

President's Message

Since our inception in 1954, Port Jersey has been a dynamic organization. Through active involvement in our industry and in the industries our partners represent, we seek to continuously enhance the customer experience, and bring increasing value to those we serve. We learn through experience and collaborative relationships with customers and peers, and we openly share our knowledge. With all this in mind, we developed this edition of the Distributor with the primary goal of keeping our readers in the know.

Many of you know that it has been a while since we published a printed copy of our newsletter. Considering the abundant amount of email and other forms of electronic communications coming at us from all directions, we felt a low-tech hard copy might be a welcomed change. We hope you enjoy it.

Best wishes for a happy holiday season and a prosperous & healthy new year,

Sincerely,

Rob Russo

In this issue . . .

- **Who is ALAN?..... page 1**
- **Did You Know? page 2**
- **Making Strides page 2**
- **Meet Matt Brauner
..... page 2**
- **The Multi-Generational
Workplace page 3**
- **PJL Anniversaries and
Promotions..... page 3**
- **Food Safety Moderization
Act..... page 4**

Who is ALAN?

by Stephanie Jauch

ALAN (American Logistics Aid Network) is a volunteer, non-profit organization that was formed in 2005 after Hurricane Katrina to provide a primary point of contact for those in the logistics profession who are willing to provide disaster relief support in the United States, and beyond. ALAN's mission is to engage the supply chain community to support humanitarian relief efforts. ALAN works in tandem with the Red Cross, Salvation Army, Feeding America, and other National Voluntary Organizations Active in Disaster (NVOAD's).

Earlier this year Port Jersey Logistics committed to assisting with these humanitarian relief efforts, and became a corporate sponsor. ALAN coordinates their efforts by hosting a web portal which matches available donations in times of disaster, with services such as warehousing, transportation, material handling, and supply chain expertise. The web portal was established because, often times when disaster strikes, companies and individuals want to help by making donations or volunteering their time, but do not know where to begin. By using the ALAN web portal at www.ALANaid.org, this process is an easy one, and is the most efficient and effective way to help those in need.



One of the more recent disaster relief efforts was during Hurricane Irene, which hammered the United States east coast region, this past August.

ALAN helped to coordinate a number of relief efforts, some of which include:

- Coordinating office space for a disaster recovery operations center
- Securing donated forklifts for a disaster supply warehouse operations
- Transporting MRE's to areas in need

Being involved with ALAN, allows Port Jersey Logistics to help people in crisis, by using our expertise and available resources, to get the right items, to the right place, at the right time, in order to help people in crisis.

We are proud to be involved with such a great network of organizations, helping those in need, and making a difference.

For more information on ALAN, and how to get involved, please visit www.ALANaid.org

Did You Know?

by Curt Kristjanson & Frank Dempster

In July of 2011 Continental Logistics kicked off a regional pool distribution program and now provides consolidated LTL delivery to all New England points. Through collaboration with two New England based carriers, a weekly sailing schedule has been established, leaving from Tyler Distribution's Monroe Township facility every Wednesday morning. Highlights of the program are:

- Set departures from Tyler Distribution facility
- Dry and Temperature Controlled year round
- LTL Transportation Cost Savings
- In Transit Real Time Shipment Tracking
- On Time Appointment Deliveries
- Specialists in Retail and Grocery DC deliveries
- Reduced Transit Time - Next Day Delivery in most cases
- Reduced Handling - No Breakbulk Terminals in Route to Temperature Controlled Delivery Terminal
- Reduced Risk of Shortage & Damage
- Complete Freight and Claims Management
- Superior Customer Service
- Single Point of Contact - "One Call Does All"

Next up? We are developing the network for a similar program to the West Coast. Stay tuned!

In 2010 Tyler Distribution Centers opened a value-added operation, which offers a wide range of services, including:

- Labeling & Ink Jetting: Outer Carton / Inner Unit
 - Correcting product identification from suppliers: Examples include: Best By dates, lot & production codes, UPC #'s, & product descriptions.

- Pack Size Re-configuring.
 - Many of our clients are faced with reconfiguring existing inventory to meet changing requirements and new sales demands from their customers. For example 24 or 12 pack items can be re-configured into 6 packs. Tyler's VAS operation has the ability to break pack into smaller cartons or trays, Shrink Tunnel Wrap and re-label on-site.
- QC Inspections.
 - In Accordance with GMP's as well as Customer Specific.
 - Sampling upon request.
 - Samples submitted to customer or Labs for analysis when required.
- Shippers/Display Assembly.
 - Display Assembly.
 - Display fill/pack-out
 - Shelf-life management maintained for all products
 - Component Storage & Inventory management

The addition of this on-site service has allowed our customers to successfully and cost effectively correct production errors, meet international labeling requirements, and produce custom product configurations on demand, without adding unnecessary delay, additional transportation, or losing control or inventory.

