



LEARNING

Curve

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NETWORKING THE FINEST EDUCATIONAL RESOURCES IN THE TRUCKING INDUSTRY

Featured School

Northampton Community College

Truck drivers are used to moving loads nationwide, but sometimes the truck driver-training programs themselves also move.

Northampton Community College (NCC) moved into a wing of an old church behind the range area of the school's truck driver-training program in late July. The move, which had been in the works for about a year, was needed because of increasing enrollment in the truck driver-training program. The program's relocation was also designed to increase con-



Creative use of a former church enables NCC to better serve students.

venience, as trucks were located 10 miles away from school offices.

The new location has made a big difference in Northampton's ability to serve students, according to **Tina Frindt**, Director of the driver-training program at Tobyhanna, PA.

"Now, when we need to have a private discussion with a student, we have the office space to do so," states Frindt. "The additional office space allows us to work on projects because we have additional computers and telephones. This facility allows us to hold job fairs indoors or out, and we have room for the companies to park trucks. In the short time we have been here, we have accomplished a lot of things that always needed to be put off due to lack of space, computers, or phones."

The growth in NCC's driver-training program is doubly impressive when one considers that the school held its first truck driver-training class in October 1999. The program presently has six full- and part-time instructors: **John Bracy**, **Norfus Green**, **Glen**

Moyer, **Ralph Pane**, **Chris Fields** and **Linda Lawrence**.

Frindt says she believes NCC's emphasis on spending time with students helps set it apart from its privately funded competition. "Our philosophy is that we are never too busy to speak with a prospective, current, or previous student. We want prospective students to fully understand what this program is about and what they can expect. If a current student is having a difficult time we are here to help.

Previous students come back for advice, placement or just to thank us for what the school did for them."

Graduates and employers agree. "The training I received at Northampton Community College was very good," notes **Eric Laws**, a February 2003 graduate. "What I learned at the school made me a safe and

conscientious driver. I would recommend this course to anyone looking to get their CDL." "We hire graduates only from a select few company-approved driving schools, of which your school is on the top of the list," adds **Bob Luhrs**, Manager of Operational Staffing with Tankstar USA, Inc.

NCC's day courses last six weeks with new classes starting every five weeks. The course includes two weeks of classroom instruction and four weeks of roadwork. Night courses run eight weeks, with new classes starting every six weeks. The night program offers three weeks of classroom instruction and five of roadwork. Both day and night courses offer 240 total hours of training with 80 classroom hours and 160 driving hours.

For more information, contact the school at 1900 Corporate Center Drive East, Suite 100, Tobyhanna, PA 18466; (570) 839-2778 or fax them at (570) 839-3534.

J.J. Keller & Associates to Support NAPFTDS

J.J. Keller & Associates, Inc., North America's leading publisher of regulatory compliance and safety products and services, recently announced a partnership with the National Association of Publicly Funded Truck Driving Schools (NAPFTDS).



Keller will provide support to certain NAPFTDS events and activities. In addition, a percentage of gross sales revenues of Keller's products to NAPFTDS members will be given to the organization to help support its safety initiatives. Under the agreement, NAPFTDS members will have the opportunity to purchase transportation-related products and services from Keller that have been authorized by the organization. Both Keller and NAPFTDS will provide advertising, marketing and other support activities.

According to **Deb Meyer**, Keller's Special Markets Sales Supervisor, "The partnership is a natural fit. NAPFTDS and its member

See Page 2 ————— J.J. Keller

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East Meets West — Russians Visit Illinois School

As Russia continues to move from a socialist state to a free market economy, its people struggle to learn new ways to manage and operate companies and businesses. The **John Wood Community College** truck driver-training program in Quincy, IL helped in that process this fall when it hosted 13 Russians working in the transportation industry. Most of the visitors are owners or directors of Russian companies averaging 60 to 100 employees.

The American visit was made possible through the Productivity Enhancement Program, which is part of the Center for Citizen Initiatives (more info at www.ccisf.org). The group spent two weeks in the central Illinois area, visiting trucking companies, barge operations, and other trucking-related businesses. As the group had a keen interest in truck driver training, and American rules and enforcement, JWCC's facility was asked to host the group for a day.

