

Delta Nu Alpha

Alphian Connection



EDUCATING TOMORROW'S TRANSPORTATION PROFESSIONALS TODAY

April 2010

Message From the President, Don Adams

Dear Members,

April is tax time. A time when many of us go over investments we have made and the return (or lack thereof) and how it affects us financially and for the future. When we think of investments, we should also consider personal investments in our career, our personal growth and investments in our communities. Also it's a time to consider what you gave, to charities and what the rewards for that giving have been. Nowhere are these themes more prevalent than in so many of the great people I have come to know through Delta Nu Alpha. Our fellow Alphians are without exception; kind, helpful, generous, faithful, interested, resourceful and giving. Sounds like boy/girl scouts? The fact is, that so many of you not only devote much of your time, energy and resources to Delta Nu Alpha, but also to your houses of worship, communities, scouting and other worthy endeavors. That's what really makes this a great organization..the people. You are excellent, motivated and charitable. Why just this week, at our local Delta Nu Alpha meeting, I met a gentleman who was looking for work, and he couldn't believe how helpful everyone in the room was in providing leads, contacts and encouragement. As you all know, giving to others comes back tenfold, so let's all go out and spread the giving, encourage others to join our organization so they can experience the benefits of Delta Nu Alpha and the fraternity of our association.

We are looking for new members! The more the merrier so if you know someone in the transportation industry let them know about Delta Nu Alpha. If you would like us to contact them email admin@deltanualpha.org and we will contact them for you.

"The achievements of an organization are the results of the combined effort of each individual."

Vince Lombardi

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Upcoming Events

Nashville Chapter

Join us for a day of fun and for a good cause! There will be lots of great food, drinks, hospitality tents, contests, and much more to include 2 hole-in-one contests that will have a prize of \$5,000.00 each! In addition, Sole 4 Souls will have donation stations that will be accepting usable shoes to support their worthwhile cause. The event will be held at Pine Creek Golf Course in Mt. Juliet, TN. 4-man scramble with a tee time at 1:30PM SHARP!!!! Please contact Donna Wood at (615) 459-5343 or donna@mcdtrans.com for reservations.

Pricing is as follows:

\$250 per team - Due by May 1st.

\$265 per team - Due after May 1st.

\$275 per team - Day of the event.

Meeting Opportunities

Below is a list of the current presidents for the various chapters. If you are interested in attending a meeting in these areas you can contact the local president for more information.

Chicago Chapter 253 - Don Adams dadams9021@comcast.net

Louisville, KY Derbytown Chapter 112 - Lori A Kelsey Lori.Kelsey@ky.gov phone 502-266-6084

Nashville Volunteer Chapter 135 - Jim Hall jim@nwsse.com

Western Michigan Chapter 335 - Todd Olson vp@vansdelivery.com phone 616-365-3200

Milwaukee Chapter 317 - Steve Rose srose@hubgroup.com

Bowling Green Chapter - Marvin Claywell mclaywell@midmark.com phone 270-629-1131

Chapter 750 at Large - David Riggs jasona0327@earthlink.net

San Francisco Chapter - Bob Young robert.young11@att.net phone 650-593-0795

Message from a Transportation Student

My name is Zach Nelson and I am currently a senior at Western Illinois University studying Supply Chain Management. Last October I was selected with seven other students to attend the Delta Nu Alpha Transportation Education Conference (TEC) in Nashville, Tennessee. While attending the conference I made several promising contacts, attended several informative seminars, and was able to enjoy the city life of Nashville. The experience was a great one and could not be replaced by any career fair or company visit offered to students nowadays. I actually met a transportation broker from Memphis and was offered a full-time position with their company which will begin following my graduation from Western Illinois. The conference definitely opened up my eyes to the world of transportation and the people that operate in the field everyday. I am very happy that I attended and would suggest it to any student wishing to begin a career in transportation or supply chain. Professors would also be advised to try and open this event to their students. My professor, Dr. Barton Jennings, has made this opportunity available to students for five years. If I had not had this opportunity, I would be among the countless college graduates still seeking employment. Students should also consider joining professional organizations such as Delta Nu Alpha. These opportunities will open you to countless possibilities no matter what sector of business you are studying. It was an all-around great experience that will be hard to replace.

Job Listings

Account Executive

Central Transport has LTL Account Executive positions open in Hammond IN and Milwaukee WI. Please contact Larry Minutillo at lminutillo@gociti.com or 866-263-1034 and make sure to tell him you are a Delta Nu Alpha member, it will help!

