

# Delta Nu Alpha

# Alphian Connection



EDUCATING TOMORROW'S TRANSPORTATION PROFESSIONALS TODAY

January 2010

## Message From the President, Don Adams

Dear Delta Nu Alpha Friends and Members,

### **"IT'S THE PEOPLE"**

How many times have you heard that expression? ... its not the job...it's the people. It IS the people who can make or break any situation, gathering, workplace, or organization. Besides the personal and professional growth, the thing I value most about Delta Nu Alpha is ...THE PEOPLE.

The excellent, intelligent, giving and passionate people I have met over the years, keeps me going and motivated. I have met people from all over this great country through Delta Nu Alpha and without exception, it is these people who have built and continued this worthy cause. The time and sacrifice and money that is willingly and gladly given in the name of continuing education, promotion of industry ethics and fellowship is awesome. And I personally thank all of you!

It's a sad reminder of this fact when we hear of the passing of a huge Delta Nu Alpha supporter and all around excellent human being, Jerry Sample. More details in his obituary later in this Alphian. But what is does remind me of, is the people whom I have come to know and respect through my involvement with Delta Nu Alpha. This should be a wake-up call and reminder to all of us for what we have in Delta Nu Alpha. Please stay involved, invite others to get involved and let's all continue to make this organization the proud, valuable group that we all know.

**JOIN, RE-JOIN, SUPPORT, DELTA NU ALPHA!**

Sincerely,  
Don Adams

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## Upcoming Events

### Chicago Chapter

Next Chapter meeting is Wednesday, February 10. The Department of Homeland Security will discuss Port Security for containers and trucks. Also, Chapter 253 Chicago awarded a \$1000.00 scholarship at the December meeting to Mike Westergren, a chapter member who is a full time student working towards is Masters in Supply Chain and Logistics at Elmhurst College, and an \$800.00 scholarship to a student from Western Illinois University.

### Derby Town Chapter (Louisville)

The January meeting of the Louisville chapter will be held on Thursday, January 21, at the Breckinridge Inn. Networking begins at 5:30 PM, with dinner at 6:15 PM, and presentation at 7:00 PM. The topic will be *"Hot Buttons" for International Shipping in 2010*. Please make reservations by January 19—call Kathy Leamer at (812) 944-9488 or e-mail her at [kleamer@nclworldwide.com](mailto:kleamer@nclworldwide.com). Cost is \$20 (cash or check—payable at the door).

### Nashville Chapter

The next meeting is on February 4 and the speaker will be Mr. John Licht - WBTR & LITX Rail Equipment Marketing.

### San Francisco Chapter

The meeting will be at Dino's Diner in Hayward. This will be an informal meeting to continue discussions on membership, participation, future events, and other topics of interest. If you plan to attend contact Bob Young at [robert.young11@att.net](mailto:robert.young11@att.net).

Time: 10:00 AM

Date: January 14

Where: Dino's Diner - 2294 Industrial Pkwy W, Hayward, CA 94545 - (510) 783-8393

### 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](mailto:dadams9021@comcast.net)

Louisville, KY Derbytown Chapter 112 - Lori A Kelsey [Lori.Kelsey@ky.gov](mailto:Lori.Kelsey@ky.gov) phone 502-266-6084

Nashville Volunteer Chapter 135 - Jim Hall [jim@nwsse.com](mailto:jim@nwsse.com)

Western Michigan Chapter 335 - Todd Olson [vp@vansdelivery.com](mailto:vp@vansdelivery.com) phone 616-365-3200

Milwaukee Chapter 317 - Kurt Koenig [kkoenig@quikx.com](mailto:kkoenig@quikx.com) phone 414-550-3602

Bowling Green Chapter - Marvin Claywell [mclaywell@midmark.com](mailto:mclaywell@midmark.com) phone 270-629-1131

Chapter 750 at Large - David Riggs [jasona0327@earthlink.net](mailto:jasona0327@earthlink.net)

San Francisco Chapter - Bob Young [robert.young11@att.net](mailto:robert.young11@att.net) phone 650-593-0795

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# The Passing of a Delta Nu Alpha Legend, Gerald L. Sample "Jerry"

Jerry was 74 and passed away Wednesday, January 6, 2010.

He was the retired owner and founder of Tyme-It Transportation, a member of The Thoroughbred Chorus, The Romeo Club, The Transportation Club of Louisville, KY Motor Transport Association, Delta Nu Alpha Transportation Fraternity, past president of Elfs' Local 4200 and a active member and volunteer of Southeast Christian Church.