Presentations were made by **Don Hess**, Director of the program, who explained the training process, and shared the curriculum and methods used to achieve the various training objectives. JWCC President **Bill Simpson** also greeted the group. A translator was used to facilitate communication.

Illinois State Police Trooper **Tom Mavity** explained his role in the training process, and he demonstrated a roadside vehicle inspection. The visitors were impressed by the size of American equipment compared to Russian trucks, and were fascinated by the technology and capabilities of Trooper Mavity's State Police Explorer. Tom demonstrated some of the technology by snapping a still photo of an individual without detection, then instantly transmitting that photo to the computer consoles in every state police unit within 30 seconds.



The Russian visitors watch as a member of their group drives the simulator.

The Russians were anxious to learn all they could about how we train, and the tools used to accomplish the task. The I-SIM driving/shifting simulator was another big hit. Several of the visitors demonstrated their

obvious skill behind the wheel of the simulator, and commented on how well the unit simulates shifts (and misses!).

"All in all, it was a very educational visit for both the Russians and the Americans," stated Hess. "When I first was asked to host

J.J. Keller ————— *from Page 1*

schools provide the nation with well-trained, safe drivers, while Keller provides the training tools and support to help achieve this. We look forward to a long-lasting, mutually beneficial relationship."

About NAPFTDS

Founded in 1990, the National Association of Publicly Funded Truck Driving Schools (NAPFTDS) is an association of non-profit, post-secondary public schools. The Association promotes public education for the transportation industry and provides a forum for communication and idea exchanges among training and industry leaders.

Through membership, educators can network with other schools across the country to provide quality, cost-effective and up-to-date training.

About Keller

J. J. Keller & Associates, Inc. of Neenah, WI, is a leading specialized publisher and services provider. Founded in 1953, the company offers a wide spectrum of ready-made and custom safety and regulatory-compliance products to customers throughout North America. Keller helps customers in industries such as transportation, manufacturing, utility, construction, and food processing comply with OSHA, EPA, DOT, FDA, and USDA requirements. The company's diverse product line includes technical publications; computer software; video-based, online and CD-ROM training programs; specialized forms; and supplies.

Keller also provides safety consulting, on-site training and a variety of transportation services, including licensing, permitting, fuel tax reporting and driver log auditing.

For more information about Keller's extensive range of products and services, call toll-free 1-800-327-6868, visit the company's website at www.jjkeller.com or email sales@jjkeller.com. ♦



Deb Meyer, Sales Supervisor for J.J. Keller.

them, of course I agreed, but in the back of my mind was trying to imagine how we could possibly fill up the time without running out of things to say to them. Upon their arrival, everyone hit it off immediately, and the time simply flew by way too quickly. While we found them without exception to be highly intelligent and motivated, they also displayed great wit and humor. In other words, they seem to be a lot more like us than I ever would have imagined." ♦

President's Message Robert McClanahan



I'd like to extend a big thank you to all of the Region Conference coordinators! I had an opportunity to attend most of the fall conferences, and I personally thank **Paul Foster**, Region #3; **Gary Belt, Sr.**, Region #5; **Dave Terry**, Region #2; **Steve Webb**, Sr., Region #7; **Bob Weining**, Region #6; and **Van O'Neal**, Region #4. Their initiative and professional concern for truck driver training is not only appreciated by me, but also by the entire trucking industry. Look for short reports on these conferences in the next issue of the *Learning Curve*. It was my privilege to speak at some of these meetings on the value of Full and Associate memberships.

Shifting gears, in our last edition under the Rules & Rigs column, the original deadline to begin fingerprinting drivers with a Haz-Mat endorsement was set for November 3, 2003. However, federal officials indicated this rule would be delayed. More information will follow in future editions of *Learning Curve*. The hours of service changes go into effect January 4, 2004. **J.J. Keller** has some good training videos and handbooks that cover the new rules.

I'm looking forward to Spring and seeing you at our National Convention in Memphis! **Chuck Mosqueda** has put together a great agenda that will update all attendees on the latest trucking issues impacting our programs and students — see agenda in this issue. We'll also talk about new products and services that could improve truck driver training programs throughout the country. Please take the time now to fill out the registration form inserted in this newsletter and register at the historic Peabody Hotel. February 13th is the cut off date for our hotel group rate.

Special thanks to **Ray Raske** and **Don Hess** who are also playing an important planning role in the upcoming Convention. They are inviting prospective industry reps and vendors to sponsor our gathering.