Account Executive

Are you looking to Make a Difference? Is your Drive and Determination in line with your current employer? Are your Goals and Future not being fulfilled? If you are a trained sales professional or have the "IT" factor to succeed in sales, we need to talk. I am looking for the right person to represent us in the 3PL arena. If you have a minimum of two years in brokerage, TL, Dedicated Carriage or Pool Distribution, we can help each other to succeed. Please email your resume to jholt@freightflow.com. We offer base salary, commission, benefits, and more. Tell them you heard about the opportunity through Delta nu Alpha.

Helpful hint for Success!

Most of you are aware of Linked in, the social / business networking web site. www.linkedin.com Delta Nu Alpha has a linked in "group" which you all should "join", this will help us to connect in different ways and also to publicize our organization. There are so many ways to connect with others these days, you have to be aware of all possibilities. In my area, also on Linked In, there is a group called: "Chicago Area Transportation and Supply Chain" This is not an association like ours but just a group of people who have similar interests. Well, this group also posts a monthly calendar of events in the area that have to do with our industry. I contacted the group leader and he has been posting our local chapter newsletter on the calendar for the last couple months. This posting has led to several visitors and inquiries about Delta Nu Alpha. For this month the group leader allowed (and showed me how) to post my whole chapter newsletter on his group calendar. This led to even more inquiries and visitors attending our meeting this week, WOW!

Anyone who is interested in promoting their chapter events like this, or just learning more, please contact Laura (admin@deltanualpha.org) our administrator or myself. The world is changing, and the best place to be is on top!

Delta Nu Alpha Information

Laura Plizka - Delta Nu Alpha Administrator -265 N. Chicago Avenue #2 South Milwaukee WI 53172

Office Phone: 414-764-3063 Office Fax: 630-499-8505 admin@deltanualpha.org

Reminder on Member Contact Data - Many of you have moved, changed jobs, changed email addresses, or maybe all three - forward this information to the Delta Nu Alpha Office.

A History of Delta Nu Alpha

by James W. Glover, Past International President, 1985-'86

A COMMENTARY ON OUR MISSION

For seventy years, Delta Nu Alpha grew from an idea of Temple University student Walter T. Pancoe to a society which by the mid 1980's had some 14,000 members in 240 local chapters in the U.S. and Canada (one.) A study of our history as written by the late Past National President James Martin, reveals a lot about the mission of this organization. We were not about "fun" and golf. We were about establishing and supporting a high level of professionalism in transportation management. Founder Pancoe found great helpers in the achievement of a grand kickoff of the group whose name means "Transportation Conquers Distance." We had good educational objectives, but all were simply part of the ways and means of getting ourselves recognized as a "motivating factor in industry and commerce."

I must confess to conducting one meeting as chapter president entitled "Transportation of the Football" which featured a then recent NFL Superbowl winning player to which 150 people turned up requiring the hotel to double our dinners and meeting space. The balance of our meetings were on good topics on claims, carrier functions, regulation, etc. which added to the knowledge of our folks and visitors. One meeting was even an industry profile consisting of 200 color slides-a home brew-which caused a former traffic manager of that company to comment "wow."

It was not what Delta Nu Alpha could do for you as a member. It was about what your contribution might do for your own career and opportunities for growth. Early National Director of Education, Peter W. Riola, has told us of his acceptance as a Delta Nu Alpha member. He was assigned to be the speaker at the next regular chapter meeting on a topic apart from his usual job functions in knowledge. He had a month to prepare.

Delta Nu Alpha was created to be a conduit for the strengthening, development and maintenance of transportation and logistics management professionalism. I'm a retiree, but I'd like your permission to say for you "yes" to this idea.

Transportation Reconquers Distance

This photo was taken in spring 1981. Sitting to Jim Martin's right was Delta Nu Alpha Exec. V. Pres. Michael Cohen and in the foreground at his left is a real character still amused by a joke Jim has just cracked, yours truly. I was Regional Vice President then.



Delta Nu Alpha News You Can Use

Articles from **ttnews.com**

National Guard Training Soldiers to Become Future Truck Drivers

The U.S. National Guard is ramping up its truck driver training program, which could help ease long-term driver shortages.

Freight Volumes Rising For Railroads, Truckers

Freight volumes for railroads and motor carriers rebounded as the first quarter drew to a close, industry trade groups said.

U.S. Issues Final EOBR Rule

The Federal Motor Carrier Safety Administration last week issued a rule that could require as many as 5,700 trucking fleets to use electronic onboard recorders to monitor drivers' hours by lowering the threshold for violations that trigger the EOBR mandate.