He is survived by his loving wife of 54 years, the former Joyce Whitacre; son, Stephen (Karen); daughter, Kimberly Rexroat (Mark); brother, William (Betty); grandchildren, Tyson, Jenna, Brent, Brian, Hope, and Faith; great-grandchild, Jackson; and many nieces and nephews. He was preceded in death by his brothers, Melvin, Marion and Max Sample.

Expressions may be made to Bob Russell Ministries P.O. Box 43933 Louisville, KY 40253, Hosparus or charity of choice.



**Join us on LinkedIn and Facebook!  
Search for Delta Nu Alpha International.  
We will be posting Delta Nu Alpha news on  
both of these sites between newsletters.**

## Transportation Education Conference - TEC 2010

Planning has begun for the 2010 Transportation Education Conference (TEC). This years conference is going to be a birthday party to remember! At this point we are looking at two locations to hold the conference - Louisville or Nashville. If you have ideas or comments email [admin@deltanualpha.org](mailto:admin@deltanualpha.org).

## Delta Nu Alpha Alphan Newsletter Advertising

Do you or someone you know have a message to communicate to the transportation world? The Delta Nu Alpha Alphan reaches 100's of people and is a great target audience for your message. We are offering half-page ads in this publications for only \$50. That is pennies per person! If you are interested in an ad email [admin@deltanualpha.org](mailto:admin@deltanualpha.org).

### 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](mailto: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.

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# A History of Delta Nu Alpha

Delta Nu Alpha's 70th Year

James W. Glover, Past International President, '85-'86

Delta Nu Alpha Transportation Fraternity, Inc. is into its seventieth year now. Next December 11, we will complete those seventy years. I have made an effort this past year to chronicle much of the history of an organization which has been so very meaningful to many of us during our professional careers. Personally, I wonder if I might have achieved what I did without my involvement in Delta Nu Alpha. In retirement, I continue to salute the founders and devoted members who got us to our 50th Anniversary in 1990. During 2009 I was able to reconnect with a number of the movers and shakers who got us to that anniversary.

However, the goal, throughout, was to inspire today's members by informing them of the many achievements of those early and middle years. I made an attempt, which failed, during the prior year to reconstruct the history of our group during the years beyond the 50th birthday. The responses were by far insufficient to continue the late Past President Jim Martin's book on the first fifty. But I tried again with the history series of articles in the online Alphan Connection. Sadly almost no responses to the series. With President Adams' support we decided on a historically inspired "Quiz" on our history. The winners, both longtime active members, with almost perfect answers to the questions were Nancy Mason and Dave Riggs. They will be with us until the very end!

In the seventies and eighties it was such an honor to serve in the leadership of Delta Nu Alpha that the competition for election to national/international office was often hard fought and sought after. For the first time in our history, our current president-to be credited for his devotion-has served multiple terms. Thank you, Don Adams. Similar praise is due for our Board of Directors and the Board of Trustees of the Delta Nu Alpha Foundation. I must ask, where, oh where are the rest of you? You've heard (if you wished to read it) from the Ghost of Delta Nu Alpha Past and the Ghost of Delta Nu Alpha Present. Will the Ghost of Delta Nu Alpha Yet To Come put in an appearance? A study of our history reveals that our successes never came from a "Let George Do It." idea. The members did it with precious few resources and twenty five cents a year dues. In the early years, Peter Riola's assignment for his first regular meeting as a member was to be the speaker on a subject far beyond his workplace activity. Bad economy? Delta Nu Alpha began just before World War Two when the great depression had barely ended and our parents grew "Victory Gardens" in their back yards to free up farm produce for shipment to the troops. Ration stickers were in the windshields of civilian automobiles to signify how much gasoline and how often could be legally purchased. Air Raid Wardens patrolled neighborhood streets at night to make sure no lights could be seen by enemy bombers. Such were the early days of Delta Nu Alpha. At six years old, I was a bit young for membership, but I remember these things.

My friends, I'm out of words. My sermons concluded, it's your turn. Now, if you wish, you may continue this column. Send your ideas, comments, on any subject involving the Ghost of Delta Nu Alpha Present or hopefully the Ghost of Delta Nu Alpha Yet To Come to me at [Fortjimjfl@aol.com](mailto:Fortjimjfl@aol.com) or our administrator at [admin@deltanualpha.org](mailto:admin@deltanualpha.org). When times are tough, the tough get going! Dig deep into the pockets of your creativity, efforts, ideas and loyalty so that our birthday in December is a real celebration!

