

# Delta Nu Alpha



## Alphian Connection

EDUCATING TOMORROW'S TRANSPORTATION PROFESSIONALS TODAY

September 2011

### Message From the President, Sally Lubinski

Some say perfection comes through repetition, with that said we would like to repeat what our past president Don Adams had posted in the Alphian in September of 2010.

"As many of you are aware, membership is the life blood for any organization and Delta Nu Alpha is no different. It is more important today than it ever has been that we continue to grow our membership and bring value to our current and future members. There are many organizations out there competing for membership dollars to keep them afloat through these difficult economic times, but remember Delta Nu Alpha is one of the few educational organizations. Our organization has taken many steps to offer value to our current members thru various chapter meetings, ask the expert, newsletters etc, but we are still struggling".

As we plan for our annual conference in October we invite each and every one of you to attend. If you are already planning on attending the conference then why not encourage others to attend. If the first 2 people you invite do not want to attend, then pick out 2 others and so on. Continue to be an advocate for Delta Nu Alpha and help us grow. Our organization is only as strong as our members make it!!

Speaking of strong advocates for this fine organization it is a great pleasure that we congratulate our two winners of the Maxwell Powell award this year; Mr. James Glover and Mr. David Riggs. These two men are fine examples of people who continue to promote and show others the value of Delta Nu Alpha.

Regards  
Sally

### TEC 2011

October 6-8, 2011

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

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## Information and Highlights

### Hotel and Conference Headquarters

This year's TEC is at the NEW Aloft in Milwaukee, WI. The Aloft is located right by the scenic Riverwalk, and some of the city's top dining and brew pubs! **To book a room, call (414) 226-0122** and mention the Delta Nu Alpha conference. Room rates are \$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, CSA -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

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 6 or go to our website, [www.deltanualpha.org](http://www.deltanualpha.org) to pay with a credit card via Google Checkout. **Registrations due October 1.**

**Questions?** Email [admin@deltanualpha.org](mailto:admin@deltanualpha.org) with any questions you may have.

## Sponsors

### Corporate Sponsors



**Delta Nu Alpha Chapters**  
Chicago, Ill  
Derby Town Louisville KY  
Logistics Council - Milwaukee  
Western Michigan

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## 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

## A History of Delta Nu Alpha

**A Most Important Event  
Delta Nu Alpha's TEC and Annual Meeting  
by Jim Glover, Past President**

How time flies! I was all of seven years old with transportation exposure mostly to my beloved Lionel Trains set up. More transportation exposure might have been from ancestry, namely Colonel John Glover of Marblehead, Mass. Glover engineered the first real victory of the Revolutionary War, the Christmas Night defeat of the Hessians at Trenton which energized the continuation of the revolution! Glover ended the war as a Brigadier General and he spent much effort trying to get George Washington to release him from his duties so he could return to his shipping business. But he certainly was an early "Logistics" guy. Genealogical research shows him NOT to be an ancestor of mine. But the research was fun and the visits to Marblehead and the Glovers Square mansion were fascinating. Returning to seven years old, we must note a significant event in Delta Nu Alpha's history. It was 1945 and the young Delta Nu Alpha, following its Wilmington, Delaware founding in 1940, had, despite the first years of World War II, added the early chapters: Pittsburgh, Philadelphia, New York and Wilmington, North Carolina. And so, on April 19, 1945,

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## Continued from page 3- A History of Delta Nu Alpha

the first "National" Meeting of Delta Nu Alpha was held at the Sylvania Hotel in Philadelphia. Elected were T. V. Volk as President and four other founders to form the initial Executive Committee of the fraternity. Soon thereafter an office was found in Wilmington for a "National Headquarters." Some financial planning followed in May at Dr. Wilson's office in the University of Pennsylvania. As the year continued, Delta Nu Alpha had reached 11 chapters and more than 600 members.

