

Delta Nu Alpha

Alphian Connection



EDUCATING TOMORROW'S TRANSPORTATION PROFESSIONALS TODAY

May 2009

Message From the President, Don Adams

Dear Delta Nu Alpha members,

A little update from our Board of Directors and myself. We just finished our first webinar of the season, it was very informative, and we thank Gary Nichols (past international President) for sharing some of his expertise. As a result we gained 4 new members and several full webinar series subscriptions. Check out the remaining webinar opportunities listed in this Alphian to learn how you can register for these programs. This is our way to offer educational opportunities to those members who may not have regular a chapter in their area. It is also a way for chapters to offer something to their members in lieu of a speaker if that need arises.

The dates for this year's Transportation Education Conference are; October 29-31 in Nashville, watch for details. We are also looking for people who would like to help lead our organization. We need board members and officer candidates, please contact Laura, our administrator at admin@deltanualpha.org if you're interested. Take it from me, it is a rewarding experience to help create and shape the direction and benefits of this worthy group.

Along these same thoughts; I wish to extend my sincere thanks and appreciation for all of our Chapter leaders, Board members and Committee members. The leadership of any organization is sometimes a thankless task, but again, the rewards and satisfaction are plentiful. Thank you all!

As our meeting season draws to a close for the summer, please remember to share your chapter election results with Laura so we can keep up with all current data.

Best personal regards,
Don Adams
President Delta Nu Alpha International

Join us on LinkedIn
<http://www.linkedin.com/in/deltanualphainternational>

Table of Contents

Page 2 - Ask the Expert

Page 3 & 4 - Upcoming Events and Meeting Contacts

Page 5 - Delta Nu Alpha - The Beginning

Page 6 - Foundation Update

Page 7 - Delta Nu Alpha International Board and Delta Nu Alpha Foundation Trustees

Page 8 - Scholarship Information

Page 9 - Webinar Schedule

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.

Upcoming Events

Webinar Schedule!

NOTE: Times for the May 19 and June 16 webinars have been changed from 6:00 to 4:00 pm.

Tuesday, May 19 at 4:00 pm - Dan Sullivan, of Sullivan & Hincks presents *Bills of Lading, the Most important Document in Shipping*

Tuesday, June 16 at 4:00 pm - Joel Webber, of Couri & Couri presents *What everyone should know about Haz Mat*

The cost is \$35.00 for members or \$50.00 for non-members. If you pay for all three webinars at one time, you receive a \$25.00 discount. Non-members can join Delta Nu Alpha before the webinars and pay the \$35.00 price, however, we have to have membership dues first.

If you are interested in signing up, there is a form on page 9 of this newsletter.

Chicago Chapter

Chicago election results: Don Adams President and Steve Wozniak Vice President.

Chicago chapter will hold annual scholarship fundraiser golf outing Thursday July 16 at Glendale Lakes GC in Glendale Hts IL contact Mike Logan for details mlogan@baselinetransportation.com

Bowling Green Chapter

Bowling Green elections results:
Bob Oda was reelected President
Clint Laird was elected Vice President
Scott Nehm was reelected Sec/Treas.



Rockford Chapter

Delta Nu Alpha Rockford Chapter 65 will be hosting the 24th ANNUAL PROFESSIONAL TRUCK DRIVING CHAMPIONSHIP. May 16th, 2009.

The driving competition is held at Maggio Truck Center I39 and Baxter Rd, Rockford, Illinois.

Start time is 8:30 AM and entry forms can be obtained by contacting Jeff Wilmarth at Silver Arrow Express. 815-397- 4892 ext. 223 Fax 815-397-4626 or contact via email silverarrow@comcast.net

Nashville Chapter

Date: Thursday, May 7, 2009

Location: Woody's Steakhouse 2424 Gallatin Road, Madison, TN 37115

Time: Networking — 5:30pm/6:30pm Dinner/Program — 6:30pm/8:00pm

Phone#: (615) 859-5070

Tariff: \$25.00

Speaker(s): Mr. Martin Medlock— Started with UPS June 6th, 1984 - 25 years of service next month. Hub Operations as part time supervisor. Completed a Marketing Degree from MTSU. Has held various positions in the company that include driving a package delivery car, 3 1/2 years in accounting. 4 years as an account executive, and a sales manager since September 10th, 1999.

Mr. Donny Dotson - Started with UPS March 20th, 1989 - 20 years of service. Package handler as part time. Completed a Business Degree from Tennessee Tech University. Has held various positions in the company that include driving a package delivery car in Cookeville, TN, 6 years as an account executive, and a major account manager since March 2000.

Program: Decision Green, UPS's approach to environmental sustainability.

Please make your plans to attend! For reservations contact Donna Wood at 615-459-5343 or donna@mcdtrans.com.

