
 E: |||

Aircraft Technicians, Civil Aircraft and Flight Engineers
 Q AAMA Preferred, Certifications
 \$ 111,000 - \$122,000
 E: |||

RAILWAY BRIBES, SIGNAL, AND CONTROL SYSTEMS

Rail Road Engineers and Technicians
 Q Certification, School Diploma
 \$ 131,000 - \$14,000
 E: |||

Rail Road Conductors and Train Masters
 Q Certification, School Diploma
 \$ 140,000 - \$14,000
 E: |||

TRUCK, CAR, TRUCK, AND SHIP LOADERS

Q Certification, School Diploma Preferred
 \$ 144,000 - \$48,000
 E: |||

Crane and Tower Operators
 Q Certification, School Diploma
 \$ 151,000 - \$14,000
 E: |||

Autism and Marine Officers
 Q Certification
 \$ 127,000 - \$14,000
 E: |||

Capitans, Marine, and Tugboat Operators
 Q Certification
 \$ 152,000 - \$14,000
 E: |||

SALES REPRESENTATIVES

Q Sales Representative, 2+ Years Experience
 \$ 117,000 - \$17,000
 E: |||

Sales Managers
 Q MGMT, 3+ Years Experience
 \$ 115,000 - \$14,000
 E: |||

Marketing Managers
 Q MGMT, 3+ Years Experience
 \$ 115,000 - \$17,000
 E: |||

OPERATOR SUPPORT OPERATIONS

Q Certification, School Diploma
 \$ 144,000 - \$17,000
 E: |||

Computer and Information Systems Managers
 Q ISM, 5+ Years Experience, Certifications
 \$ 114,000 - \$19,000
 E: |||

PERSONNEL HEALTH AND SAFETY SPECIALISTS

Q BMS, 5+ Years Experience
 \$ 164,000 - \$17,000
 E: |||

Health and Safety Engineers
 Q BSM, 3+ Years Experience
 \$ 169,000 - \$14,000
 E: |||

QUALIFICATIONS

SALARY

EMPLOYMENT

Employment figures are as follows:

1-100 101-500 501-1,000 1,001-10,000 10,001+

101-500 1,001-5,000 10,000-20,000

NOTE: Salaries listed reflect New Jersey Department of Labor OES Statistics for median annual salary (+5% and 15%) in New Jersey within the TLD industry for 2008.



Sources: NJ.com, Greater Mercer TMA and NJDO

Mega-Ships, Mega-Modes

- Optimize the use of all modes for off-Port distribution.
- Advance environmental initiatives.

Get a New Truck

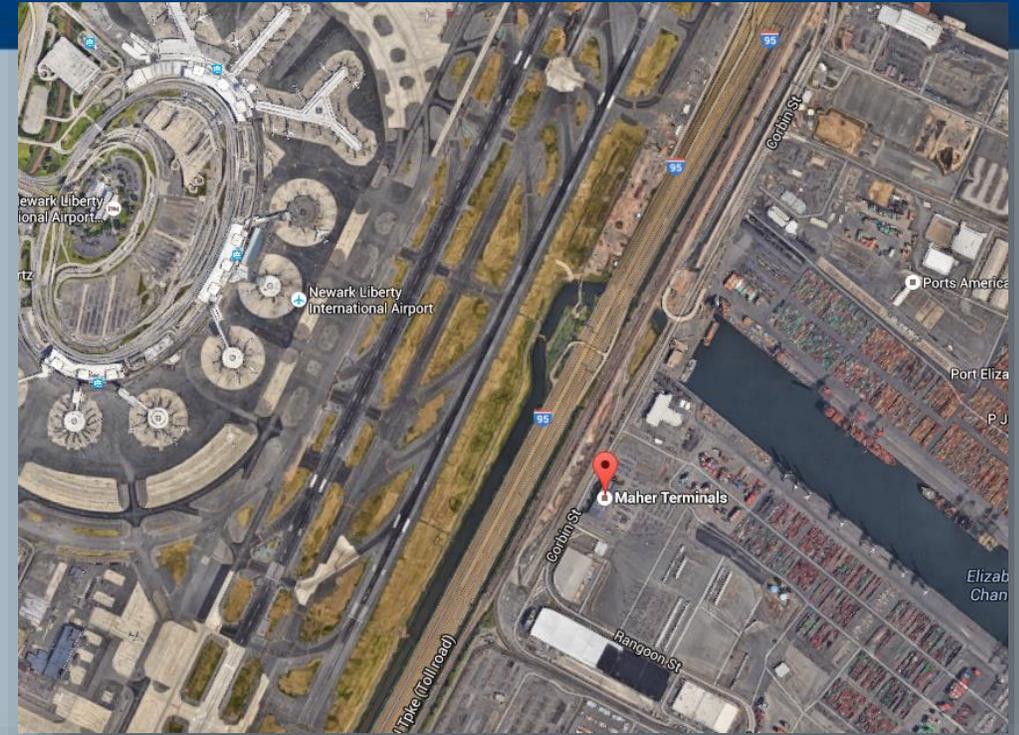
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REGIONAL TRUCK REPLACEMENT PROGRAM



2045 Supply Chain Roundtable: Perceived Strengths of the Region

- Size of region's consumer market and demands it generates
- Extensive freight infrastructure
- Willingness to work together to address issues



Council on Port Performance Creates Workforce Development Team



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Defining the Vision. Shaping the Future.

NJTPA

**NORTH JERSEY
TRANSPORTATION
PLANNING AUTHORITY**

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