## Delta Nu Alpha News You Can Use

Article from **etrucker.com**

### **NAFTA trade decline improves**

Truck trade on the Mexican border is increasing but is still down from a year ago. (Photo Todd Dills)  
Trade using surface transportation among the United States and Canada and Mexico dropped 15.5 percent to \$61.4 billion in October 2009 compared with a year earlier, according to the U.S. Department of Transportation.

October's North American Free Trade Agreement decline was less than September's decrease of 20.2 percent, DOT said. Trade increased 7.2 percent in October from September.

U.S.–Canada trade fell 19 percent to \$36.3 billion. U.S.–Mexico trade dropped 10 percent to \$25.1 billion.

Truck imports to the United States dropped 9.9 percent to \$21.5 billion from a year earlier, while exports fell 11.1 percent to \$22.5 billion, slightly higher from September.

Surface transportation consists largely of freight movements by truck, rail and pipeline. About 88 percent of U.S. trade by value with Canada and Mexico moves on land.

### **Articles from TT News.com**

#### **DOT Launches Group to Fight Distracted Driving**

Secretary of Transportation Ray LaHood announced Tuesday the creation of FocusDriven, an organization dedicated to fighting distracted driving.

#### **Calif. Sees No Major Infrastructure Damage from Quake**

A powerful earthquake off the shore of Northern California caused no significant damage to transportation infrastructure this weekend, the Associated Press reported.

#### **November Tonnage Dips 3.5%**

U.S. truck tonnage declined 3.5% in November from the corresponding month of 2008, but it still was the best year-over-year showing in 12 months, according to American Trucking Associations. Total tonnage grew 2.7% from October's levels.

#### **FMCSA Slates 3 Public Hearings as Next Step in HOS Review**

The Federal Motor Carrier Safety Administration announced it would host a series of public "listening sessions" over its intentions to modify again its often-challenged hours-of-service rule for commercial drivers

## **Happy 70th Birthday Delta Nu Alpha!**

Remember 2010 is the 70<sup>th</sup> birthday of Delta Nu Alpha. To celebrate, we are giving you a gift by taking money off 2010 dues payments! The dues breakdown will be as follows:

◆ Gold was \$125 – will be \$100     ◆ Silver was \$75 – will be \$50     ◆ Student was \$35 – will be \$25

Your 2010 invoice will reflect the discount. You must renew by the date indicated on the invoice or the amount will go to the normal rate. This includes all new memberships. Consider the cost savings and upgrade to a Gold membership. You will get the Journal of Transportation Management two times a year.

**Please note that in 2011 membership dues will go back to the regular pricing structure.**

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## 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](mailto: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](mailto: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](mailto: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](mailto:HESeaton@aol.com). For articles and other information, visit [www.transportationlaw.net](http://www.transportationlaw.net).

## Delta Nu Alpha International Board

### President - Don Adams

Conway Truckload  
(847) 287-2268  
dadams9021@comcast.net

### Vice President- Jim Hall

Nationwide Marketing  
(615) 360-6847  
jim@nwsse.com

### Director - Christopher Burns

Logistics Management Inc.  
247 Neal Avenue  
Smyrna, TN 37167-5475  
cburns@lmiservices.com

### Director - Sally Lubinski

Rite Hite  
(414) 355-2600  
slubinski@ritehite.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

### Director - Dr. Jerry Wilson

Georgia Southern University  
(912) 681-0257  
jwwilson@georgiasouthern.edu



## 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

NAFTA Transportation Services  
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 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](http://deltanualpha.org). The cost for each webinar is \$25.00 for members, \$35.00 for nonmembers, or \$10.00 for PPT only files. Nonmembers can join Delta Nu Alpha before purchasing the webinars and pay the \$25.00 price, however, we have to have membership dues first.

Name \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_

Credit Card: MasterCard \_\_\_\_\_ Visa \_\_\_\_\_ American Express \_\_\_\_\_

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Card Expires \_\_\_\_\_ Total Payment \_\_\_\_\_

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Card Holder's Billing Address \_\_\_\_\_

All orders must be prepaid in U.S. dollars. If you have any questions email [admin@deltanualpha.org](mailto: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.