

Delta Nu Alpha

Alphian Connection



EDUCATING TOMORROW'S TRANSPORTATION PROFESSIONALS TODAY

May 2010

Message From the President, Don Adams

Good Day Fellow Alphians,

Spring has sprung and times are changing. We all have seen a general uptick in our businesses, some more than others. In the trucking world, capacity has been tightening, rates may be inching upwards, shippers are concerned about availability in the full truckload area. Our economy like all things is cyclical, and knowing how to be proactive and not reactive are the signs of true professionals.

As members of Delta Nu Alpha, you have taken one of many steps to enhance your professionalism and knowledge about your industry. As I have witnessed over the years, most people who join and are active in Delta Nu Alpha consider transportation, logistics and supply chain their profession not their job! By being involved in professional organizations, mostly on our own time and our own dime, we prove that we are true professionals not just people with jobs.

Please stay involved, watch our website, subscribe to the Journal of Transportation Management (JTM) that DNA produces, sign up for our webinars, attend chapter meetings. All these things take so little of our time compared to your entire career and success, or lack of success for those who just "do a job". Be proud of your industry, support Delta Nu Alpha, stay involved!.

Best Wishes to All!

Don

"Day after day, by your words, your action, and your thoughts, you have chosen your own path, And that path has brought you to precisely where you are."

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Upcoming Events

Chicago Chapter

Chicago chapter golf outing scholarship fund raiser, Thursday July 15 at Glendale Lakes Golf Club Glendale heights IL. Contact Don Adams, dadams9021@comcast.net, for more details

Derby Town Chapter (Louisville, KY)

The Derbytowntown Chapter will be capping off another successful season of programs with its Annual Dinner Meeting Event on Thursday, May 13, 2010. Come join us as we celebrate a true "Taste of Kentucky" with an evening of "fine Southern-inspired cuisine" and a bourbon tasting at Bourbons Bistro, 2255 Frankfort Avenue, Louisville, Kentucky. Networking begins at 5:30 PM, with dinner at 6:15 PM, and presentation at 7:00 PM. Our special guest speaker(s) will share insights into the distilling process and rich history of one of Kentucky's most well-known and unique exports, bourbon whiskey. Please make your reservations by May 11—call Kathy Leamer at (812) 944-9488 or e-mail her at kleamer@nclworldwide.com. Cost is \$50 (cash or check—payable at the door). Also, please indicate to Kathy the number in your party participating in the bourbon tasting and if any of your party prefers a vegetarian meal selection. Please note: Bourbons Bistro is a Louisville Originals restaurant partner with CityScoot, making designated driver services available to its patrons for a reduced rate.

The Derbytowntown 112 officers and Board would like to take this opportunity to thank everyone for their support of our programs for the Fall 2009/Spring 2010 season. We look forward to bringing you more great programs and tours in Fall 2010!

Milwaukee Chapter

Will be doing a Millercoors program on how they merged the two supply chain together from a logistics prospective. Program is from 12:45 pm - 3:00 pm on Tuesday, May 18, at their Brewery facility on Milwaukee. For more information email Kurt at kkoenig@quikx.com.

Nashville Chapter

Join us May 20 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.

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

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

Chicago Chapter 253 - Don Adams dadams9021@comcast.net

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

Milwaukee Chapter 317 - Steve Rose srose@hubgroup.com

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

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

South Florida Chapter 53 - Jim Glover Fortjimfl@aol.com

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

Transportation Person of the Year

Do you know someone who is an outstanding Transportation professional? We are now accepting nominations for the 2010 Transportation Person of the Year award. You can download an application at www.deltanualpha.org (left column). Applications are due by September 1. Completed applications can be emailed to admin@deltanualpha.org.

Save the Date

NASTC / TEC in Nashville, TN, November 11-13, 2010

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

MAXWELL T. POWELL

I think it fitting to remember President Powell at this time as I have just come across what may be the most recent photo of him taken at the 30th Anniversary Banquet of our Miami Chapter 53 on June 8, 1981 at Hollywood Beach, Florida. He was there at his own expense at our invitation to be guest speaker. For years, if something meaningful were happening in Delta Nu Alpha across the nation, Max just might turn up. The Annual Meetings of the fraternity frequently, if not always, were a platform for Max to do what Historian and Past President Jim Martin wrote about him in the volume entitled "The History of Delta Nu Alpha, 1940 to 1990." "Maxwell Powell was dynamic, meticulously organized, well liked and in later years affectionately known as the 'conscience of the Fraternity.' He was quick to offer help and equally quick to raise his standard to battle if he believed that a shift or change in a rule or regulation would be harmful to the Fraternity.. A transportation attorney by profession, Max brought his particular style and dedication to the Presidency." But often overlooked was probably his most significant achievement. His Annual Meeting in Dallas, Texas in October, 1961 was the first to go beyond the previous business meeting format and include the educational conference theme which continued through the years. In 1985 our board of directors considered our Transportation Man (sometimes a female) of the Year award as an honor given to someone in our profession who made the most significant impact on it. We established the Maxwell Powell Award as the highest honor for contributions to Delta Nu Alpha. Had Max been with us at that point, he himself would have deserved that award.



Max Powell

For more than a year, I have offered a number of articles, and even a contest, on the history of Delta Nu Alpha. I have been outspoken in my demand that we never refer to ourselves as "DNA." But that's not as important as the year we are in right now which will conclude on December 11th with the Seventieth Anniversary of Delta Nu Alpha. I've been keeping other "irons in the fire" such as my project to provide better biographical insights on our founders, truly an inspiring group. I am currently corresponding with Ms. Mollie Repetto, Director of Development and Alumni Affairs at the Fox School of Business at Temple University in Philadelphia in an attempt to learn more of Walter T. Pancoe, whose idea Delta Nu Alpha was. I will be continuing this month to achieve contacts at the University of Pennsylvania and E. I. DuPont Company to learn more about Dr. G. Lloyd Wilson and Theodore V. Volk.

