

LEARNING

Curve

Volume 7, No. 3
Fall 2006

NETWORKING THE FINEST EDUCATIONAL RESOURCES IN THE TRUCKING INDUSTRY

Featured School

Bates Technical College



Nationally recognized for its commercial truck driving training, which began in 1970, **Bates Technical College** is the only school in Washington state certified by the Professional Truck Driver Institute (PTDI). Prospective students recognize that Bates, located in Tacoma, offers a quality program, and employers feel confident knowing they are getting drivers trained according to established industry standards.

More than 100 drivers each year complete Bates' program and move on to work in the industry. The 98% job placement rate demonstrates the marketability of Bates graduates.

Six full-time instructors train students to maneuver Bates' sizeable trucking fleet on the road and the college's newly-constructed driving range. The comprehensive 22-week course includes hands-on vehicle pre- and post-trip inspections, yard operations, city and freeway driving, forklift and brake certifications, material handling, map reading, log-book maintenance and more.

Students may choose to specialize in either local or long-haul driving, and earn training certificates, especially the Class A Commercial Driver's License with all endorsements. In addition to extensive practical training, Bates students receive work-based learning agreements with local trucking companies to provide on-the-job training and employment opportunities.

Mike Southards, safety director of the Washington Trucking Association says, "The

partnership between Bates Technical College and the Washington Trucking Association is an absolute win-win situation. Our involvement on their advisory board is a valuable industry resource for the college, and their instructors bring their knowledge and expertise to our Safety Management Council. At the same time, we involve Bates students in projects such as the regional Truck Driving Championship, Highway Watch Training and the TACT (Targeting Aggressive Cars and Trucks) programs. It adds a tremendous amount of professionalism to their training and provides a real-life picture of our industry."

In a pilot program cautioning drivers to "Leave More Space" when merging in front of large trucks, Bates collaborated with the Washington Traffic Safety Commission to promote the safety education program. The project is such a success that it is being replicated in other parts of the country and is promoted by the Federal Motor Carrier Safety Administration (FMCSA). A photo of the Bates truck is on the cover of a U. S. Government Accountability Office report to Congress on FMCSA education projects.

"We are extremely grateful for the assistance provided by Bates instructors, who helped us extend the reach of the publicity by providing a truck for messaging. The project would not have been as successful had it not been for the valuable assistance provided by the college," says **Lowell Porter**, director of the Washington Traffic Safety Commission.

Bates also has a working partnership dating back several years with Northwest Harvest, a statewide hunger relief agency in Washington. It is estimated that Bates truck-driving students have transported more than seven million pounds of food for the needy in communities throughout the state.

Bates Technical College maintains three campuses in Tacoma, WA. For more information, call (253) 680-7410, or visit www.bates.ctc.edu/truckdriving.



Check your Region —
Contact your Region Coordinator.

NAPFTDS FALL REGION CONFERENCES

Offering high-quality, workshops/seminars on national and regional issues for truck driving instructors and support staff. *Free of charge to attendees.* Allow about 1½ days per conference.

Check your Region - Contact your Region Coordinator

Region #1

Dec. 7-8 Thurs., Fri.

Wade Westphal, Coordinator
Bates Technical College
Tacoma, WA

Ph. 253-680-7491

Region #2

Oct. 12-13 Thurs., Fri.

Dave Terry, Coordinator
Southwest Applied Technical College
Cedar City, UT

Ph. 435-586-2899

Region #3

Oct. 5-6 Thurs., Fri.

Paul Foster, Coordinator
Lake Superior College
Duluth, MN

Ph. 281-722-4469

Region #4

Nov. 9-10 Thurs., Fri.

Robert McClanahan, Coordinator
Central Tech Transportation & Safety Education
Drumright, OK

Ph. 918-352-2551 x314

Region #5

Sept. 28-29 Thurs., Fri.

Don Hess & Phil Steinkamp, Coordinators
John Wood Community College
Quincy, IL

Ph. 217-224-5362

Region #6

Nov. 30-Dec. 1 Thurs., Fri.

Roy Williams, Coordinator
Sandersville Technical college
Sandersville, GA

Ph. 478-553-9239

Region #7

Sept. 28-29 Thurs., Fri.

Tammy Smith, Coordinator
Hagerstown Community College
Hagerstown, MD

Ph. 301-790-2800 x578

Vendors are encouraged to exhibit products or services at Region Conferences. Cost to exhibit is \$150 at each Region.

