

Delta Nu Alpha



Alphian Connection

EDUCATING TOMORROW'S TRANSPORTATION PROFESSIONALS TODAY

August 2011

Message From the President, Sally Lubinski

As summer nears its close, our thoughts turn to fall: vacations, going back back-to-school, and getting back to Delta Nu Alpha meetings and activities. Chapters will begin their meetings in September, we will be finalizing plans for our TEC being held in Milwaukee this October.

Many changes are happening that affect transportation and logistics; CSA rulings, lack of trucks, lack of drivers, carriers at capacity, unemployment, up and down stock markets we could go on and on. How do we stay on top of these issues? Through Delta Nu Alpha!! Network with other professionals in the Industry. Encourage students and others to get involved and bring new ideas to the table.

Delta Nu Alpha continues to grow and find new ways to communicate to our members, but we need your help to sustain this momentum. Why not join a chapter, becoming a board member, continue to support and encourage others to join so we can continue to be a force in this industry for the future. **If you are interested in becoming part of the National Delta Nu Alpha Board, please email us at admin@deltanualpha.org. Elections will be held October 8.**

Hope to see you in October.

Regards,
Sally

TEC 2011

October 6-8, 2011

**Aloft Milwaukee Downtown
1230 Old World Third Street
Milwaukee, Wisconsin 53212**

Table of Contents

Page 2 - TEC Schedule and Sponsors

Page 3 - Speakers

Page 4 - Information and Highlights

Page 5 - Registration Form

Page 6 - For Sale and Job Listings

**Page 7 - Delta Nu Alpha International Board
& Foundation Trustees**

Information and Highlights

Hotel and Conference Headquarters

This year's TEC is at the NEW Aloft in Milwaukee, WI. The Aloft is known for its eclectic decor and is located right by the scenic Riverwalk, and some of the city's top dining and brew pubs! The rooms feature their ultra-comfortable signature bed, an oversized showerhead, custom amenities by Bliss® Spa, and more. Rooms have a plug & play connectivity station to charge electronics and links to the 42" LCD TV.

To book a room, call (414) 226-0122 and mention the Delta Nu Alpha conference. Special \$79 per night room rate is available until midnight on September 13. After the 13th, rates go to \$159 min, depending on space and availability

Conference Highlights

The conference will open Thursday night with a tour of the Rite-Hite facility. Rite-Hite is a world leader in the manufacture and sale of loading dock equipment, industrial doors, safety barriers and high-volume, low-speed industrial fans – all designed to improve safety, productivity, and energy consumption.

Friday morning will focus on, The Real Impact, for Shippers and Carriers. An awards luncheon will follow honoring National Award winners and Wisconsin scholarship recipients. Then we will regroup for an organized Speed Networking event. This event is perfect if you are looking for business contacts, vendors, or even a job. You will be able to meet transportation professionals and share professional backgrounds and business goals during a series of set period of time.

Saturday is focused on jobs in the transportation field. Students and job seekers are encouraged to attend this **FREE** session with ManPower. You will find out what companies are looking for and be able to have your resume reviewed onsite.

Payments

You are now able to pay for your registration by check or Google Checkout. If you are not able to attend the entire conference, special daily passes are available.

Thursday - \$50

Friday all day - \$99

Friday Speed Networking ONLY - \$40

Saturday - free

Entire Conference - \$150

Student/Retiree - \$125

A registration form is available on page 5 or go to our website, www.deltanualpha.org to pay with a credit card via Google Checkout.

Questions?

Email admin@deltanualpha.org with any questions you may have.