On November 7, 1946 the first college group, Syracuse Beta was admitted. By 1947 Delta Nu Alpha had also become a "Tea Party" with a national resolution to defeat HR 2657 in Congress. And they were successful. HR 2657 would have eliminated non-lawyer practitioners from ICC proceedings. Just five years later, the fraternity had grown to 56 chapters, 12 of which were collegiate. Annual meetings were busy events as we struggled to develop publications, programs, rituals and the national organization itself. Throughout the years, annual meetings saw the growth of the "Fraternity" and a number of significant changes. Although it may seem strange to today's young adults, the "Fraternity" thing was at first, strictly for the boys. I personally have complained through the years that our name needs one very simple change: one word: Fraternity to Society. Early writings within Delta Nu Alpha said things like "Each Chapter award two pairs of nylons....." and "To bring together a group of men who are interested.." and "in order to attract men to this field and assist them..." Somehow, a World War Two lesson was still to be learned. While the "boys" were off fighting in Europe and the Pacific, many "girls" were shouldering burdens in industry which were new to them and they often succeeded. The original wording of the sixth objective of Delta Nu Alpha was "To encourage young men of ability to enter and remain in the field of transportation..." And through the years Delta Nu Alpha gained respect in the transportation field and we began to make an award at our annual meeting to an individual who had the most impact on the field. That award was widely publicized and it was a huge honor to be named Delta Nu Alpha's "Transportation Man of the Year." And, of course, that award was given at our Annual Meeting. Then, in 1975, a Delta Nu Alpha member known as Pete Siefert of Easton, PA received the award. And that was a breakthrough, because "Pete" was a nickname given to Grace Siefert, Transportation "Man" of the Year! Grace continued in life as an inspiration for Delta Nu Alphas in the Allentown-Bethlehem-Easton area of northeastern Pennsylvania. Again, even years later, the sales rep of one of the major motor carriers said to me in anticipation of the Annual Meeting in Hollywood, Florida: "And wait 'til you meet the Terminal Manager of our company from Nashville, Tennessee!" Nancy Mason was that Terminal Manager for Ryder Truck Lines and we are friends to this day: and she's still in the trucking business! Shame on us if we can't move on to that name change!

The Annual Meeting made a major change a few years earlier. More recently we have created the "Maxwell Powell Award" to honor a member who had contributed most. Our original highest award was to honor someone who had made the greatest impact on our field. This honor was meant for a professional who may not have been a Delta Nu Alpha member. So we created the "Max" strictly to honor a Delta Nu Alpha member. We did so because Maxwell Powell, the 13th National President, had become known as someone, long after his terms of office, would still respond to chapter requests as a speaker and national involvement in our business affairs to the extent that he became known as the "Conscience of the Fraternity." But even as we honored Max by the naming of this award, we were unaware that a study of our history would reveal that the Annual Meeting of the Maxwell Powell Presidency would be the beginning of the Transportation Educational Conference theme which continues until this day.

This year's coming TEC and Annual Meeting looks to be another truly significant event for Delta Nu Alpha. Plan to go!!

## Maxwell Powell Award Winners

**Jim Glover** - after a decade of experience in Philadelphia within the supermarket industry as a corporate distribution services staffer and distribution center operations superintendent and transportation superintendent followed by a year as a management consultant in the same fields, Glover landed in South Florida as a brand new employee in the Traffic Department of Food Fair Stores to start a brand new expediting function-years before J.I.T. had been figured out. He did well with it and was promoted soon to Division Traffic Manager with an invitation to join Miami Chapter 53 of Delta Nu Alpha! Then he had to learn what traffic management was all about. Thanks many times to those chapter members. Jim went on to be chapter vice president, president, and co-host of Delta Nu Alpha's 1977 National Annual Meeting at Hollywood, Florida. That year National President Dick Sherrod announced our National Headquarters was to be transferred to a professional association administrator in Orlando, Florida. Jim was horrified! Delta Nu Alpha in all of Florida was comprised of only Miami Chapter 53 with a strong membership of 135 and Jacksonville Chapter 88 with a good membership and tiny Chapter 219 in Fort Lauderdale and certainly no chapter in Orlando. Jim got elected Regional Vice President of Southern Region 3 and went on to form Chapter 300 in Orlando, Chapter 87 (an old number) in Tampa, Chapter 313 in Melbourne and Chapter 324 in Sarasota. During this process Jim served on a number of national committees. He received the fraternity's Outstanding Regional Vice President Award in 1979. Finally, with support of people including our beloved and honored Max Powell, Jim ran for and was elected National Secretary Treasurer at the Annual Meeting in 1981 in Sun Valley, Idaho. To him, it always seemed there was lots more to be done and so, he chartered Can Alpha Chapter 325 in Toronto, our first truly international chapter (the reason we call our officers and board "International" today.) Glover also established the Delta Nu Alpha Foundation, but this is really about the geniuses in Wilmington, Delaware and Philadelphia who began the whole thing in December 1940, Ted Volk, Dr. Lloyd Wilson, Walter Pancoe and the others. Glover says it's all a tribute to those guys, even way back then.

