

LEARNING

Curve

Volume 8, No. 1
Spring 2007

NETWORKING THE FINEST EDUCATIONAL RESOURCES IN THE TRUCKING INDUSTRY

Featured School

Minnesota State College — Southeast Technical

The Professional Driver Training Program at Minnesota State College — Southeast Technical began in 1987 with an emphasis on training for a single customer, based on needs to keep their trucks running. In 1989, it became a multi-sectioned training facility with training for customer's specific needs as well as a general enrollment program.

In the beginning, our college was part of the K-12 system, but in 1992 the state of Minnesota consolidated its 34 technical institutes into 17 governing bodies statewide. At that point, our college was merged with a campus in Red Wing, 65 miles north of our location. Program changes were dramatic due to a changing funding structure and a rapidly increasing driver shortage due to Commercial Drivers License requirements.

Yet another change occurred in 1995, when the Minnesota state colleges and universities became the governing body. With the help of a supportive administration, we have not only survived, we have continued to grow. In 2001, we opened a new driver-training facility on our main campus in Winona. We graduate approximately 75 students annually, and we own all of the equipment, which consists of 12 power units and 13 trailers.

Our program offers 20 credits over 16 weeks. The students are actually on campus for 12 of the 16 weeks, which earns them 16 credits, with the remaining four weeks serving as an internship. The student has the option of remaining on campus for the full 16 weeks, but if he/she has a job offer, they may complete the last four weeks with that employer under our internship guidelines.

A plan is currently being developed that would increase the internship to eight weeks. In turn, campus instruction would decrease from 12 to eight weeks. This would allow for more program starts throughout the year. (This decision has not been finalized, but it has been presented to the advisory committee and administration.)



We also offer training seminars and special requests for training for firefighters, police officers, bus drivers, municipal employees, maintenance and highway workers, national sales organizations, and even an international customer.

Funding is always a challenge. The state allocation has continued to decrease over the years. When the truck driver-training program started, the state supported 66% of funding. That is down to 49% today. In turn, tuition has increased approximately 42% in the past five years.

However, our involvement in NAPFTDS has paid huge dividends. It's helped resolve some of these challenges through the sharing of best practices with colleagues, as well as learning about new opportunities.

Our faculty, which includes **John Hale**, trade and technology coordinator; **Tom Gierok**, lead instructor; and **Bill Wise**, instructor, has a combined experience of more than 100 years in the transportation industry. They've received numerous awards for excellence and safe driving certificates.

For more information, contact Minnesota State College — Southeast Technical, 1250 Homer Rd., P.O. Box 409, Winona, MN 55987, (800) 372-8164 or visit www.southeastmn.edu.

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- ◆ **J.J. Keller Grant**

NAPFTDS Preps for Convention

Orlando is Site

Leaders in truck driver training, representing NAPFTDS schools throughout the country, will meet at our annual National Convention this spring. The convention is an opportunity for instructors, administrators and staff to gather new ideas and seek help in strengthening their own programs.

March 28-31 are the dates, and the Radisson Resort/Orlando is the meeting place. Planned as a special welcome for all attendees, an opening reception will be held Wednesday, March 28, at 7 p.m.

Focusing on the 2007 convention theme, *Building a Strong Foundation for Professional Drivers*, the committee has developed a powerful agenda. With attention to the value of a qualified, skilled workforce, **Richard Scheig, Ph.D.**, will explain the components of his hiring and performance system, and **Ellen Voie**, Schneider National, will present innovative ways to retain drivers.

Two presenters will highlight the latest in testing: **Kevin Lewis**, AAMVA, discussing CDL testing and **Vincent Picciarelli**, Foley Lab Services, explaining drug/alcohol testing regulations.

At the request of members, the convention will feature pertinent information from the FMCSA. **Chuck Horan** will return this year to offer his popular update on federal regulations, and **Mike Lamm** will discuss grant opportunities.

In another response to member requests, a panel of NAPFTDS school representatives will discuss the chal-

Continued — Page 2

lenges they face as they work to create strong programs.

To register for — or sponsor — the convention, please complete the Registration Form inserted in this issue.