Wishing you all a happy holiday season!

Proposed Rule on Minimum Training Standards

On August 15, 2003, the Federal Motor Carrier Safety Administration (FMCSA) issued an Advance Notice of Proposed Rulemaking regarding entry-level training requirements. The proposed rule does not establish new requirements for subject matter that would be tested during the Commercial Driver's License Exam, but it does call for an estimated 10.5 hours of required training in four areas: driver qualifications; hours of service; driver wellness; and whistleblower protection.

The FMCSA provided for written comment on the proposed rulemaking, and our NAPFTDS Board of Directors sent the following letter to the U.S. DOT in Washington, DC, expressing our viewpoints.

NAPFTDS Advises DOT

FROM: The National Association of Publicly Funded Truck Driving Schools, Board of Directors

DATE: September 20, 2003

RE: DOT DMS Docket No: FMCSA-97-2199

The National Association of Publicly Funded Truck Driving Schools (NAPFTDS) is an association of nonprofit, post-secondary, public schools whose purpose is to encourage member schools to promote high standards and ethical principles in the creation and/or administration of training programs. NAPFTDS is represented by over eighty member schools from seven regions throughout the United States. Trucking companies and allied industries are welcomed as associate members.

Our member schools take pride in their programs and their graduates. In a recent survey NAPFTDS revealed that:

- The average length of a truck driving program at member schools is eight weeks or 284 hours.
- Based on active member schools, there are nearly 17,000 graduates each year.

As an Association, we appreciate the opportunity the FMCSA has provided for written comments on the proposed rulemaking referenced above. The following commentary is the consensus of the Board of Directors, National Association of Publicly Funded Schools.

- 1. We believe that the training of entry-level drivers in the heavy truck industry is not adequate. Our belief is supported by the findings of a study mandated by the Intermodal Surface Transportation Efficiency Act of 1991. (FR Doc 03-20999, p.1)**

We recognize the gravity of this inadequacy in training, and we are concerned about its continuing reverberations on the American public. On the other hand, we would be remiss if we were not cognizant of a bright side: There are many exemplary driver training programs. But, because there is no universal

standard, the fact remains: Many entry-level drivers are not adequately trained. Unfortunately, there are numerous abbreviated "CDL mills" that take the students' money and train them solely to pass the CDL tests. Thus, many drivers are not prepared to operate safely on our nation's highways.

- 2. We are aware that Congress has required action: The Secretary of Transportation was directed to promulgate regulations requiring training for entry-level CMV drivers. "Congress was specifically concerned about the number of heavy truck crashes caused by inadequate driver training, and believes that better training will reduce these types of crashes." (FR Doc 03-20999, p.19)**

An outgrowth of this Congressional requirement is the proposal, Docket No. FMCSA-97-2199.

- 3. We believe that the proposal referenced above is deficient, falling far short of ensuring the safety of CMV operations on our nation's highways. We ask the FMCSA to re-examine it.**

The agency proposes training in four areas: driver qualifications, hours of service, wellness, and whistle blower protection. The proposal doesn't specify a required number of hours; it only estimates 10.5 hours. With its notice of proposed rulemaking, the FMCSA affirms that this proposal includes "standards for mandatory training requirements for entry-level operators of commercial motor vehicles." (FR Doc 03-20999, p.1)

Furthermore, the FMCSA recommends that the required training be part of the commercial driver licensing (CDL) program. In fact, the agency states that its proposal is "part of an overall FMCSA effort to improve the CDL program." (FR Doc 03-20999, p. 3)

- 4. We request that the FMCSA re-direct its efforts to focus on the improvement of training programs in our country, with minimum training requirements at the core of this work.**

A clear mandate from Congress is already in place: Our representatives want regulations requiring improved training for entry-level drivers. They did not request the FMCSA to improve the CDL licensing program. It is common knowledge within the industry that passing the CDL tests does not assure that the entry-level driver is properly trained.

Historically, the CDL program, created in 1986, was intended to establish national minimum testing and licensing standards for operators of CMVs. Its goal is to measure driver knowledge and skill. The CDL program was not intended to address the concept of standards for training requirements. This concept had been addressed separately and previously in the early 1980s, resulting in the development of a curriculum with standardized, minimum requirements, plus training materials and guidelines.

