

Delta Nu Alpha

Alphian Connection



EDUCATING TOMORROW'S TRANSPORTATION PROFESSIONALS TODAY

March 2010

Message From the President, Don Adams

Dear Members,

Here we are closing on Spring, my favorite time of the year. Things GROW in the Spring, things BLOOM, it is a great time of the year. Actually, even the economy seems to be growing a little bit, not much, but things seem to be headed in a better direction.

I want to take this time to reiterate a few exciting things happening right now in Delta Nu Alpha.

- Reduced membership rates for our birthday year
- Chapter money rebates for new and re-joining members
- One new chapter already and two more potential ones starting
- Current economy dictates the need for Delta Nu Alpha more than ever

We haven't seen the chapters requesting rebated funds for new members like we expected. Chapter Presidents or membership chairs, all you have to do is make a few calls, highlight this program in your local newsletters and e-mail Laura for your checks. \$10 per member who joins can help your treasury grow for sure. The excitement will be contagious, hold a contest on the chapter level, reward the member who brings the most guests with a free dinner or extra raffle tickets. Everyone likes a contest!

Also please provide some feedback, is something working in your chapter, let us know. Is there something you would like to see in a webinar, let us know. Our job at Delta Nu Alpha is to support our members and chapters.

There are many things happening in our industry, look for our *News You Can Use* later in this issue.

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Upcoming Events

Chicago Chapter

Next Chapter meeting is scheduled for **April 14**. Discussion topic will be transportation and logistics. More details to follow.

Derby Town Chapter (Louisville)

The March meeting of the Louisville chapter will be held on Thursday, **March 18** at the Breckinridge Inn. Networking begins at 5:30 pm, with dinner at 6:15 pm, and presentation at 7:00 pm. Our speaker will be Officer Christopher Crace with US Customs and Border Protection (CBP), Port of Louisville, Kentucky. Officer Crace will cover an introduction to the CBP and its role. Please make reservations by March 16—call Kathy Leamer at (812) 944-9488 or e-mail her at kleamer@nclworldwide.com. Cost is \$20 (cash or check—payable at the door).

Milwaukee Chapter

Decision Process for Logistics Outsourcing and Insourcing, Thursday, **March 11** from 5:00 pm - 8:30 pm at the Radisson West Hotel, 2303 N Mayfair Rd, Milwaukee WI 53226. Cost is \$40 pre-paid with RESERVATION / \$50.00 paid AT-THE-DOOR. For more information contact Kurt Koenig at kkoenig@quikx.com or (414) 482-7468.

Saturday, **April 17** from 4:30 pm to 11 pm at the Harley-Davidson Museum® in Milwaukee's Historic Third Ward. The night will include a complimentary tour of the Harley-Davidson Museum®, cocktails, buffet dinner and our silent and live auction. For more information contact Amy Kaftan at 262-483-3636 or akaftan@quikx.com.

Nashville Chapter

We are having a golf outing to raise money for the Les Overton Scholarship Fund and Juvenile Diabetes Research Foundation! The event is scheduled for **May 20**. More information to come.

San Francisco Chapter

The March meeting will be held on **March 25** at Francesco's. Guest speaker will be Ron Chauvel of Chauvel, Abraham, Descalso who will bring you up to date on legal issues related to brokering of freight. The meeting begins at 5:00 pm with dinner at 6:00 pm. Cost is \$40. For more information contact Bob Young at robert.young11@att.net. R.S.V.P. by March 23. Additional information is available in a flyer on deltannualpha.org.

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

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 publication for only \$50. That is pennies per person! If you are interested in an ad email admin@deltanualpha.org.

Happy 70th Birthday Delta Nu Alpha!

Remember 2010 is the 70th 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.

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

A Tale of Six Chapters
by Jim Glover, Past Int'l President

I regret missing the February opportunity to continue articles about our history. But we're in our 70th year now, and whether or not readership of this on line publication is great, I must resume efforts to inform and inspire today's membership by telling them of some of the grand times when Delta Nu Alpha was strong throughout our nation and our profession. I am embarking on a project to gather biographical information on some of our founders. We know what they did within the fraternity, but it would be great to know more about them. I'll be starting with Walter T. Pancoe, undoubtedly the "inventor" of our organization. But this will take some time as well as the cooperation of Temple University in Philadelphia and E. I. duPont Co. in Wilmington, so I can't offer much more now. Perhaps in May.