Make plans now to attend our annual Transportation Education conference (TEC) this fall; October 29-31, 2009 at the Downtown Sheraton Hotel in Nashville TN. More details to follow, industry tours, speakers, seminars, trade show and awards, save the dates!

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 - Steve Wozniak stevewozniak@gmail.com

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

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

Western Michigan - Tim Dalton tim.dalton@leanlogistics.com phone 616-738-8706 x. 306 or fax: 616-738-6462

Milwaukee Chapter #317 - Kurt Koenig kkoenig@quikx.com phone 414-550-3602

Bowling Green Chapter - Bob Oda boboda@ymail.com or boda@desaint.com phone 270-745-7715

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

Delta Nu Alpha - The Beginning

by Jim Glover, Past International President, 1985-'86

One great resource exists which tells us of the history of Delta Nu Alpha Transportation Fraternity, Inc. In 1985, James L. Martin, Past National President agreed to appointment as Historian of our organization and asked what he should do in that role. The answer to his question was that in a few years we will reach the fiftieth anniversary of Delta Nu Alpha and your role, if you accept it, will be to write the history of our organization. After years of service to Delta Nu Alpha, Jim Martin took on that project and spent five years writing the 180 page The History of Delta Nu Alpha Transportation Fraternity 1940 1990, which he presented to us at the 50th Anniversary Meeting in Philadelphia. Much of the content of this and future articles on our history is drawn from Jim's volume.

Prior to World War II, traffic and transportation management curricula were established in Philadelphia at Temple University and the University of Pennsylvania. Dr. G. Lloyd Wilson was a leading transportation educator who taught in the programs at both schools. At Temple, a fraternity of students in the transportation course of study was named Phi Alpha Epsilon. Its president, a senior, was Walter T. Pancoe. It seems that young Mr. Pancoe had a vision that an organized fraternal and honorary professional organization was needed beyond the world of university students. He got Dr. Wilson's attention and the two set out to explore the possibility. To do so, they recognized the need to interest people in the profession about the idea and that led to a meeting with one Theodore V. Volk at the corporate headquarters of E. I. DuPont Co. in nearby Wilmington, Delaware. Ted Volk was chairman of the Education Committee of the Transportation Club of Wilmington and he was immediately enthused about the idea. Evening courses in transportation management were begun taught by Dr. Wilson at a local YMCA. Recognition of the first graduates of those courses led to the actual establishment of the new organization and its first meeting was held on December 11, 1940. At some point, lost to our history, John E. Howard became involved as the fourth of the founders.

Delta Nu Alpha continued as a single chapter organization in Wilmington for three years until Frank P. Ryan, a friend of Ted Volk's from Pittsburgh became interested and formed Chapter 2. A year later a group in another Wilmington, Wilmington, North Carolina formed Cape Fear Valley Chapter 3 of the young organization and early in 1945 Chapter 4 in Philadelphia began immediately followed by Chapter 5 in New York City. And on April 19, 1945, the first "National" meeting of Delta Nu Alpha was held in Philadelphia at the Sylvania Hotel. Ted Volk was elected national president and an executive committee was created. Shortly after, a one room office on Market Street in Wilmington was set up as the national headquarters, a budget was formulated and dues of 25 cents per year was set. Dr. Wilson was charged with the task of designing the fraternity's seal, resulting in a seal quite similar to today's. By June, Ted Volk was busy creating the first constitution and bylaws and Dr. Wilson writing the objectives which remain today.

In keeping with the concept of an honorary professional society, the Greek letter name was chosen partly because honored associations like Phi Beta Kappa used the Greek letters as their names, but also because the earliest history of commercial transportation was from the Greek in the year 155 A.D. in the form of paid freight bills for the movement of grain from Theodelphia to Alexandria. Transportation Conquers Distance was the motto which translated into Greek become Diacomion Nikam Anastavis, abbreviated by the initials Delta Nu Alpha. Those initials became the name of the organization. As they

Continued on page 6

Continued from page 6 - The History of Delta Nu Alpha

are an abbreviation of the motto, this explains why it is unacceptable to further abbreviate our name with English language initials.

Early on, Delta Nu Alpha had no problem with taking political positions on transportation matters to the extent that the organization submitted resolutions involving matters of the Interstate Commerce Commission directly to the Congress.

By 1950 the fraternity boasted 44 chapters in 18 states and a membership of 3,500. For the first time, a full time office manager had been hired and office furniture purchased. We were indeed underway! Our next column in this space will focus on a few of the many great contributors to Delta Nu Alpha through the years. It is impossible, of course, to name all who made great strides for the fraternity, but there are good reasons for naming the few you will read of.

Job Listings

If you are looking for a transportation employee, email your posting to admin@deltanualpha.org. We will post your job in the newsletter and include it in our new online job bank which will be active soon!