- 5. We recognize that a curriculum with standardized training requirements is available today. It has been developed, updated and made ready for public use. We believe that all entry-level truck drivers can benefit from this curriculum, since it contains a common core of subject matter relevant to the various types of vehicles used in the industry.**

The curriculum includes: Basic operation, safe operating practices, vehicle maintenance and non-vehicle activities.

We are grateful to the DOT/FMCSA for developing the curriculum. Using input from multiple sources, the agency accomplished an

enormous task. It would be a shame not to use the curriculum concepts in the goal to improve training of entry-level drivers.

- 6. It is time to move forward and assure that all entry-level drivers participate in comprehensive, quality training programs before beginning their careers in trucking. The question of minimum, entry-level training has been debated for over two decades. We believe it is time to take action to prevent more needless deaths and injuries on our highways.**

We feel that the vast majority of motor carrier safety directors and insurance representatives are genuinely concerned about hiring well-trained drivers. Accordingly, we know from experience, that most prospective students want to attend and graduate from a quality school.

- 7. We stand ready to help.**

We feel that the professional staff in our publicly funded schools can offer constructive input. They represent post-secondary schools throughout our country and can draw on solid experience in truck driver education. They have worked diligently, some devoting entire careers to the training of entry-level drivers.

- 8. Our offer to help is prompted by our belief that each prospective CMV driver deserves a quality training program, with standard, minimum requirements. Likewise, the American public deserves to be assured that each CMV driver on the highway is a well-trained, safe driver.**

Sincerely,

BOARD OF DIRECTORS, National Association of Publicly Funded Truck Driving Schools

- **Robert McClanahan**, PRESIDENT Central Tech Transportation & Safety Education in Drumright, OK.
- **Bill Fath** VICE PRESIDENT Alexandria Technical College in Alexandria, MN
- **Pat Spillane** TREASURER Fox Valley Technical College in Appleton, WI
- **Tina Frindt** SECRETARY Northampton Community College in Tobyhanna, PA
- **Greta Nord** CVTA REP Western Pacific Truck School in Stockton, CA
- **Dave Terry** Southwest Applied Technical College in Cedar City, UT
- **Carol Colwell** Central Tech Transportation & Safety Education in Drumright, OK
- **Dave Keays** Chippewa Valley Tech in EauClaire, WI
- **Arlene Kirby** College of Southern Maryland in La Plata, MD
- **Charles Mosqueda** Wichita Area Technical College in Wichita, KS
- **Jack Piehl** Pinellas Technical Education in St. Petersburg, FL
- **Steve Webb** Mid-Atlantic TLI in North East, MD
- **Bob Weining** EMCC Golden Triangle Campus in Mayhew, MS
- **Chuck Collins** Executive Director ♦

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Please consider their quality products and services.

NAPFTDS Convention Set for March 4-6

The meeting spot is Memphis, TN, in the historic Peabody Hotel. To register or be a sponsor for this event, please complete the form inserted in this issue. Then, mark your calendars and look forward to some excellent speakers and features!

THURSDAY, MARCH 4

5:00-6:30 p.m.

Board Meeting, Convention Registration, Vendor Displays

6:30-8:00 p.m.

Reception: Welcome to all attendees!

FRIDAY, MARCH 5

8:00-9:30 a.m.

Registration, Continental Breakfast,



NAPFTDS MEMBERSHIP PRE-APPLICATION

Organization/Company: _____

Contact Person: _____

Phone: _____

FAX: _____

E-Mail: _____

Mailing Address: _____

FULL MEMBERSHIP (\$150): Any publicly funded school or representative employee of that school engaged directly in providing truck driver training.

ASSOCIATE MEMBERSHIP (\$300): Any industry or representative employee of that industry which indirectly supports public truck driving schools, limited to agencies such as trucking companies, insurance companies, publishers, and equipment manufacturers interested in the welfare of publicly funded truck driving schools.

AFFILIATE MEMBERSHIP (\$225): Limited to administrators or staff at a publicly funded school interested in the trucking industry or administrators in schools that contract with proprietary organizations to provide truck driver training.