For members who may want to combine the working convention with some vacation days, the hotel group rate is available three days prior to the convention to three days after. *Note: March 6 is the cut-off date for the hotel group rate.* The tentative agenda follows.

President's Message

Arlene Kirby



Another series of successful Regional Conferences (see the Regional Conference reports in this issue for more details) were held during the 2006 fall season. These events go a long way in fulfilling the core mission of the Association — strengthening communication among members. The Board sends our sincere appreciation to all those that worked so hard putting these meetings together — regional coordinators, their school administrators and staff. Special thanks to — **Wade Westphal, Dave Terry, Paul Foster, Robert McClanahan, Don Hess and Phil Steinkamp, Roy Williams, and Tammy Smith.**

NOW is the time to confirm your plans to attend the **2007 National Convention in Orlando, Florida from March 28-31, 2007** — this year's theme is *Building a Strong Foundation for Professional Drivers*. As you can see by the agenda published in this issue, the convention planning committee has been working diligently to bring you a dynamic program again this year. Speakers will address topics ranging from FMCSA grants to an exemplary hiring and performance system for drivers. Several vendors will be on hand to share the latest instructional support items. You will have a chance to hear a panel of college representatives discuss the techniques for building strong programs.

In addition, there will be several opportunities to learn what other schools are doing and to share your program successes and concerns. This is YOUR meeting — please take a few minutes to register by filling out the form inserted in this issue or to register online. Cut-off date for the group rate at the hotel is March 6, 2007.

The Board will be meeting January 25-27, 2007 to work on issues pertaining to the advancement of the Association. If you have concerns you would like the Board to address, contact either myself or one of the other Board members.

TENTATIVE AGENDA

Wednesday, March 28

2:00-5:00 p.m. Vendor Set-Up
5:00-6:30 p.m. Board Meeting, Convention Registration, Vendor Displays
7:00-9:00 p.m. Reception: *Welcome to all attendees!*

Thursday, March 29

8:00-8:30 a.m. Registration, Continental Breakfast, Vendor Displays
8:30-9:30 a.m. NAPFTDS President's Welcome & Introduction of Attendees
9:30-10:15 a.m. FMCSA Grants — Mike Lamm, FMCSA Representative
10:15-10:45 a.m. Break & Vendor Displays
10:45-12:00 p.m. FMCSA Regulations Update: Questions & Answers — Chuck Horan, Chief Enforcement Officer, FMCSA
12:00-1:00 p.m. Lunch & Vendor Displays
1:00-1:15 p.m. Open Nominations of Board Members
1:15-2:00 p.m. The Scheig Hiring & Performance System — Richard Scheig, Ph.D., CEO, Scheig Associates, Inc.
2:00-2:45 p.m. Retaining Drivers — Innovative Ways/Best Practices — Ellen Voie, Retention Marketing Manager, Schneider National
2:45-3:15 p.m. Break & Vendor Displays
3:15-3:30 p.m. Finish Board Nominations
3:30-3:45 p.m. Board Meeting

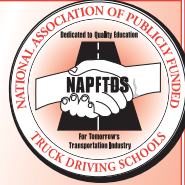
Friday, March 30

8:00-8:30 a.m. Registration, Continental Breakfast, Vendor Displays
8:30-9:15 a.m. Board Nominee Presentations and Vote
9:15-10:30 a.m. Brief Vendor/Carrier Presentations
10:30-11:00 a.m. Break & Vendor Displays
11:00-12:00 p.m. Drug/Alcohol Testing Regulations — Vincent Picciarelli, Vice President Sales & Marketing, Foley Lab Services Inc.
12:00-1:00 p.m. Lunch & Vendor Displays
1:00-2:00 p.m. CDL Testing — Kevin Lewis, Vice-President, Driver Programs, AAMVA
2:00-3:00 p.m. Break & Vendor Displays
2:30-3:00 p.m. State Membership Captains' Meeting
3:00-4:30 p.m. Break-Out Sessions: *Topics Relevant to Everyday Program Operations*
6:30-9:00 p.m. Reception & Recognition Banquet