Better Economy May Lead to More Mergers, Acquisitions, Transportation Analysts Say

An improving economy could kick-start the pace of mergers and acquisitions in the months ahead, after a moribund 2009, when few deals took place, several transportation analysts said.

Article from **etrucker.com**

Freight index rises in February

The Freight Transportation Services Index rose 0.3 percent in February from January, increasing for the second consecutive month, the U.S. Department of Transportation's Bureau of Transportation Statistics reported today, April 14.

BTS said the Freight TSI has risen 3.6 percent over the last nine months, starting in June, after declining 15.3 percent in the previous 10 months. The index, which has increased in seven of the last nine months, has increased 0.7 percent the first two months of this year.

February's Freight TSI of 96.9 is up 3.6 percent from the recent low of 93.5 in May 2009, when the index was at its lowest level since June 1997. The Freight TSI is down 14.1 percent from its historic peak of 112.9 in May 2006.

February's Freight TSI is the lowest for February since February 1997 when it was 91.3. The freight index is down 13.3 percent in the five years from February 2005 and down 6.8 percent in the 10 years from February 2000.

The TSI is a seasonally adjusted index that measures the output of the for-hire freight transportation industry, including for-hire trucking, rail, inland waterways, pipelines and air freight. It includes historic data from 1990 to the present. The baseline year is 2000.

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Article from etrucker.com

Letter: Rework NAFTA on trucking

U.S. Rep. DeFazio (D-Ore.), April 14, led 78 members of Congress in sending a bipartisan letter to U.S. Transportation Secretary Ray LaHood and U.S. Trade Representative Ronald Kirk asking they renegotiate the section of the North American Free Trade Agreement that opens U.S. roadways to what the congressional delegation described as “unsafe” Mexican trucks.

“Mexico has no meaningful system for commercial driver’s licenses, drug testing or hours of service,” DeFazio says. “This is a trade agreement that threatens the safety of the American public. Mexico has no right to use tariffs to force unsafe trucks with exhausted overworked, underpaid drivers into the United States.”

DeFazio says objection to the Bush administration’s cross-border trucking program predominantly was due to Mexico’s less stringent regulations on hours of service, vehicle safety and driver training and licensing, all of which poses a threat to the traveling American public. Congress repeatedly and overwhelmingly rejected the cross-border program because it failed to adequately protect Americans from unsafe Mexican trucking standards, DeFazio says.

“The Obama administration proposal has not been made public, and I have not seen it, but I am skeptical that Congress will approve any program of this kind,” DeFazio says. “The safety concerns are just too big an obstacle to overcome. This section of NAFTA is just unacceptable and cannot be remedied with tinkering at the edges. I believe the solutions offered in this letter will be more fruitful for the administration.”

DeFazio says NAFTA does not bind the United States to accept subpar safety standards, but the Mexican government is insisting the United States move forward with cross-border trucking and has instituted retaliatory politically-aimed tariffs until the program is in place.

DeFazio says the only workable solution to the current gridlock on the issue is to renegotiate the section of NAFTA (section U.S. NAFTA Annex I (I-U-21)) that requires a commitment to liberalize cross-border trucking. A successful renegotiation would remedy all the truck safety, homeland security and unemployment issues associated with the longstanding trade dispute, and also would eliminate the tariffs, which are negatively impacting the export markets in the United States, DeFazio says.

The Owner-Operator Independent Drivers Association supported the letter. “Mexico’s regulatory standards and enforcement on trucks aren’t even remotely equivalent to what we have here. To open the border at this time is insanity from both an economic standpoint and safety,” said Todd Spencer, OOIDA executive vice president.

As noted in DeFazio’s letter, there has been no comprehensive independent review to assess whether Mexico’s trucking standards and driver licensing and safety rules are equivalent to the requirements of the United States. In addition to the disparity in regulatory standards and compliance costs, OOIDA contends that unanswered questions remain not only about the overall safety, but also about the crime and security implications of giving Mexico-based trucks unfettered access to the United States.

“Commercial vehicles crossing the southern border are still the principal way drug trafficking organizations get their products into the U.S.,” noted Spencer. “Providing Mexico-domiciled truckers with access throughout America will amplify existing vulnerabilities and will surely be exploited by criminal enterprises as well as terrorist organizations.”

Ask the Expert

Are you an expert in some aspect of the transportation industry? Are you willing to answer questions on NMFC numbers, how to write a contract, freight claims, shipping hazardous material, etc? Then we need you! We are looking for experts in the field to answer questions or send fellow member in the right direction to the answers. This is a membership benefit and information is given free of charge. If you are interested in being one of Delta Nu Alpha's experts, email us at admin@deltanualpha.org and let us know! We have three experts for you to refer to if needed.