THE NEXT STEP: Application for membership shall be made on an application form as may be required by the Board of Directors. A majority vote of the Board of Directors is necessary for the acceptance of an application for membership. All applicants who have been accepted into the membership of the Association must submit a fully completed and signed application form that, by doing, signifies their adherence of the Articles of Incorporation and Bylaws of said Association. Membership in the applicable class shall be complete upon application of the Association, approval of the Board, and payment of the appropriate dues.

Return form to:

Pat Spillane, Treasurer, NAPFTDS
 1825 N. Bluemound Drive, P.O. Box 2277
 Appleton, WI 54912-2277
 Fax: 920-735-4862

Questions about membership may be directed to:

Chuck Collins, Executive Director, NAPFTDS
 Office Phone: 920-739-9786
 Cell Phone: 920-205-4259

Welcome from **Robert McClanahan**, NAPFTDS President, Introductions with **Carol Colwell & Tina Frindt**
 9:30-11:45 a.m.

Chuck Horan, Acting Associate Administrator, FMCSA, Presentation: FMCSA regulations update
 11:45-12:00

Nomination of officers
 12:00-1:00 p.m.

Lunch

1:00-2:00 p.m.

John Frye, V.P. of Safety Operations, Werner Enterprise, Presentation: What schools can do to better prepare drivers
 2:00-2:45 p.m.

Jim Daniels, V.P. of Operations Development, Stevens Transport, Presentation: Driver safety and evolving requirements
 3:15-4:00 p.m.

Motor Carrier Round Table
 4:00 p.m.

Board nominees: presentations
 Dinner on your own.

SATURDAY, MARCH 6

8:00-8:45 a.m.

Continental Breakfast, Remarks from Convention Chair **Chuck Mosqueda**
 8:45-9:45 a.m.

Governor Bill Graves, ATA President, Presentation: State of the trucking industry (confirmed date unless called to Washington)
 9:45-10:30 a.m.

Maria Moya, Author & past CDL Coordinator, Presentation: Is bilingual CDL training necessary?
 10:45-11:30 a.m.

The Clicker Guys, **Lyle Britt & Larry Dame**, Demonstration: Classroom Performance System
 11:30-12:15 p.m.

Report from Executive Director **Chuck Collins**
 12:15-1:30 p.m.

Lunch

1:30-2:00 p.m.

Election of officers

2:00-3:00 p.m.

New Technology Round Table with Vendors/Sponsors

3:15-4:00 p.m.

Open Forum: Idea-sharing among membership, vendors, sponsors
 4:00-6:00 p.m.

Final Board Meeting
 7:00 p.m.

Recognition Dinner ♦

ROEHL TRANSPORT ADDS ATLANTA TO ORIENTATION LOCATIONS

Roehl Transport is pleased to add Atlanta (Ellenwood) to its orientation locations for student drivers joining Roehl for on-the-job training. This additional location will give new drivers three sites to choose from as they join Roehl — Marshfield, WI; Chicago (Gary, Indiana); and Atlanta (Ellenwood).

Roehl, now recognized as the 79th largest motor carrier in the United States by the *Commercial Carrier Journal* in their annual Top 100 carrier listing, continues to grow and expand its driver recruiting and driver orientation programs. "The establishment of entry level driver orientation in Ellenwood is both a reflection of Roehl's commitment to hire new CDL holders and Roehl's growing dependence on a 350+ southeastern driver domicile to support the expanding freight needs of Roehl's growing customer base that includes many common household names, such as P&G, Kellogg, and Target. Business has been good and we need more southeastern based drivers," commented **Bob Rader**, Executive Vice President. "Our growth plans require more quality drivers and we want to make it easier for drivers to come to orientation."

"Entry level drivers spend four days in orientation demonstrating their basic driving skills and learning company policies prior to entering Roehl's on-the-job training program that produces some of the safest drivers in the industry," stated Rader.

Upon completion of 40 workdays of on-the-job training, drivers are assigned their own truck and earn \$0.27/mile (van) or \$0.29/mile (flatbed) plus safety, performance, and annual mileage bonuses. First year drivers at Roehl can earn \$32,000 - \$38,000 with increases to \$40,000 - \$50,000 by their third year.

If NAPFTDS members have questions about Roehl's on-the-job training program, don't hesitate to contact Bob at 800-826-8367. ♦

2004 Annual
 National Convention
March 4-6
 — Peabody Hotel —
Memphis, TN