Making Strides for Breast Cancer Walk

On Sunday October 16, 2011 a group from Port Jersey participated in the Making Strides for Breast Cancer Walk. The event was attended by more than 1,400 participants and was held at Woodbridge Center Mall in Woodbridge NJ. Overall the walk raised more than \$216,000 to help save lives. Thank you to our participants who in total collected \$1,400: Team Captain Janice Karluk, Michele Larkin, Catherine Verra, Regina Spero, Tammi Stark, Gabe & Rob Russo.



Meet Matt Brauner

by Robert Russo

Back in March of this year we announced our alliance with Brauner International, a licensed customs broker and international freight forwarder. Today I would like to introduce you to Matt Brauner, President of Brauner International.

Matt, a graduate of the University of Michigan, and Fairleigh Dickenson University where he received his MBA, began his customs brokerage and freight forwarding career in 1982 when he joined the family business. Brauner International was started in 1931 by Matt's grandfather Curt Brauner. Matt's father Harold, also a prominent figure in the industry, was at the helm for many years prior to Matt becoming president.

Since obtaining his Customs Brokers license in 1991, Matt's ongoing industry involvement is impressive. He has been a member of the Board of Governors of the New York/New Jersey Foreign Freight Forwarders & Brokers Association since 1992, and served as the association's president for four years (2006 - 2010). He has also been elected to represent the New York - New Jersey area on the board of directors of the National Customs Brokers and Freight Forwarders Association, and serves on their Nominating and Bylaws Committees as well.

The Port Jersey team is very happy about our alliance with Brauner International and we look forward to working with Matt and his team for many years. Matt can be reached at 201-333-5400 / mbrauner@braunerintl.com



Baby Boomers are lingering in the workplace. Economic uncertainty has caused many to remain on the job.

The younger Gen X and Gen Y are growing impatient to ascend to leadership responsibilities, and new graduates are knocking at HR's door in record numbers.

Until we see the inevitable changing of the guard over the next decade, the workplace will be inhabited by a multigenerational stew. Learning how to work, live and play together is crucial.

Who Are the Generations?

First, a quick review of how the generations are grouped in the modern workplace:

1. Veterans, born between 1922 and 1945. This cohort was born before or during World War II. Earliest experiences are associated with this world event. Some also remember the Great Depression.
2. The Baby Boomers, born between 1946 and 1964. This generation was born during or after World War II and was raised in an era of extreme optimism, opportunity and progress. Boomers, for the most part, grew up in two-parent households, with safe schools, job security and post-war prosperity. On the job, they value loyalty, respect the organizational hierarchy and generally wait their turn for advancement.
3. Generation X, born between 1965 and 1979. These workers were born during a rapidly changing social climate and economic recession, including Asian competition. They grew up in two-career families with rising divorce rates, downsizing and the dawn of the high-tech/information age. On the job, they can be fiercely independent, like to be in control and want fast feedback.
4. Generation Y (the New Millennials), born between 1980 and 2000. Born to Boomer and early Gen Xer parents into our current high-tech, neo-optimistic times, these are our youngest workers. They are the most technologically adept, fast learners and tend to be impatient.

How Are They Different?

Clash Point #1: How We View Work

Older workers talk about "going to work" and have always had a specified work schedule like 9-to-5. Younger workers view work as "something you do," anywhere, any time. They communicate 24/7 and expect real-time responses.

Clash Point #2: Communications

Ask anyone over the age of 40 about younger workers, and you'll hear stories about texting, cell phones and ear buds. These tech-immersed young workers are just as frustrated with older workers, who respond days later and think setting up a team meeting is the answer, when a few text messages could get faster results.

Older workers can't expect the newer generation to digress into the past. Technology needs to be understood and used by everyone to improve productivity.

Clash Point #3: Meetings

Older workers expect a phone call or visit on important issues and will immediately schedule and plan a meeting to involve significant stakeholders. They fit things into their routines and calendars. This frustrates younger workers, who want to meet on the spur of the moment, as soon as possible.