Saturday, March 31

8:00-8:30 a.m. Continental Breakfast
8:30-9:30 a.m. College Reps' Panel: Creating Strong Programs — NAPFTDS School Representatives
9:30-9:45 a.m. Break
9:45-10:15 a.m. College Reps' Panel continues
10:15-10:45 a.m. Panel Discussion: Impact of Entry-Level Training Rule
10:45-11:15 a.m. Membership Evaluation of Convention
11:15-11:45 a.m. Closing
11:45-1:00 p.m. Board Lunch
1:00-3:00 p.m. Final Board Meeting

We Welcome Each Sponsor to our 2007 National Convention



Your contribution includes space for a display booth. See Registration Form in this issue or contact **Chuck Collins at 920-739-9786**

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.

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

Special thanks to our ad Sponsors in this issue of



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

J.J. Keller & Associates Contribute \$50,000 Grant

J.J. Keller & Associates, Inc., North America's leading publisher of regulatory compliance and safety products and services, recently agreed to support NAPFTDS with a five-year \$50,000 grant. The Association is eligible to receive the first payment — a \$10,000 gift — this month. The gift from the **John J. and Ethel D. Keller Fund** within the Community Foundation for the Fox Valley Region, Inc. will provide continuity to Keller's original five-year grant that began in 2002.

"We are most grateful to the Keller Family for this generous grant. It demonstrates the close partnership that has grown between NAPFTDS and J.J. Keller over the years. The company has

not only supported our Association in the past, but it now has also made a commitment to our future," said **Arlene Kirby**, President of NAPFTDS. "Our appreciation also goes to **Deb Meyer**, Keller's Sales Supervisor, for her efforts on behalf of NAPFTDS: she assisted in facilitating our grant proposal," she said.

Kirby is hopeful that, with these resources, NAPFTDS can move forward with confidence in its long-range plans to better serve its existing membership. It will also allow the Association to reach out to all non-member publicly funded truck driving schools in the country. In essence, she believes that the Keller gift will "lift up" NAPFTDS as a national association.

About J.J. Keller & Associates, Inc.

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, visit www.jjkeller.com/driver or call 1-800-327-6868.

Legislative Update

by **Robert McClanahan**

You Can Make a Difference

Changes in federal rules and regulations come slowly. Many times we will not know about changes or new regulations until they become final rules. Then we cannot do anything but accept the changes and live with them. Unless you want to challenge the federal government in court! This has become common lately with the challenge of the new HOS rules and other regulations challenged by certain public safety and special interest groups. I encourage everyone to check out new proposed regulations at www.fmcsa.dot.gov. If there are any changes being made, you can make comments for or against the changes. All comments are read and posted on their website. You can make a difference by voicing your opinion.

Medical Certificate/CDL: A Proposal

One proposal being considered is the merging of the medical certificate with the CDL process. The proposal would require interstate CDL holders, subject to the physical qualification requirement, to provide their medical examiner's

RULES & RIGs

certificate to their state diver-licensing agency. The proposal would also make that information available through the Commercial Driver License Information System, CDLIS. CDL drivers no longer would have to carry the medical examiner's certificate because their certification status would be verified electronically.

Studies are Basis for Solid Safety Regulations

There are many issues facing DOT at this time. Electronic recorders, highway speed limiters, qualified medical examiners, and entry-level training are just a sample of what is to come. Some of us may see these changes before retirement. Some of us will not. The process is long and sometimes frustrating. The entry-level training requirement is something some of us have worked on since the early 1990s. The bottom line is safety on the highway. We all want safety, but we also want regulations that are established by studies that reveal a realistic approach to change.

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

Region Conference Reports

What: Region #1 Conference

Where: Bates Tech. College, Tacoma, WA

When: Dec. 7-8, 2006

Speakers/presenters: **Dr. David Borofsky**, president, BTC; **Arlene Kirby**, president, NAPFTDS; **Gibb Kingsley**, CDL project manager, Department of Licensing; **Dr. Kim Mebust**; **Wendy Cunningham**, FMCSA; **Chief John Batiste**, Washington State Patrol; **Tom Anderson**, chairman, Truck Driver Program Advisory Committee; **ASPEN Inspections and C-VISN**, Washington State Patrol; **Debbie Temple** and **Christy Lakely**, Thermal EYE Van; and **Mike Southards**, safety director, Washington Trucking Association.