TEC Schedule

Thursday, October 6

- 4:00 Registration @ hotel
- 4:45 Leave hotel for Rite-Hite
- 5:00 Facility tour at Rite-Hite
- 6:30 Conclusion of the day's events @ Aloft w/food

Friday, October 7

- 7:45 Registration/Continental Breakfast
- 8:15 Greeting, review of agenda, introduction
- 8:30 DOT perspective on CSA
- 9:30 Keynote speech on CSA - Hank Seaton
- 10:30 Break
- 10:45 Shipper Panel on CSA
- 11:45 Break
- 12:00 Awards Luncheon
- 1:45 Break
- 2:00 Speed Networking event*
- 4:00 Refreshments and "open" networking

Saturday, October 8

- 8:30 Registration and introduction Nicole Francis - ManPower/Continental Breakfast
- 9:15 What are companies looking for/review of Resumes - Nicole Francis - Manpower
- 10:30 Conclusion of conference
- 10:45 Delta Nu Alpha Board Meeting/Elections

Sponsors

Corporate Sponsors



Delta Nu Alpha Chapters

- Chicago, Ill
- Derby Town Louisville KY
- Logistics Council - Milwaukee
- Western Michigan

Speakers

Nicole Francis has served as one of Manpower's top U.S. Permanent Placement Recruiters. After serving in a wide variety of positions in different companies and industries, Nicole's diverse background certainly brought her home in this critical role at Manpower. She has achieved the prestigious Manpower President's Circle numerous times and has ranked in the top 10% of U.S. Manpower Permanent Placement Recruiters for the past 3 years.

In today's challenging workplace environment, Nicole specializes in matching top talent with some of the finest companies in the Milwaukee area for a successful joint venture. Nicole interacts with hiring managers daily and understands the challenges they face and what solutions they are looking for. As we head into the Human Age, there will be an ever growing need for people with Nicole's talents to source, identify, recruit, and align key talent with opportunities in need.

Nicole recently took on the role of Branch Manager for Manpower branches in Downtown Milwaukee and Grafton, WI and is continuing to work with her staff on providing innovative workforce solutions to clients.

Walt Swietlik is the Director, Customer Relations and Sales Support, for Rite-Hite Corporation. He has 28 years of experience in the material handling industry, with 25 years dedicated to the advancement of loading dock and industrial door safety, security, and productivity.

For the past twelve years, Walt has managed Rite-Hite's popular Customer Fly-In program, where he works closely with a variety of customers to address the safety, security and productivity challenges associated with shipping and receiving areas. More than 300 companies participated in this program during 2010.

Walt began his career with Rite-Hite in 1982. For the next decade, he held various sales positions, eventually becoming Regional Sales Vice President. He left the company in the mid 1990s to take a position in the Vertical Reciprocation Conveyor industry, before returning to Rite-Hite in 1997.

Because of his close contact with customers, Walt is aware of shipping and receiving trends and issues across a wide range of industries. He has been a guest speaker at local, regional and National Safety shows as well as Material Handling tradeshow and forums. He can speak intelligently on a myriad of topics affecting loading dock safety, security and productivity as well as offer potential solutions to these issues. He is frequently quoted in industry trade publications.

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 over 30 years in the Washington D.C. area representing motor carriers and 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 counsel for the National Association of Small Trucking Companies, the Air & Expedited Motor Carriers Association, and The Expedite Alliance of North America. 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. For articles and other information, please visit www.transportationlaw.net.

Delta Nu Alpha

Transportation Education Conference/Annual Meeting



TEC 2011

October 6-8, 2011

**Aloft Milwaukee Downtown
1230 Old World Third Street
Milwaukee, Wisconsin 53212**

TEC 2011 Highlights

Delta Nu Alpha Transportation's annual Transportation Education Conference, is offering tremendous educational programs along with the opportunity to network with other transportation professionals. Registration fees:

- Thursday - \$50
- Friday all day - \$99
- Friday Speed Networking ONLY - \$40
- Saturday - free
- Entire Conference - \$150 (all of the above)
- Student/Retiree - \$125 (all of the above)

To book a room, call (414) 226-0122 and mention Delta Nu Alpha conference. Special \$79 per night room rate is available until midnight on September 13. After the 13th, rates go to \$159 min, depending on space/availability

Special accommodations or dietary needs? _____

CONFERENCE REGISTRATION

Name _____

Street Address _____

City _____ State _____ Zip _____

Phone _____ E-mail _____

MasterCard ____ Visa ____ American Express ____ or pay with Google Checkout on www.deltanualpha.org.