Foundation Update

Tom Bock, Foundation Scholarship Chair, has sent more than 300 e-mails to college and university contacts to promote the 2009 Delta Nu Alpha Foundation Scholarship program. The application and procedures were included in the correspondence, and reference to the Delta Nu Alpha Foundation website for additional information on the Foundation and the Scholarship Program.

Prior to the broadcast to the universities and colleges, several students, at major transportation schools around the US, had already viewed the website and requested applications. The weakened economic environment brings good news and bad news; we anticipate a larger than average request for scholarship funding and a weaker than average support from some of our historical benefactors.

The pressure is on to generate the money to support the many worthy applicants. The Foundation Trustees are working diligently to secure funding, and we ask the Delta Nu Alpha members and chapters to look at the Foundation as the service entity for your chapters' scholarship funds. If you have worthy local applicants, please continue to support these students. If you are lacking in qualified applicants, please consider making a donation to the Delta Nu Alpha Foundation. Donations at or above \$2000 will leave an option to name the scholarship for your chapter, corporation, or specific individual.

The pressure is on to generate the funding to support the numerous impressive applicants. The Foundation has long supported scholarships in the name of Delta Nu Alpha members who spent the greater portion of their lives promoting education in the transportation industry, long before the words logistics and supply chain became synonymous with transportation. The three named scholarships are: May Schoon, Cathy Davis and Terry Priest. All three would be proud of your contributions to the Foundation, and moreover *the contributions to the industry to be made by the scholarship recipients*. Please give generously. For more information on the tax deductible donations, please visit the Foundation website at: www.deltanualphafoundation.org or by calling me. Scholarship application information is included on page 7 of this newsletter.

Delta Nu Alpha International Board

President - Don Adams

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

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Nationwide Marketing
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Director – Hank Seaton

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Director - Herb Blair

MCD Transportation
(615) 459-5343
herb@mcdtrans.com



Delta Nu Alpha Foundation Trustees

Chair - Clifford Smith

(623) 414-1194
cliffsmith49@gmail.com

Vice Chair - Jeff Wilmarth

Liaison to the Fraternity
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901 22nd Street
Rockford, IL 61108
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3327 S Highland
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gnichols01@cableone.net

Trustee - Tom Bock

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bocko@mindspring.com

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(615) 554-0142
carolh24@msn.com

Scholarship Information

The Delta Nu Alpha Foundation Scholarship Program is open to all students studying in the fields of Transportation, Logistics and Supply Chain Management and pursuing Associate or Bachelor undergraduate degrees. Scholarships will be awarded in September 2009 to be used during the 2009-2010 academic year.

Scholarships are based upon the student's demonstrated scholastic achievement, leadership ability, experience, and career commitment. Delta Nu Alpha membership and the need for financial aid will be considered.



Applications may be obtained on our web site at www.deltanualphfoundationa.org

Please note that the application and required documents **must** be postmarked by May 31, 2009 and mailed to:

Delta Nu Alpha Foundation Scholarships

Tom Bock
Delta Nu Alpha Foundation Scholarship Chair
4123 Apple Blossom Rd.
Lutz, FL 33558

All applicants will be notified of their final status by July 31, 2009. If you have questions, please contact Tom Bock Delta Nu Alpha Foundation Scholarship Chair at 813-220-6212 or tbock@oilpursys.com

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 would like us to contact them email admin@deltanualpha.org and we will contact them for you.

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

Chapter Officer Report - Chapter Presidents, send your 2009 Chapter Officer Reports to the Delta Nu Alpha office.

Delta Nu Alpha Web Site - New Design (*New Updates*). Check the Job Bank for postings; the Job Bank is a Delta Nu Alpha member benefit, listings are *no charge* for members.

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.

Delta Nu Alpha Webinar Schedule



Don't miss this opportunity to participate in an informative and cost effective educational forum without leaving your office or home!

Please Check the Webinar you are interested in:

- Tuesday, May 19 - 4 pm CDT Dan Sullivan, of Sullivan & Hincks presents *Bills of Lading, the Most important Document in Shipping***
- Tuesday, June 16 - 4 pm CDT Joel Webber, of Couri & Couri presents *What everyone should know about Haz Mat***

The cost is \$35.00 for members or \$50.00 for non-members for each webinar. Non-members can join Delta Nu Alpha before the webinars and pay the \$35.00 price, however, we have to have membership dues first.

WEBINAR REGISTRATION

Name _____

Street Address _____

City _____ State _____ Zip _____

Phone _____ Email _____

Credit Card: MasterCard _____ Visa _____ American Express _____

Credit Card # _____ V - Code _____

Card Expires _____ Total Payment _____

Signature _____

All registrations must be prepaid in U.S. dollars.

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.

If you have any questions email admin@deltanualpha.org. Sign-in information will be provided prior to the Webinar via email. Visit our website for more information: www.deltanualpha.org.