

Delta Nu Alpha

Alphian Connection



EDUCATING TOMORROW'S TRANSPORTATION PROFESSIONALS TODAY

February 2010

Message From the President, Don Adams

Dear Members,

Just last month we announced that in celebration of Delta Nu Alpha's 70th birthday we were lowering dues, now more exciting news for you. Effective immediately we are having a membership contest with some real benefit and money for **unaffiliated** chapters. From now till November 1 2010, any new member joining will mean a \$10 rebate to the chapter! 5 new members= \$50, 10 new members = \$100. What a great way to build your chapter, and your chapter treasury. We will also count rejoining members if they have not paid dues in the prior two years. This is a win-win for everyone.

This all started by the exciting growth of our Bay Area Chapter in CA. and Bob Young. Bob has done a great job of starting a new chapter, recruiting members and holding his first few meetings. We are helping Bob get his chapter's feet on the ground...and they are running! Now guess what? We just received an inquiry from a previous member in the Minneapolis about starting a new chapter up there. This can happen anywhere, there are so many people who would benefit from the knowledge, encouragement, and fraternity that Delta Nu Alpha can provide, we all just have to help spread the word. Please don't be shy, ask, invite, help us grow!

On another front, we are very close to launching our new Journal of Transportation Management (JTM) project, with a new Editor, Dr. John Taylor of Wayne State University in Michigan. A JTM subscription comes with your Gold level Delta Nu Alpha membership, so it makes sense to upgrade today so you will receive the new edition when it's hot off the press! Non members can subscribe for \$50 annually, email admin@deltanualpha.org for more details.

Please remember, that in times like these, it doesn't **COST** to join Delta Nu Alpha, it **PAYS** to invest in yourself. Join today and you will begin to receive **INTEREST** in your career and our industry!

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Upcoming Events

Chicago Chapter

Next Chapter meeting is April 14. More details to follow.

Derby Town Chapter (Louisville)

The February meeting will be held on Thursday, February 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 Todd Thompson, Senior Vice President and Executive Manager of Exel Transportation Services. The topic will be "Managing Transportation in Today's Changing Environment". Please make reservations by February 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).

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.

Milwaukee Chapter

The February meeting "2010 The State of Transportation" will be held on Thursday, February 18 from 5:00 pm - 8:30 pm at the Radisson West Hotel Cost is \$40 pre-paid with RESERVATION \$50 AT-THE-DOOR. For more information email: kkoenig@quikx.com or call 414-482-7468.

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 - Kurt Koenig kkoenig@quikx.com phone 414-550-3602

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

Transportation Education Conference - TEC 2010

In light of current economic times and the challenges of business travel, we will be holding our conference and annual meeting via an internet webinar. This will save our chapters and members valuable time and resources. The exact details and day/times are still to be determined, but will be in the Fall. IMPORTANT, we need nominations and volunteers for our Board of Directors and Executive offices by July 1 so we can hold our election at this electronic TEC. Please consider supporting our organization at a higher level. Remember, this is your group, please stretch your comfort zone and help form the direction of Delta Nu Alpha by being on the Board. If anyone has questions about duties/responsibilities of these offices, please contact any board member, or Laura. Thank you for your support and consideration. Don Adams

Webinars For Sale

Did you miss any of the Delta Nu Alpha webinars and now wish you had the information? You are now able to purchase the webinars at a discounted rate. A full description of each of the webinars is located on the webinar tab of our website - www.deltanualpha.org. Any questions email admin@deltanualpha.org.

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.

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.

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

Do you have a story about Delta Nu Alpha from the past? Share your memories by having your article in the Alphan. If you would like to submit an article email Laura at admin@deltanualpha.org.

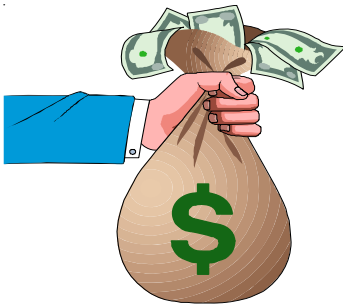
Delta Nu Alpha Welcomes New Members with "Chapter Cash"

Effective immediately we are having a membership contest with some real benefit and money for **unaffiliated** chapters.

From now till November 1, 2010, any new member joining will mean a \$10 rebate to the Chapter!

5 new members= \$50

10 new members = \$100



What a great way to build your chapter, and your chapter treasury.

Rejoining members are eligible if they have not paid dues in the prior two years.

This is a win-win for everyone! Contact Laura at admin@deltanualpha.org for more information.

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 News You Can Use

Article from etrucker.com

CVSA releases 2010 Out-of-Service Criteria

The Commercial Vehicle Safety Alliance will release the 2010 North American Standard Out-of-Service Criteria April 1. The annually published guide provides law enforcement and the motor carrier industry with guidelines for promoting uniformity in compliance and enforcement throughout North America.

The CVSA has maintained, updated and published the guide for more than 20 years. The Out-of-Service Criteria guidelines are used by certified state, provincial, territorial and federal law enforcement personnel in identifying Critical Vehicle Inspection Item violations following a roadside inspection. Officials are trained to identify hazards, and they can prohibit a motor carrier or operator from driving until the defective condition is corrected. The OOSC is a component of the North American Standard Inspection Program, and is developed through a collaborative process that includes government and industry experts.

Roadside inspection results are used in part to identify motor carriers that present a high degree of risk to the motoring public. The data collected helps determine which transportation companies will be selected for review under FMCSA's new Comprehensive Safety Analysis (CSA 2010) initiative.

Article from ttnews.com

Diesel Drops 5.2¢ to \$2.781 in Third Straight Decline

Price Is Lowest This Year; Prices Is Lowest This Year; Gas Falls 4.4¢

Diesel's national average price fell 5.2 cents to \$2.781 a gallon, matching the biggest drop in six months, the [Department of Energy](#) said.

Trucking's main fuel has fallen 9.8 cents in the past three weeks, and the drop left it 53.5 cents higher the same week last year, DOE said.

While that decline is well below the 15.3-cent increase of the prior three weeks, it left Monday's price at a 2010 low, according to DOE records. The decline matched the 5.2-cent downturn on July 13, when the price fell to \$2.542.

Gasoline also fell for a third week, declining 4.4 cents to \$2.661, its biggest drop since late September. Gas has fallen 9 cents in the past three weeks.

Prior to the three-week run at the beginning of this year, diesel had fallen for seven straight weeks, though the decline over that time was a modest 7.6 cents.

Diesel has fallen in 10 of the past 13 weeks, though the price is just 2.7 cents below the start of that cycle, when it averaged \$2.808 a gallon on Nov. 2.

Oil prices have declined steadily in the past two weeks, closing Friday below \$73 a barrel on the New York Mercantile Exchange.

Crude futures rose about \$1.50 to finish the trading day Monday at about \$74.40, following positive economic reports, Bloomberg reported.

Each week, DOE surveys about 350 diesel filling stations to compile a national snapshot average price.

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 \$25.00 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 _____

Credit Card # _____ V - Code _____

Card Expires _____ Total Payment _____

Name on Card _____ Signature _____

Card Holder's Billing Address _____

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.