National Convention

March 28-31 2007
— Radisson Resort/Orlando —
Orlando, FL

In This Issue

- ◆ **President's Message**
- ◆ **More on Region Conferences**
- ◆ **Schneider Awards Grant**



As the articles in this issue of the Learning Curve indicate, your Board has been busy since leaving Nashville. "Charting Our Future: A Strategic Plan for 2006-2008" has been drafted and is in the final stages of approval. The final version should be on the NAPFTDS website (www.napftds.org) as this issue of *Learning Curve* goes to press. As part of that plan, several **Working Committees** have been formed:

Member Retention/Benefits

Chairperson: **John Rojas**

Marketing and Communications

Chairperson: **Tammy Smith**

Member Recruitment

Chairperson: **Chuck Collins**

Legislative Issues

Chairperson: **Robert McClanahan**

Budget/Fundraising

Chairperson: **Tina Frindt**

Convention Planning

Chairperson: **Dave Terry**

At the 2006 Convention, several of you expressed willingness to work on a committee. An outline of goals, objectives, and an action plan are drafted for each group. If your Chairperson has not contacted you to discuss steps for completing an action plan, they will in the near future.

National Ready Mixed Concrete Association (NRMCA) has contacted me to request ways we can collaborate with them to produce a four-week Class B CDL, which prepare students to enter the Ready Mixed industry. Companies teach the concrete specific content. Students would work in the Ready Mixed industry while training for their CDL and may be hired post-CDL depending how well the candidate works out.

The Legislative Committee attended a meeting with the Commercial Vehicle Training Association and representatives from Werner Enterprises, Swift, Schneider, and Roehl Transport. We spent two days discussing content of a joint policy statement on minimum entry-level driver training standards. It was gratifying to see how much common ground there is among the individual groups. A draft statement is in review.

As members of the Legislative Committee, **Bill Fath** and I traveled to Grain Valley, Missouri in June to visit the Owner Operator Independent Driver Association (OOIDA). We discussed ways we can gain a stronger voice in Washington DC regarding entry-level professional truck driver training. OOIDA was a key petitioner in the submitting the Petition for Review of a Final Rule Issued by the Federal Motor Carrier Safety Administration to the U.S. Course of Appeals. As a result, they were able to share insight into the process.

I look forward to working with ALL of you to help the National Association of Publicly Funded Truck Driving Schools better serve the professional truck driver community one student at a time.

Welcome to a Region Conference!

When autumn begins, so, too, do the NAPFTDS Region Conferences. Scheduled from September 28-December 8, they are offered, free of charge, to truck driving instructors and support staff, at seven sites throughout the country.

In her announcement, **President Arlene Kirby** says the conferences are opportunities for staff from various schools within a region to share their ideas on local, regional and national issues. "The Association is very supportive of Region Conferences because we believe that they provide attendees with the tools for teaching," Kirby states. She also is hopeful that experienced instructors will be invited to lead workshops at the meetings.

Kirby recognizes the leaders who are responsible for the success of the annual conferences: "We are very thankful to the Region Coordinators, their host schools and

administrators for their commitment to quality truck driver education! They provide worthwhile opportunities for members to convene at central locations, close to their home schools."

At a recent Board meeting, members agreed that the conferences will emphasize hands-on training, which instructors and staff can take home and use tomorrow. In addition, specific issues and educational topics will be left to the discretion of the host school. Thus, the focus will be on issues that impact the region, resulting in a useful, practical experience for attendees.

How do you register for a conference? Simply check your region on page one of this issue and contact your Region Coordinator. If you are aware of prospective sponsors for a conference, please encourage them to contact a coordinator. Vendors pay \$150 per conference to exhibit.

Second Member School Merits DOL Grant

The Spring issue of the *Learning Curve* brought the very good news that member school, Hagerstown Community College in Hagerstown, MD, earned a \$1.6 million grant from the U.S. Department of Labor. Now there is more good news to report.

Two Nebraska schools, Central Community College (CCC) and Mid Plains Community College, have been awarded a DOL \$1.9 million community-based job-training grant. They will work together to prepare workers for new job opportunities in transportation, distribution and warehousing.

"This project makes it possible to leverage the resources of our two colleges to provide the education and training that people will need to take advantage of the growing number of transportation-related job opportunities in Nebraska," CCC President **Dr. LaVern Franzen** said.

CCC is a member of NAPFTDS, and **Dave Engel**, Project Coordinator, and **Mike Schlachter**, Program Supervisor of Truck Driving, will play an active role in implementing the project at the school located in Hastings.

In addition to modifying the curriculum for the six-week truck driver-training program at CCC, project goals include the development of a mobile training lab in a tractor-trailer. The lab will be used to deliver training and career awareness programs

to high school students and adults throughout 46 counties; it will include laptop computers, a training module to simulate truck driving under a variety of weather and road conditions, and a truck transmission trainer to simulate shifting gears.

