



Member Spotlight: Atlantic Star

For centuries, seafarers and land travelers have relied on the stars to guide them. When winds and ocean currents shifted unpredictably, a bright star in the sky above offered a reliable constant to forge the way.

For Bi-State members Joe and Doug Magiera, their careers in transportation were also guided by a star: namely, Atlantic Star, the trucking company the brothers founded together in 1985. Although Joe also had dreams of becoming an airline pilot, there was never any doubt what path he would choose. "Our dad was



Doug, with one of his first trucks

in the trucking business," says Joe, "so we've been around trucks all of our lives. And once you've had it in your blood, it's there for life."



Joe and Doug Magiera

The Magieras got their start in the trucking business as teenagers, moving trailers for a warehouse company at night, and then after high school, driving daily runs to Pennsylvania. They initially thought about staying with their father's company, but ultimately decided to team up, and blaze their own trail in the industry. "It was just the two of us at

"You have to constantly be able to adapt to any issue or situation. And once you do, it'll go and change again. You just have to learn to deal with it, and keep going."

*—Joe Magiera, Atlantic Star
On the unique challenges of working in the intermodal industry*

first," Joe recalls, with each putting in 12 to 14 hour days. "We're six years apart," he says, "but we get along well. We both work hard, and we were always on the same page." The brothers' long hours paid off, and in 1990, they moved to a larger location in Elizabeth. As their fleet grew and the business expanded, Joe had to give up driving in order to focus on administrative duties and managing the company, and Doug soon followed suit. By 1999, Atlantic Star had grown large enough to buy out their dad's business, and offered over 50,000 square feet of dry warehousing and distribution space. "It's a grow or die business," says Joe, "you have to constantly be able to adapt to any issue or situation. And of course," he laughs, "once you do, it'll go and change again. You just have to learn to deal with it, and keep going."

That positive, roll-with-the-punches outlook has served the Magiera brothers well, especially when Atlantic Star was suddenly forced by their landlord to relocate from their prime location on Doremus Avenue. They scrambled to find a new space in nearby Union to house their operations—and not long afterwards, Hurricane Sandy made a direct, disastrous hit on the port. "We would have been wiped out," Joe says. "Instead, we got our power back quickly, and we were up and running right away."



Atlantic Star recently celebrated its 30 year anniversary, and the company now boasts a fleet of more than two dozen trucks—a far cry from the two rigs the Magieras started with when their journey began. As for those childhood dreams of becoming a pilot, Joe managed to make those a reality, too: he earned his pilot's license in 2000, allowing him to fly his family for quick getaways when the mood strikes. And even with all of today's modern technology, it's worth nothing that pilots are still instructed on the value of celestial navigation...because you never know when you might need a star to guide the way.

Atlantic Star is a full-service trucking, warehousing and distribution company and Import/Export Specialists. To learn more, visit www.atlanticstartrucking.com