

# The Pulse

The Source of Information for Minorities in Logistics

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## Maryland Developer chooses DeMarche to fill MBE Needs

Demarche Alliance along with Legacy Enterprises has partnered to work with the Maryland developer Costantino to contract with DeMarche members to provide transportation services for the Greenbelt Station construction project.

The Greenbelt Station is a multi-million dollar mixed use construction project centered around the Metro /MARC train stations located in Prince Georges County, Maryland, north of Washington, DC. The development will consist of 1.2 million square feet of office space, a 110 thousand square foot neighborhood retail center and 2,250 residential units.

The DeMarche Alliance is responsible for identifying minority-owned transportation companies in Prince Georges County to provide the transportation and hauling services needed. In addition, the Alliance will serve as the liaison between the carriers and developer for contract negotiations. The partnership will create work that will last from September to January 2008.

### CEO's Corner

Welcome to the first installation of "The Pulse". The purpose of this newsletter is to provide updates of our organization's happenings and activities as well as keep you informed on pressing issues in the transportation industry that effect you. We also include upcoming events, seminars and conferences that you may be interested in attending. Also, we will have a section in each newsletter that provides interesting facts about the transportation industry to help increase your knowledge and understanding. Overall, all of this material is to provide valuable information and help celebrate our members successes. If you have any suggestions, please let us know by calling 202-466-0994 or emailing our Program Manager at [bdw@demarchealliance.org](mailto:bdw@demarchealliance.org).

Enjoy!

Eulois Cleckley, CEO

## August 26th-September 1

is

Driver

## Appreciation Week

In celebration of driver appreciation week, the fee for individual membership is now only \$35! (good until 10/1)

To join, please fill out the enclosed application or log onto

[www.demarchealliance.org](http://www.demarchealliance.org)

## More benefits.....DeMarche Partners with Carolina Insurance

The DeMarche Alliance is pleased to announce that South Carolina based *Carolina Insurance* has partnered with us to assist members with their insurance needs .

"This is a critical element in our ability of being a full service organization for minorities in the transportation industry. Entities such as Carolina Insurance can bring an unparalleled benefit to our members" stated Eulois Cleckley, CEO of the DeMarche Alliance.

Carolina Insurance has been in business since 1975 and solely focuses on providing coverage needs for businesses in the transportation industry. Through their knowledgeable staff, Carolina Insurance can provide Alliance members with multiple insurance needs from general liability and trailer interchange to cargo, and property coverage.

If you are interested in learning more about how this service works, please call us at 202-466-0994 or email [eec@demarchealliance.org](mailto:eec@demarchealliance.org).

If you are not a member of the DeMarche Alliance, please log on onto [www.demarchealliance.org](http://www.demarchealliance.org) to enroll, or complete the enclosed application.



## Industry 411

### Courts Rule against Hours of Service Change

Under attack since they were issued in 2005, the three-judge panel of the U.S. Court of Appeals for the District of Columbia Circuit, ruled unanimously that the current maximum number of driving hours of 11 per day should be reduced to 10 hours per day. It also ruled that the present 34-hour restart at any point in a driver's 7- or 8-day cycle should be eliminated, with only 70 hours of work permitted in any 8-day period.

In its ruling, the Court found that the governmental body issuing Hours of Service regulations, the Federal Motor Carrier Safety Administration (FMCSA) had ignored its own study about truck accidents



*The court ruling on HOS look very similar to the old regulations.*

that were said to indicate fatigue-related accidents are more likely to occur under the extra hours of driving allowed under the new rules.

The altered rules are not scheduled to go into effect until September 14. For the moment, the 2005 rules are still in

effect. In the time between now and the September deadline, challenges to the Court's ruling will be filed.

For its part, the FMCSA has said, "We are analyzing the decision issued today to understand the court's findings as well as determine the agency's next steps to prevent driver fatigue, ensure safe and efficient motor carrier operations and save lives. This decision does not go into effect until September 14, unless the court orders otherwise."

*Excerpts taken from Logistics Today*

***"The dynamics of the industry are fueling this program and we have to prepare ourselves for the inevitable."***

### Like It or Not, Mexican Truckers are Coming written by staff

The Federal Motor Carrier Safety Administration announced on August 17 its intent to move ahead with the Mexican truck pilot program. In a 27-page notice in the *Federal Register*, the agency also reported that a necessary piece of final paperwork has been submitted to Congress and is expected to be made public any day.

As soon as the U.S. Department of Transportation's Inspector General's follow-up report to Congress has been approved and the FMCSA tends to any follow-up actions raised by the Inspector General, it's full speed ahead.