The two schools will not be working alone. With a strong focus on educational partnerships with local employers, the grant project includes 15 partners from business and industry who will comprise the project steering committee.

Nebraska is located in what is called "Mid Continent Corridor," where about half of the nation can be reached by truck in one day. It is projected that, in the state, between 2002 and 2012, there will be 337,000 new job opportunities in truck driving (heavy and tractor-trailer).

Sincere thanks to Mike Schlachter who provided information for this article.

**Special thanks to our ad
Sponsors in this issue of**

**LEARNING
Curve**

Please consider their quality products and services. For information on advertising, contact **Chuck Collins**, call 920-739-9786

Schneider National Provides \$50,000 Grant

Schneider National Inc., a premier provider of truckload, logistics and intermodal services, recently agreed to support NAPFTDS in the work that it does to develop a skilled truck-driving workforce. The company is providing a \$50,000 grant, which includes \$10,000 per year for five years. The gift will enable NAPFTDS to fulfill many of its stated goals.

"We're proud to support the good work of the NAPFTDS," says **Rob Reich**, Vice President of Enterprise Recruiting for Schneider National, Inc. "The organization is a valued resource for public driving schools and does a terrific job of raising the bar for driver training in our industry. Ultimately, their efforts benefit all carriers as we search for qualified, well-trained, safe drivers."

Expressing gratitude, President **Arlene Kirby** says that the generous gift will enable NAPFTDS to increase membership in a unique way. "NAPFTDS will create a membership fund in the name of Schneider National whereby a portion of each annual grant installment will be used to pay the initial, annual membership fee for public truck driving schools that are unable to pay," she states.

About Schneider National Inc.

Serving more than two-thirds of the FORTUNE 500 companies, Schneider National offers the broadest portfolio of services in the industry. The company's transportation and logistics solutions include One-Way, Intermodal, Transportation Management, Dedicated and

Bulk. With wholly owned subsidiaries Schneider Logistics, American Port Services and American Overseas Air Freight, Schneider National is the only truckload carrier to offer customers end-to-end domestic and international logistics solutions.

Headquartered in Green Bay, WI, Schneider National has provided expert transportation and logistics solutions for more than 70 years. A \$3.5 billion company, Schneider National conducts business in more than 28 countries in North America, Europe and Asia, and continues to grow its international service offerings. For more information about Schneider National visit www.schneider.com or call (800) 558-6767.

NAPFTDS MEMBERSHIP PRE-APPLICATION

Organization/Company: _____

Contact Person: _____

Phone: _____

FAX: _____

E-Mail: _____

Mailing Address: _____

FULL MEMBERSHIP (\$175): Any publicly funded school or representative employee of that school engaged directly in providing truck driver training.

ASSOCIATE MEMBERSHIP (\$350): 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 (\$250): 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:

Tina Frindt, Treasurer, NAPFTDS
1900 Corporate Center Drive East, Suite 100
Tobyhanna, PA 18466
Fax: 570-839-3534

Questions about membership may be directed to:
Chuck Collins, Executive Director, NAPFTDS
Office Phone: 920-739-9786
Cell Phone: 920-205-4259

ORLANDO is Site for 2007 Convention

Co-Chairs **Dave Terry**, **Phil Steinkamp** and **Martin Garsee** had hardly finished with this year's Convention and they were already deep in the detailed planning for National Convention 2007. **Roy Williams** joins them to make the upcoming convention committee a foursome.

Mark your calendars for March 28-31, Wednesday through Saturday. The Radisson Resort/Orlando in Kissimmee, Florida, will be the host hotel. Please note the Registration Form inserted in this issue. It's not too early to complete it and mail it to **Tina Frindt**, Treasurer. You may also register online at www.napftds.org. The cut-off date for reservations is March 6,

2007, but early registrations help our Association plan ahead.

Anticipating that some members may want to combine the working convention with some vacation days, the committee announces that the special group rate is available for three days prior to the Convention to three days after the Convention.

Besides updates on the entry-level training standard and the FMCSA regulations, Convention agenda items will likely include CDL testing standards, the seat belt campaign, and funding/grant opportunities. The Carrier Roundtable will also be featured.

RULES & RIGs

The meetings...A milestone

By K. Michael O'Connell,
from *CVTA Member Newsletter*

We came. We met. We Agreed.
Representatives of the National Association of Publicly Funded Truck Driving Schools and the Commercial Vehicle Training Association met in Chicago on June 1-2.

The meetings were held to explore the possibility of developing a joint position on

the issue of entry-level driver training in the face of a recent court ruling remanding the previous entry-level training rules to the FMCSA for further development.