They see nothing wrong with texting superiors and peers instead of scheduling face-to-face meetings, and they like to communicate and solve problems virtually. When faced with a need to meet, they try to contact everyone immediately and begin videoconferencing, chatting, texting, talking and tweeting—often all at the same time.

Clash Point #4: Learning

Older generations are linear learners, comfortable sitting in classes, reading manuals and pondering materials before beginning to implement new programs. Gen-Y learning is interactive, using the Internet, Wikipedia and blogs. They are easily bored by training sessions, manuals and programs that spoon-feed information over time.

Issues You Can't Ignore

Combined, Gen X and Gen Y already outnumber Boomers and Veterans. Boomers no longer hold the majority vote, although most hold positions of power.

This transition is not something organizations can ignore. Managers must learn to leverage each generation's strengths for the benefit of all, or risk becoming less productive.

There is no room to allow tradition and convenience to hinder performance and productivity. There's also not much room for generational judging or complaining.

Managers must create opportunities for a multigenerational work force to share its differences.

2011 Milestones . . .

ANNIVERSARIES

30 YEARS

- ♦ BASIL BUCHANAN - OPERATIONS MANAGER
- ♦ JOHN EMELO - VP SALES & CUSTOMER RELATIONS
- ♦ GALO PANCHI - FACILITY MAINTENANCE MANAGER
- ♦ LUIS VALLEJO - WAREHOUSE SUPERVISOR

25 YEARS

- ♦ VIRGINIA ROMEO - CONTROLLER / SECRETARY / TREASURER

20 YEARS

- ♦ LYNN OYANEDEL - CUSTOMER SERVICE SUPERVISOR
- ♦ ROBERT M. RUSSO - PRESIDENT

15 YEARS

- ♦ MILTON ORDONEZ - FORKLIFT OPERATOR
- ♦ RAFAEL ZENO - FORKLIFT OPERATOR
- ♦ CESAR ZUMBA - FORKLIFT OPERATOR

10 YEARS

- ♦ ROBERT LUDDEN - ASSISTANT MANAGER
- ♦ WILSON ORDONEZ - FORKLIFT OPERATOR

5 YEARS

- ♦ WENDY BOBKO - BOOKKEEPER
- ♦ SHAUN NORTON - WAREHOUSE ASSOCIATE
- ♦ MICHAEL RISHOLDT - INVENTORY CLERK
- ♦ CATHERINE VERRA - ACCOUNT REPRESENTATIVE I

Food Safety Modernization Act

by Louis Keating

Early this year, the House of Representatives and the Senate passed the Food Safety Modernization Act, which was signed, into law January 4, 2011. Some of the new provisions of this law are:

- **Issuing recalls:** For the first time, FDA will have the authority to order a recall of food products. Up to now, with the exception of infant formula, the FDA has had to rely on food manufacturers and distributors to recall food voluntarily.
- **Conducting inspections:** The law calls for more frequent inspections and for those inspections to be based on risk. Foods and facilities that pose a greater risk to food safety will get the most attention
- **Importing food:** The law provides significant enhancements to FDA's ability to oversee food produced in foreign countries and imported into the United States. Also, FDA has the authority to prevent a food from entering this country if the facility has refused U.S. inspection.
- **Preventing problems:** Food facilities must have a written plan that spells out the possible problems that could affect the safety of their products. The plan would outline steps that the facility would take to help prevent those problems from occurring.
- **Focusing on science and risk:** The law establishes science-based standards for the safe production and harvesting of fruits and vegetables.
- **Respecting the role of small businesses and farms:** The law also provides some flexibility, such as exemptions from the produce safety standards for small farms that sell directly to consumers at a roadside stand or farmer's market as well as through a community supported agriculture program (CSA).

There are many facts aside from those briefly stated here, for more information you can go to www.fda.gov, much of this recap has been secured from this site.

We here at Tyler Distribution Centers have made a point of staying current with this topic and have attended numerous trade association functions dealing with this subject.

Seeking continuous process improvements we have instituted a number of SOP's dealing with goods while at rest within our facilities. From being CTPAT compliant to maintaining AIB Superior ratings to a robust WMS system for tracking goods these all contribute to aiding our clients in their goal of a safe supply chain.

If you have any questions on this subject or would like more information about our capabilities, please contact John Emelo at 609-860-1010 x: 267.



www.portjersey.com



4 South Middlesex Avenue
Monroe Township
New Jersey 08831

PRSR STD
U.S. POSTAGE
PAID
Red Bank, NJ
Permit No. 239