What was Discussed: David discussed "Truck Drivers and Skilled Technical Training Today." Arlene talked about Association recruitment, retention, and raising awareness by creating websites, and creating and updating marketing materials. Gibb talked about demands for improving driver testing practices, including that of third-party testers, and others. A panel of spouses discussed how to deal with family issues affecting truck drivers, including holidays and family emergencies. Kim talked about sleep studies and sleep apnea. Wendy discussed Hours of Service regulations. John discussed the limited parking and rest areas in the state of Washington. His office also gave a presentation about how the SAFER program assists law enforcement, and a new computer program that assists state weight stations. Debbie and Christy talked about a mobile thermal system that can help the state patrol identify worn or inoperable brakes. Mike talked about Highway Watch certification and different reporting techniques. Tom said a successful career needs to stress safety, effectiveness, and a positive view of law enforcement.

Submitted by: Jonathan Flora, BTC student

What: Region #2 Conference

Where: MPRI & Applied Simulations, Salt Lake City, UT

When: Oct. 12-13, 2006

Speakers/presenters: **Arlene Kirby**, president, NAPFTDS; **Randy West**, DPS; **Kent Price**, GearMaster; **Kim Frankfourth**, FMCSA; **Jace Isaacson**, Central Distributing; **Jack Copeland**, Schneider National; **David Creer**, UTA; **Troy Child**, Swift Distributing; **Ranea Scheuers**, J.J. Keller; **Mike Flavin**, MPRI; **Reg Welles**, Applied Simulations; **Brad Jordan**, Werner Enterprises; and **Chuck Robertson**, **Homer Paul**, U.S. Express. MPRI & Applied Simulations of

Salt Lake City, hosted the conference at their facility. They were very supportive and gracious to our Association.

What was Discussed: Arlene talked about Association member benefits, and she gave updates and info on Entry Level Driver Training standards. Randy provided updates on Hours of Service, and Homeland Security and transportation issues. Kim gave updates on national issues. David discussed updates on local and national issues affecting carriers and schools. Mike and Reg talked about what's new in simulation. Kent and Ranea gave updates on new products. Jace, Jack, and Troy discussed the state of affairs with their respective companies, including where they're headed and how they can work together with NAPFTDS. *Submitted by: Dave Terry*

What: Region #4 Conference

Where: Central Tech Transportation & Safety Education, Drumright, OK

When: Nov. 9-10, 2006

Speakers/presenters: **Arlene Kirby**, president, NAPFTDS; **Robert McClanahan**, Central Tech; **Dan Case**, American Trucking Association; **John Rojas**, Delmar College; **Houston Community College**; **University of Arkansas — Fort Smith**; and **Crowder College Transport Training**.

What was Discussed: Arlene talked about how the NAPFTDS can better serve members, improve communication, and update the Association's website. Dan discussed the future of the trucking industry, how it will be affected by changing demographics and how to attract new people into the industry. Additional topics included the lack of funding for schools and the FMCSA entry-level driver training issue.

Submitted by: Robert McClanahan

What: Region #6 Conference

Where: Sandersville Technical College, Sandersville, GA

When: Nov. 30-Dec. 1, 2006

Speakers/Presenters: **Roy Williams**, transportation director, STC; **Dr. Lloyd Horadan**, president, STC; **Chuck Collins**, executive director, NAPFTDS; **David Gibson**, Dept. of Technical & Adult Education; **Tommy Cauthen**, safety director, B.H. Transfer Co.; and **Guy Young**, Georgia Motor Trucking Association.

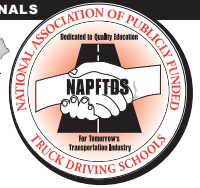
What was Discussed: Chuck talked about the benefits of being a NAPFTDS member. David discussed curriculum development. Tommy informed participants about the new Hours of Service, and Guy with the GMTA talked about the Highway Watch program.

Submitted by: Roy Williams

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NEWSLETTER FOR PROFESSIONALS



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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.