...The fact that the two groups, and representatives from significant motor carriers, were able to agree on a common policy represents a milestone.

Many of the participants at the meetings had long standing, strongly held views. However, during the discussions it was clear that all parties supported quality training and the safety benefits that flow from it.

More details on the Chicago meetings will be presented at the NAPFTDS Fall Region Conferences.

Your Help is Needed

Reaching Out to Non-Member Public Schools

Work is being done to identify every public school in America that offers truck driver training. **Pat Spillane**, former officer on the NAPFTDS Board, has been assigned this important task by the Board. Spillane is using the Internet plus lists from vendor customers, State Captains, and company school recruiters to develop a comprehensive state-by-state listing. He hopes to complete the assignment by January, 2007.

Once all schools are identified, State Membership Captains will be contacting all of the non-member schools to encourage them to participate in our Association.

Citing their efforts, **President Arlene Kirby** says, "Our sincere thanks to Pat Spillane and the State Captains of the Membership Project who are involved in this ongoing work. They are doing a commendable job. They are attempting to reach every school in the nation, thereby reaching the goal of 100% membership. However, I think we need to realize that they cannot do it alone. Help is needed from the entire

membership. Schools appreciate being invited by someone they know and trust: This is the reason that your individual, personal contacts are so important."

How does a prospective school join NAPFTDS? What's the process? Individual members can let the schools know that there is a Membership Pre-Application Form in each issue of the *Learning Curve*. It is an abbreviated form, and a school representative simply completes this form and mails it to **Tina Frindt**, Treasurer. Then, the school representative could follow this up by calling **Chuck Collins**, Executive Director, and he can get the additional information that is needed from each new school applicant. If the schools prefer to fill out a membership application online, they can visit our website at www.napftds.org.

Membership in NAPFTDS offers these benefits:

- Network with school and industry partners at National and Regional meetings.
- Share resources to provide the highest quality and most cost-efficient training.
- Acquire information about legislative initiatives, research and related topics that directly impact public education and the transportation industry.
- Foster partnerships between various stakeholders in the transportation industry.
- Have a voice in legislative issues affecting training, transportation and education.
- Product and service discounts.

NAPFTDS members are convinced of the Association's value. **Van O'Neal**, from Houston Community College in Houston, TX, states, "I urge any publicly funded truck driving school to make membership in NAPFTDS a #1 priority. The help from others is invaluable; the friendships formed, irreplaceable; and the knowledge gained, priceless."

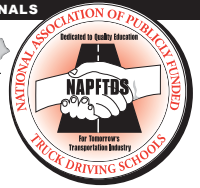
Important notice to those who are not yet members of NAPFTDS

If you are not a member of the Association, and you would like to continue receiving the *Learning Curve* and other benefits of membership, please complete the **MEMBERSHIP PRE-APPLICATION FORM** in this newsletter and return with your payment of appropriate dues. While we have generous supporters, member dues are the backbone of our Association.

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RESOURCES IN THE TRUCKING INDUSTRY

LEARNING *Curve*

NEWSLETTER FOR PROFESSIONALS



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Chuck Collins EXECUTIVE DIRECTOR

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National Association of Publicly Funded Truck Driving Schools

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.

Instructor is Outstanding Safe Driver

Courtesy of Larry Lehr, Central Tech,
Drumright, OK

Gary Olinghouse, Moore, OK, has been driving 18-wheelers since 1974 without an accident. Olinghouse has been awarded the Oklahoma Trucking Association's One Million Mile Award in recognition of the Sooner's outstanding safe driving record.

Actual records for the veteran over-the-road truck driver and driver-training instructor indicate that Olinghouse has a career one million-nine hundred-fifty thousand miles to his credit. That's almost two Million Mile Awards.

Olinghouse is an instructor in the Oklahoma Career Tech system's Truck Driver Training School at Central Technology Center in Drumright, Oklahoma, where he has been sharing his wisdom and skills with new drivers for the past twelve years.

Olinghouse was employed full time at Oklahoma Tank Lines for four years before becoming an instructor at Central Tech. He continues to drive OTL part-time on weekends.

"We sincerely congratulate Gary on his million-plus miles safe driving award. As an instructor since 1992 Gary has conveyed his pride and professionalism as a truck driver. He has a sense of humor that makes the training experience at Central Tech fun and meaningful to all students in his classes. Since 1992 I estimate that Gary has touched the lives of over 7,000 students. I thank him for his devotion and professionalism to the trucking industry and to Central Tech," said Central Tech's **Robert McClanahan**, director for the Center for Transportation and Safety Education and Truck Driver Training Program.