Another of my projects is to somehow reestablish Chapter 53 in South Florida. Three members now, is a pretty small start, but there's even a Biblical passage we can relate to. Hopefully we can find sponsors and assistants to grow the three to a hundred in short order. I will vacation in June and July but if there are developments, I'll be happy to report.

"TRANSPORTATION RECONQUERS DISTANCE" Jim Glover

Delta Nu Alpha News You Can Use

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May 6, 2010

WIU SCM Students Sweep Delta Nu Alpha, Chicago Chapter, Scholarship Awards

MACOMB, IL -- Finding and getting a job is no easy task in a tough economy. Job seekers, these days, are better positioned if they have an edge as they tackle the job market. Recently, three Western Illinois University students studying in the marketing and finance department's supply chain management (SCM) program -- and who will be in the job market within the next year or so -- garnered a bit of that needed edge with the help of the **Chicago chapter of Delta Nu Alpha, "an international organization of professional men and women in all areas and at all levels of transportation and logistics."**

Kortney Burrage, a senior from Rock Island (IL); Chanel Greenleaf, a junior from Highland Park (IL); and Mike McGraw, a junior from Knoxville (IL), were named recipients of three scholarships awarded by the **Chicago chapter of Delta Nu Alpha** this spring. Each student will not only receive the scholarship funds to offset the cost of his or her individual education, but the fact they each received the scholarship will put them in high contention for attending **Delta Nu Alpha's national conference in Nashville (TN) in October**, which will offer each student a plethora of future employment networking opportunities.

According to Barton Jennings, associate professor in Western's SCM program, the fact that WIU received three scholarships from the **Chicago chapter of Delta Nu Alpha** this spring is particularly noteworthy because, for two of the scholarships, Western's SCM students are competing against students studying in much larger SCM or similar programs at such institutions as Northwestern University and Elmhurst College.

"**Delta Nu Alpha** has supported WIU's supply-chain program for a long time. Long ago, the Chicago chapter committed to one scholarship per semester for Western students. Traditionally, that chapter has awarded three scholarships per semester, one to a WIU student, and then usually a Northwestern student gets one and an Elmhurst College student gets one. This semester, the **Chicago chapter of Delta Nu Alpha** awarded all three of their scholarships to WIU students -- Kortney, Chanel and Mike. For our SCM program, it's very exciting, because although we're a very small program, this demonstrates that our students are successfully competing against students studying in much larger similar programs -- in which they may have between 10 and 15 faculty and 500 students -- at larger institutions. In Western's SCM program, we have about a hundred students and three faculty between the Macomb and Quad Cities campuses," Jennings explained.

Don Adams, president of the Chicago chapter of Delta Nu Alpha and of the national Delta Nu Alpha organization, explained why this spring semester, the Chicago chapter members decided to award all three of their available chapter scholarships to Western students.

"The applications we received from the WIU students illustrated they were all deserving of a scholarship. All three have superior academic performance, and they all have, or will have, served in an internship position. One of Delta Nu Alpha's goals is to encourage our scholarship recipients, as well as the members of Delta Nu Alpha's student chapters, to enter and remain in

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the field of transportation and supply-chain logistics. We feel that internships are important for students and will help them along in their career paths in the field," Adams said.

Burrage, who will be entering her third summer of interning with Corn Products International (Westchester, IL), noted that the internship opportunity has given her a chance to apply the knowledge she has been introduced to through WIU's SCM courses.

"Having the hands-on experience prior to entering the field, I think, will give me the confidence and practice I need to do my job well," Burrage said. "My internship also has made me realize how much I truly love the field and has given me even more drive to do well in school in order to prepare myself for my future career."

McGraw will enter his second summer of interning for State Farm in Bloomington (IL) after his courses conclude at Western this spring.

"Working there last summer, I learned about purchasing, contracts and negotiating, and I also was exposed to a little bit of the transport part in warehousing. I haven't specifically figured out which area I'd like to work in the field, but my internship has given me some important experience before I actually enter the job market," he said.

Greenleaf, who will serve in her first internship this summer with John Deere in Waterloo (IA), is looking forward to the opportunity. She added that she feels her internship opportunity, as well as the help she has received from WIU's SCM program to apply for such opportunities as the Delta Nu Alpha scholarship, are the benefits of studying at Western.

"I definitely think the small program helps, because you develop a personal relationship with the instructors. You feel comfortable asking them questions. They not only help you with the courses, but they also help you network and they help you with your résumé. Their help for students extends way beyond just the courses they teach," she said.

Jennings noted that he is very proud of Burrage, Greenleaf and McGraw, as well as of Western's SCM students in general. He said that, in the recent past, Western students also have received scholarships from **Delta Nu Alpha's national organization, including in 2009, 2007 and 2006.**

"I would also like to thank John Deere for the opportunities the company provides our students. With Deere's help, we are able to provide such opportunities as funding some students' attendance at **Delta Nu Alpha's** conference and to other professional associations' conferences. That has helped our program become very well known, and it has helped our students make contacts in the companies that belong to these professional and trade associations," Jennings said.

For more information about WIU's supply chain management program, contact Jennings at (309) 298-1540 or BE-Jennings@wiu.edu or visit wiu.edu/marketing/prospective/undergrad.php.

For more information about the Delta Nu Alpha Chicago Chapter, visit <http://www.deltanualpha.org/>. To learn more about national-level scholarship opportunities, visit <http://www.deltanualphafoundation.org/>.

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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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.