Credit Card # _____ V - Code _____

Card Expires _____ Total Payment _____

Card Holders Name _____ Signature _____

Card Holders Billing Address _____

Make check payable to: Delta Nu Alpha, and send to Delta Nu Alpha, 1720 Manistique Avenue, South Milwaukee, WI 53172. If you have any questions email admin@deltanualpha.org.



**Transportation Terms and
Conditions: A Reference
Dictionary with Forms, 2nd edition,
2010 by Daniel W Raab \$55**

" It is a very handy reference. My staff and I
find it very useful."
Jose M. Garcia, Cargo Express International,
Inc.

This straight forward dictionary is a ready reference for members of the transportation industry including freight forwarders, customs brokers, steamship companies, airlines, motor carriers, railroads, importers and exporters as well as attorneys. The book includes forms, citations, and websites.

Claitor's Law Books and Publishing Division

Established 1922

3653 Perkins Road, PO Box 261333

Baton Rouge, LA 70826-1333

Phone: (225) 344-0476 * Fax: (225) 344-0480 * Toll Free: 800-274-1403

www.claitors.com

Job Listings

New Support for Logistics Jobs

Delta Nu Alpha has become aware of a very helpful logistics employment support site for its members.

AldenLaw, a transportation law firm located in Columbus, Ohio, has set up what they call their "Wednesday Employment Blast". Currently listed are over 100 management positions nationwide, and even more resumes. The AldenLaw site is tied in with Columbus State Community College's "LogisticsArt" Program which has an extensive list of entry level resumes of people fresh out of the Logistics Art Retraining Program.

Please view the website at www.aldenlaw.net and click on "Industry Employment". We suggest that you add your email address to receive future blasts and utilize this site for your open positions or resumes.

Delta Nu Alpha was assured that there is no cost involved for employers or employees and that the list is not shared in any way. This logistics site is simply AldenLaw's support for our industry.

Delta Nu Alpha International Board

President - Sally Lubinski

Rite Hite

(414) 355-2600

slubinski@ritehite.com

Vice President- Don Adams

Conway Truckload

(847) 287-2268

dadams9021@comcast.net

Director - Jim Hall

Nationwide Marketing

(615) 338-0872

jim@nwsse.com

Director - Christopher Burns

christopher.burns@electrolux.com

Director – Hank Seaton

Seaton & Husk

(703) 573-0700

heseaton@aol.com

Director - Dr. John Taylor

Wayne State University

5201 Cass Avenue, Rm 315

Detroit, MI 48202

taylorjohn@wayne.edu

Director - Jeff Wilmarth

Silver Arrow Express

(800) 397-4892

silverarrow@comcast.net

Delta Nu Alpha Foundation Trustees

Chair - Clifford Smith

(623) 414-1194

cliffsmith49@gmail.com

Vice Chair - Jeff Wilmarth

Liaison to the Fraternity

President Silver Arrow Express

901 22nd Street

Rockford, IL 61108

(815) 397-4892 Ext. 223

silverarrow@insightbb.com

Secretary - Treasurer - Gary Nichols

Director of International Sales US Xpress

3327 S. Highland

Joplin, MO 64804

gnichols01@cableone.net

Trustee - Tom Bock

Vice President - Sales

Oil Purification Systems, Inc.

4123 Apple Blossom Road

Lutz, FL 33558

bocko@mindspring.com

Trustee - Bill Lavier

General Manager

Retired/Tyme-It Transportation, Inc.

130 Heady Avenue

Louisville, KY 40297

(800) 456-4090

williamhlavier@tymeit.com

Trustee - Jim Hall

Liaison from the Fraternity to the Foundation

Nation Wide Marketing

PO Box 2416

Hendersonville, TN 37077

(615) 822-2120

jim@nwsse.com

Trustee - Carol Hackett

Anna's Children's Boutique

6901 Lenox Village Drive, Suite #101

Nashville, TN 37211

(615) 554-0142

carolh24@msn.com

Delta Nu Alpha Information

Delta Nu Alpha Administrator - Laura

Phone: 414-764-3063

admin@deltanualpha.org

Reminder on Member Contact Data -

Many of you have moved, changed jobs, changed email addresses, or maybe all three - forward updated information to admin@deltanualpha.org.