**David L. Riggs**, MBA, BA, AA, ICC, FMC is a Transportation & Logistics consultant with emphasis on Railroad freight transportation logistics, rates and route selection management. Mr. Riggs continues to be involved in the educational aspects of transportation in keeping the Delta Nu Alpha members current on the latest trends in the field of logistics and transportation management. His education includes an MBA (Business Management), from Phoenix University, BA, (Sociology/Political Science), from San Jose State University, San Jose, CA, and an AA from (Business management), Hartnell College, Salinas, CA. Certifications include: ICC: Practitioner before the Interstate Commerce Commission (US DOT), FMC: Practitioner before the Federal Maritime Commission (US DOT), Diploma: Transportation Management, Golden Gate University, San Francisco, CA, Certificate: Supply chain Management, Golden Gate University, San Francisco, CA. Mr. Riggs is dedicated to transportation and Delta Nu Alpha:

- Northern California Regional Sales (San Francisco area) Manager, Southern Pacific (Union Pacific) Railroad
- Lifetime member – Delta Nu Alpha , Santa Clara, CA Chapter, and Monterey, CA Chapter; with Delta Nu Alpha International President highest office held
- Member of the ICC Practitioners Association - San Jose, CA Chapter, and San Francisco, CA. Chapter and Chapter President was highest office held.
- Delta Nu Alpha International Conference three times presenter
- As Delta Nu Alpha International President, instituted and launched a successful Transportation topic webinar program in 2006-2007
- High School substitute teacher for local school district
- Former DeAnza College (CA) Transportation Board Director
- Continues being active in Delta Nu Alpha as their “At Large Representative” for international members not associated with a local chapter.

# 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. **Registrations due 10/1.**

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](http://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](mailto:admin@deltanualpha.org).

## Job Listings

**POSITION:** Traffic Coordinator

**OVERVIEW:** To have the ability to manage, by entering and scheduling, the process of product coming into our facility and product going out to our customers.

**RESPONSIBILITIES:**

1. Must be able to schedule trucks to pick up product to be delivered to external and internal customers.
2. Must be able to prepare the proper paperwork to give to the driver when carrier comes to pick up the load (e.g. Bill of Lading, Packing Lists, etc.).
3. Process shipments after they have left our dock.
4. Must be able to compare what the bill of lading states to what we received and enter into inventory by using our computer system.
5. Any other duties as assigned by management.

**REQUIREMENTS:**

1. Ability to read, write, and communicate in English at a level to facilitate the understanding of the terminology of the job.
2. Ability to comprehend and follow written and/or verbal procedures or instructions.
3. Must have good mathematical skills.
4. Ability to communicate changes in a clear and concise manner to multiple parties
5. Must have exceptional organizational skills.
6. Ability to organize and plan ahead to maximize job efficiency.
7. Ability to pay extensive attention to detail.
8. Coordinate and schedule carriers (e.g. traffic, shipping, expediting) to make sure product gets to customer on time.
9. Schedule appointments for incoming carriers. Receive ingredients for production.
10. Strong working knowledge of computers including Microsoft Word & Excel, internet navigation, and the ability to learn other programs quickly.
11. Must have good customer service skills and the ability to communicate effectively with external and internal customers through all channels (face-to-face, phone, email, etc.).

**CONTACT:** Tom Casey, Warehouse Supervisor, Kerry Ingredients & Flavours, Americas Region, N168 W21455 Main St, Jackson, WI 53037, (C) 262-353-6955, (O) 262-677-5050 Ext 136

**MAJOR PURPOSE OF POSITION:** Assist less-than-truckload manager in all administrative tasks.

**JOB FUNCTIONS:**

1. Processing shipments through house operating system. Including, but not limited to: creating, maintaining, and invoicing each shipment.
2. Shipment processing, including, but not limited to: Route and dispatch shipments via phone and internet, create bills of lading and shipping labels, trace and track shipments daily, obtain and attach proof of deliveries.
3. Maintain and distribute various daily, weekly, and monthly reports.
4. Process and audit freight bills for less-than-truckload department.
5. Organize and maintain filing systems for shipments, insurance documents, and proof of deliveries.

**KNOWLEDGE REQUIREMENTS:** High School Diploma required. Good working knowledge of PC software and Excel. Detail oriented, and strong keyboarding skills required (30 WPM minimum).

**TYPE AND LENGTH OF EXPERIENCE:** Entry level. Data entry experience preferred. Must be able to function well in a fast-paced environment while prioritizing quickly and effectively.

**CONTACT:** Email or mailed resumes accepted only. Please send to Stacy Kageff at [skageff@wislogistics.com](mailto:skageff@wislogistics.com) or WIS Logistics, 5065 S Emmer Drive, New Berlin, WI 53151

## 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 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.

## 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