My thought for now is to perhaps use some historical information on the growth of Delta Nu Alpha which is easily available from my own archives. I hear of some possible new chapter organizing efforts underway in San Francisco and Minneapolis and, of course, it should be obvious, that such is the route to where we "Reconquer the Distance" to Delta Nu Alpha's professional strength and recognition- sorry I don't know the Greek for Transportation Reconquers Distance to stretch our honored name a bit.

In 1977 at our Annual Meeting at Hollywood Beach, Florida, National President Dick Sherrod announced that our national headquarters would be moved from Cleveland, Ohio to Orlando, Florida. Of course, Floridians were delighted about that but also a bit embarrassed! Florida's Southern Region Three had three chapters: Miami, Fort Lauderdale and Jacksonville, but no chapter in or near Orlando. The Miami folks did not seek the national Board's blessing but simply decided to find a way to organize a chapter for our new national headquarters city. Contacts among carriers and industry in Orlando were sought, letters mailed on Miami Delta Nu Alpha stationery, our brochures were included and copies of our national Alphan magazine were sent. A Saturday organizing meeting was set for Orlando. A crowd of three people showed up. But the three were a start! The mailing list grew a bit and another Saturday organizing meeting was set. Ten folks or so turned up, as has been the key to any new chapters we've added, this time we hit paydirt in the person of Dave Vernon, Secretary of Orlando's Traffic Club. To Dave, an organization involved in professionalism as opposed to golf held appeal. An organizing luncheon was held and from that meeting the charter of Central Florida Chapter 300 (we bent the rules a tiny bit to get that chapter number!) The new chapter was chartered by National President Dick Hainer and National Secretary-Treasurer Lloyd Herring. A real name in Florida transportation, former Public Services Chair and soon to be U. S. Senator Paula Hawkins was keynote speaker. An all-around success with 58 charter members. And the region grew to four chapters.

Transportation Reconquers Distance! And guess what? An airfreight forwarder marketing guy from Tampa, Jack Ballou had attended an early Chapter 300 meeting and called to ask how Tampa could have a chapter. Now Southern Region Three was geared up to respond. Invitations to an organizing meeting went out on regional letterhead along with promotional materials and Alphans to a long mailing list provided by Jack. This time the first organizing meeting drew a big crowd and the officers of a new to be established chapter were elected on the spot. Turned out there had been a chapter a dozen years earlier in Tampa, Chapter 87 and the new group wanted that number back. They got it! And new National President Jack Kane, presented the charter to an all-time record of 106 charter members! And Southern Region Three grew to five chapters!

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Now we'll have to speed up this narrative. To keep Delta Nu Alpha growing in Florida we responded to inquiries from Florida Institute of Technology in Melbourne which brought about the charter of Space Coast Chapter 313. Interesting about this chapter charter was that due to scheduling of meetings of Delta Nu Alpha's National Board of Directors in nearby Winter Park, after a whirlwind tour of the Kennedy Space Center, the new chapter was chartered by the entire National Board of Directors. And more! Sarasota Manatee Chapter 324 came along because they were a bit remote for travel to Tampa for dinner or luncheon meetings. Florida's Delta Nu Alpha had doubled the number of chapters and the number of members! Tales of other new chapters continued. Again, a phone call! From Canada! The Motor Truck Club of Toronto was inquiring about affiliation with Delta Nu Alpha. And affiliate they did! Can Alpha Chapter 325 got its charter. Interestingly, that's why our terminology and titles were changed from "National" to "International" as we became a two nation organization. Another new chapter had come seeking us! The last of this tale of six was also quite different: for years retired life members had been listed under Chapter 700. But one structure still was needed. Those who wished to have membership but who were located in remote spots where there could never be a chapter needed to be settled. Chapter 750 was then set up as an At Large chapter by executive order.

TRANSPORTATION RECONQUERS DISTANCE. That has a nice sound to it. The message from this article is, that with the proper ingredients you can do it too. Support is available! Let's do it!