"The potential impact of this program on safety and Ameri-

can workers in the industry could be detrimental. The dynamics of the industry are fueling this program and we have no choice but to prepare ourselves for the inevitable," states CEO of the Demarche Alliance Eulois Cleckley.

To read the comments submitted by the Demarche Alliance on NAFTA, log onto [demarchealliance.org](http://demarchealliance.org)

### Driver Shortage Means Opportunity written by staff

The shortage of professional long-haul truck drivers and finding an effective means of recruiting them is a major issue for the motor carrier industry.

A May 2005 study commissioned by ATA found that the long-haul, heavy-duty truck transportation industry in the United States is experiencing a national shortage of 20,000 truck drivers. An aging work-

force combined with a decline in the primary demographic group (white males 35 to 45) that comprises the bulk of the driver pool has many fleets unable to seat trucks or add capacity. If current demographic trends continue, that shortage of long-haul truck drivers could increase to 111,000 by 2014. Benjamin Watkins, Program Manager for the Demarche Alliance states,

"We are trying everything in our power to provide services to support minority businesses in the transportation industry to help satisfy the need for truck drivers. Now is a good time to be proactive and help provide jobs to people who need them"

## *On the Street*

### **Virginia Black Expo**

The Demarche Alliance will be in attendance at the Black Expo held at the Hampton Roads convention center in Hampton Roads Virginia on August 23-25th 2007.

Black Expo is to promote economic development through increased exposure for minority-owned businesses. African-American owned businesses have the opportunity to showcase their products and services to the public and procurement officers from major corporations and government entities. It is also an opportunity for major corporation and government entities to develop viable working relationships with minority-owned businesses while marketing their products and services to a growing consumer market.

The next Black expo will be held in Wilmington, North Carolina on October 19-20th.

To find out more about future Black Expos, please contact us at 202-466-0994 or e-mail us at [bdw@demarchealliance.org](mailto:bdw@demarchealliance.org)



***U.S. Department of  
Commerce's  
Minority Business  
Development Agency  
Holds regional  
conferences in the  
following locations:***

***Atlanta***

***Chicago***

***Dallas***

***New York and***

***San Francisco***

### **National Minority Enterprise Development Week**

The National Minority Enterprise Development (MED)Week Conference will be held in Washington D.C. on September 13th and 14th. National MED Week recognizes the outstanding achievements of MBEs and to honor those corporations and financial institutions that support minority business development. Annual regional conferences and activities are organized by the U.S. Department of Commerce's Minority Business Development Agency (MBDA) in collaboration with the U.S. Small Business Administration's (SBA) Office of Government Contracting and Business Development. This year's conference theme is "Celebrating The Legacy of Innovation and Competitiveness"

To learn more about MED week logon to: [www.medweek.gov](http://www.medweek.gov)

### **Welcome New Members**

The DeMarche Alliance would like to welcome its new members.

Arven Freight Forwarding LLC

Seeram Enterprises LLC

G-Steward Trucking LLC

Ray Hawkins

John Freeman

Randy Williams, President of Minority Men in Action



**Enlighten. Educate. Empower.**

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**Founded in 2006, the Demarche Alliance is a non-profit organization focused on increasing the presence of minority and disadvantaged businesses in the transportation industry and raising awareness of transportation related issues involving minority communities. The Alliance's services center on the three key pillars-- advocacy, business development and research. These three pillars are keys to enabling minority-owned businesses the ability to capitalize on business opportunities in the transportation and logistics field. In addition, DMA empowers communities by increasing access to information and encouraging business partnerships within an industry that is vital to the nation's economic growth and development.**

**Special Thanks to our Partners:**

- Fleet One LLC
- Guardian Financial
- Carolina Insurance
- The McLawhorn Firm
- Printed Ideas LLC



To Find out more about the Carrier Connection Program, call 202-466-0994

**Keeping you in the Know....**

**The Transportation Services Index (TSI)**

The Transportation Services Index (TSI), created by the U.S. Department of Transportation (DOT), Bureau of Transportation Statistics (BTS), measures the movement of freight and passengers. The index, which is seasonally adjusted, combines available data on freight traffic, as well as passenger travel, that have been weighted to yield a monthly measure of transportation services output. The freight transportation index consists of: For-hire trucking, Railroad freight services (including rail based intermodal shipments such as containers on flat cars), Inland waterways transportation, Pipeline transportation (including principally petroleum and petroleum products and natural gas), and Air freight.

**Do you want to Express yourself?**

Share your thoughts, problems, and solutions with us. The Demarche Alliance provides a forum to discuss issues that are important to YOU.

Log onto [www.demarchealliance.org](http://www.demarchealliance.org) or send us your comments at 1629 K St. Suite. 300 Washington, DC 20036

**Freight Transportation Services Index**