Richard T. Dawson (Tom) is President and Founder of Freight Revenue Recovery of Miami, Inc. A computer whiz with a strong legal background, he is a pioneer and nationally recognized leader in one of America's most dynamic industries. His experience starts at Indiana University where he studied Law. Mr. Dawson got his first job with the Pennsylvania Railroad where he gained an extensive amount of knowledge and experience in the railroad industry. Later, Mr. Dawson joined R-C Motor Lines and thoroughly learned the motor carrier industry. He also had the opportunity to work with RCA Corporation as a J.I.T. inventory specialist where he gained extensive routing and logistics experience.

In 1977, Mr. Dawson opened Freight Revenue Recovery of Miami, Inc. through hard work and dedication, Mr. Dawson built the company into one of the most widely respected freight bill-auditing firms in the nation. A member of the International Internal Auditors Association, Mr. Dawson has presented hundreds of educational seminars throughout the transportation industry. He has worked with the American Management Association with his copyrighted seminar, "How to Audit and Manage Freight Costs", traveling to all major American Cities. Later his Class, "How to Audit Freight Bills," became a classic title in the portfolio of The American Institute in Coral Gables, Florida. This class also became the cornerstone for new trainees with Freight Revenue Recovery of Miami, Inc. You can contact Richard Dawson at: AuditOne@freightrevenue.com.

Kurt Koenig is an account manager with QuikX Transportation Inc. and is an expert in the area of Transportation between Canada and the United States - not including Customs clearance. Kurt has spent last 11 years in the area of cross border sales and worked with customers to produce the necessary paperwork to clear at the border. He will be able to explain how the paperwork trail between the carrier, broker and customs occurs. Kurt can also help you find Customs Brokers to represent them at both borders in clearing their goods. You can contact Kurt at kkoenig@quikx.com or 414-550-3602.

Henry E. Seaton is a graduate of Duke University (A.B. '70) and Vanderbilt School of Law (J.D. '73). He has practiced law for 30 years in the Washington D.C. area representing motor carriers of brokers. He is a member of the Vienna, VA based law firm of Seaton & Husk. The firm specializes in freight claims, freight charge collection, contracting issues, carrier representation before the FMCSA and bankruptcy issues.

Mr. Seaton writes a monthly column on transportation law for the Commercial Carrier Journal (CCJ) and is the author of Protecting Motor Carrier Interests in Contracts. He serves as commerce counsel for the National Association of Small Trucking Companies. He was the Delta Nu Alpha Transportation Professional of the Year in 2001 and is a frequent speaker and lecturer regarding cargo claims, freight charges, contracting and risk/insurance issues effecting carriers and brokers. Mr. Seaton can be reached at HESeaton@aol.com. For articles and other information, visit www.transportationlaw.net.

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Delta Nu Alpha Webinar Order Form



- February 2008 - “Dark Clouds on the Horizon – Issues Involving Truck Transportation”
- March 2008 - “Accident Liability Travels Up The Supply Chain”
- April 2008 - “Contract Waivers – 50 Reasons to Keep Bill of Lading Terms and Conditions, and Federal Rules”
(PPT ONLY NO AUDIO)
- May 2008 - “Multimodal Cargo Claim Issues – A Prescription for Confusion”
- June 2008 - “Contracts of Carriage – A Study of Controversial Provisions Which Divide Shippers, Brokers and Carriers”
- July 2008 - “FMCSA Safety Regulations”
- August 2008 - “Transportation Receivables in the Age of Bankruptcy”
- April 2009 - “Transportation 101 - What you need to know” *(PPT ONLY NO AUDIO)*
- May 2009 - “Bills of Lading, the Most important Document in Shipping”
- June 2009 - “HAZMAT Transportation Primer & Update”
- September 2009 - “Replacing Inventory with Information”
- October 2009 - “Resolving OS&D and Delay Cargo Claims Win/Win”

For a more detailed description please see the Webinar tab at deltanualpha.org. The cost for each webinar is \$25 for members, \$35 for nonmembers, or \$10 for PPT only files. Nonmembers can join Delta Nu Alpha before purchasing the webinars and pay the \$25 price, however, we have to have membership dues first.

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Credit Card: MasterCard ____ Visa ____ American Express ____

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All orders must be prepaid in U.S. dollars. If you have any questions email admin@deltanualpha.org. **Mail with check payable to:** Delta Nu Alpha, Attention: Laura, 265 North Chicago Avenue #2, South Milwaukee, WI 53172. **If paying with a credit card** fax (w/credit card info) to 630-499-8505.