Delta Nu Alpha News You Can Use

Article from **Law Office of Seaton & Husk, L.P.**

CONGRESSIONAL AND ADMINISTRATION NEWS

Worker Misclassification Provisions Contained in President Obama's Budget Proposal

The President's Fiscal Year 2011 Budget submitted to Congress includes some initiatives seeking to address the issue of workers being misclassified as independent contractors. First, the President is proposing to grant the Department of Treasury and the Internal Revenue Service the ability to issue guidance on the proper classification of workers under common law standards. The guidance would be industry starting with the industries where there has been a history of misclassification. The proposal would also authorize Treasury and the Internal Revenue Service to create more narrowly defined safe harbors than what exists under current law. This change is estimated to raise a little more than \$7 billion over the next ten years.

The President's Budget also proposes \$25 million for the Department of Labor to target misclassification of workers. The proposed funding would be used to hire additional Department of Labor personnel used for enforcement and to create competitive grants for states to address this issue. The proposals in the President's Budget will not directly affect Congressional action on Section 530 legislation or Department of Labor actions. The significance of these proposals in the President's budget is two-fold. First, it is a clear indication of the Administration's position on the issue. While one can point to then Senator Obama's legislation on this issue, the new development is that this is now an Administration priority. Second, it is something that supporters of the McDermott/Kerry legislation can point to and try to use to build momentum for their legislation.

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Continued from page 5- News You Can Use

Articles from **ttnews.com**

New Trailer Orders Up 10%, Led by Spike in Dry Vans

Orders for new trailers rose 10% in January, compared with 2009, ACT Research Co. LLC reported last week, but the increase may not signal the start of a prolonged recovery, an ACT analyst said.

Intermodal Freight Volumes Improve

Intermodal freight volumes showed their first year-over-year gain in 15 months during December as the U.S. economy improved, raising hopes for a resurgence, said the latest Intermodal Association of North America market report.

U.S. Class 8 Fleet Size Contracts; Decline Leaves 3.57 Million in Use

The lengthy and ongoing truck sales drought caused America's Class 8 truck fleet to contract 2.1% during the fourth quarter, the first such decline since the third quarter of 2008, according to the year-end report on commercial vehicle registrations by R.L. Polk & Co.

House Leaders May Seek 'Adjustments' to Senate's Jobs, Highway Legislation

The U.S. Senate last week passed legislation that would extend current highway legislation and transfer \$20 billion to the Highway Trust Fund, but a key legislator reportedly said the Senate bill would not pass the House of Representatives, which already has approved a broader, more expensive measure.

Article from **etrucker.com**

NAFTA trade rises in December

Trade using surface transportation between the United States and its North American Free Trade Agreement partners Canada and Mexico was 10.5 percent higher in December 2009 than in December 2008, with a value of \$58.5 billion, according to the Bureau of Transportation Statistics of the U.S. Department of Transportation.

The increase was the first over the same month of the previous year since September 2008, but the value of trade in December still remained 4 percent below the value in December 2007.

BTS reported the value of U.S. surface transportation trade with Canada and Mexico fell 0.8 percent in December 2009 from November 2009; month-to-month changes can be affected by seasonal variations and other factors.

U.S.-Canada surface transportation trade totaled \$35.4 billion in December, up 7.8 percent compared to December 2008. The value of imports carried by truck was 2.3 percent lower in December 2009 than December 2008, while the value of exports carried by truck was 11.2 percent higher. Michigan led all states in surface trade with Canada in December with \$4.7 billion.

U.S.-Mexico surface transportation trade totaled \$23 billion in December, up 15 percent compared to December 2008. The value of imports carried by truck was 15.5 percent higher in December 2009 than December 2008, while the value of exports carried by truck was 10.4 percent higher. Texas led all states in surface trade with Mexico in December with \$7.9 billion.

Surface transportation consists largely of freight movements by truck, rail and pipeline; about 85 percent of U.S. trade by value with Canada and Mexico moves by land modes.

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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Street Address _____

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Credit Card: MasterCard _____ Visa _____ American Express _____

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Card Expires _____ Total Payment _____

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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.