



# the **TRAINER**

**YOU'VE GOT A DRIVING AMBITION**

Spring 2013



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## **ROADMASTER GRADUATE WINS TRUCKING'S *ROOKIE OF THE YEAR AWARD!***

Roadmaster Indiana graduate Sgt. Major Gordon Keith Redvay was honored with the prestigious award "Trucking's Top Rookie 2012." The Top Rookie contest was designed to increase pride and professionalism among new drivers during a severe driver shortage.



Redvay was chosen for the award by an expert panel of judges, which included representatives from motor carriers, training schools, suppliers and trade associations. As Trucking's Top Rookie, Redvay won \$10,000 and numerous other awards.

***"Trucking gives me an opportunity to see the country that I've helped protect for nearly twenty six years. I'm so proud and honored to win the Trucking's Top Rookie Award.", said Redvay, who is now a professional truck driver for Crete Carrier Corp.***

"To have one of our graduates recognized as America's Top Rookie is such a great honor! Sgt. Major Redvay graduated from Roadmaster's Indianapolis location and was in class with a number of other soldiers at

the time. He is the type of individual that is a true motivator and you just knew would succeed in the professional trucking industry. This is also a testament to our great training staff who works very hard to prepare Roadmaster students to be professional truck drivers that keep America moving. Hundreds of thousands of drivers are needed and Roadmaster is helping to put people to work every day in an extremely important industry," stated Brad Ball, Roadmaster Vice President.



There were 29 total nominees representing 12 fleets, and they were narrowed down to 10 finalists. Of those 10 finalists, three were Roadmaster graduates!



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## Message from the President

I would like to extend my sincerest thanks to our dedicated and talented staff. Everyone in the company shares a single vision - to help our students succeed. Career Path Training employees should be proud of the work they do on a daily basis. What a great feeling to know that you're making a difference in someone's life! I am truly thankful for all the hard work CPT employees do, and the positive attitude they exhibit.

In times of economic difficulty, we all pulled together and kept our shared vision in sight. We continued to focus on our goal.

Our commitment to our students never faltered. For that reason we have made it to where we are now. Our business is strong, our students are well-trained, and our employees are happy. What more could I ask for?

I look forward to a prosperous future for CPT and its entities. I know good things are in store for our CPT family and our students. As our Roadmaster Philosophy points out - our students are the reason we exist. So keep up the good work, and know that you are part of something great - helping people change their lives!

**John E. Kearney, President and CEO**



*Thank you for attending and participating in the 2013 Directors Meeting! It was a huge success!*



*Aura Hall*

Aura is an 18 year veteran of Roadmaster who believes that passion is contagious.

She was born and raised in the Bronx and relocated to the Tampa Bay area in July of 1991. She is a wife, mother and grandmother of three beautiful children ages 7, 5 and 4.

Prior to moving to Florida she worked as a Branch Supervisor for Manpower so the transportation industry offered a new challenge and soon a new passion. After one year with Diesel Institute as their Placement Director she joined Roadmaster in 1993 in the same capacity and a few years later moved on to admissions then on to Director of Admissions.

She believes those jobs prepared her for her current role as School Director but prior to taking the Tampa school she worked as the interim director at Salt Lake City Utah. Periodically she will travel to a sister school to work along side a new School Director or host them at her school for a couple of weeks of training.

When she is not at the office she enjoys spending time with her family and serves her church as Chair of the Hospitality Committee as well as serving in the Personnel Committee. Her claim to fame in the kitchen is her Chili and Flan.

Winston Churchill wrote: To each there comes in their lifetime a special moment when they are figuratively tapped on the shoulder and offered the chance to do a very special thing, unique to them and fitted to their talents. What a tragedy if that moment finds them unprepared or unqualified for that which could have been their finest hour.

*Linda Thornton*

Linda was born and raised in Cincinnati, Ohio until the age of 16. Her family relocated to Cleveland, OK. There she studied accounting and graduated from Cleveland High School in 1983. In June of the same year, she moved to Brandon, FL.

Linda began working in restaurants and in 1985 decided it was time to change her career focus to accounting. She started working as a temp and soon was hired by a small family owned business in Brandon. Working closely with the company's outside CPA firm she obtained on the job training. She moved the accounting books from paper to computer.



In 1994, Linda interviewed and accepted a position as an Ac-

counting Clerk with Rattlesnake Point Ltd. At that time Rattlesnake had 3 employees, two of them being John Kearney Sr. and Jr. Rattlesnake handled the accounts for several small businesses. One of them being Roadmaster Drivers School, Inc. located at the Florida State Fairgrounds, in Tampa. Career Path had not yet been created.

Linda's position with the company changed from 1 of 2 accounting department employees to Accounts Payable Supervisor in 2001. Linda continued to study accounting at St Pete College in 2007. In March, 2008 she advanced to Accounting/Cash Management Manager. And in May 2010, she accepted a promotion to Controller.

As a dedicated employee of over 18 years Linda has participated in the growth of Roadmaster from 1 to 12 schools. Career Path was created as the parent company after our second school opened in Ohio. Central Florida Institute, Pathfinder Credit Services and Pathfinder Connections joined the family of companies along the way.

Family always comes first for Linda. She is a proud wife, and mother of 1 son and 1 daughter. She strives to balance her family life with her career at Career Path Training Corp.



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If you need a refresher, just click on the video tutorial!

**THE ROADMASTER PHILOSOPHY**

Our Students are the most important people on our premises. They are not dependent on us, we are dependent on them. They are not an interruption of our work, They are the purpose of it. They are not an outsider of our school; they are a part of it. We are not doing them a favor by training them. They are doing us a favor by giving us an opportunity to do so. They are the reason we exist.



## CHANGES SEEN IN THE INDUSTRY BY A TRUCKING INDUSTRY VETERAN



Ken currently serves the company in the position of Vice President, School Operations. He has held this title and responsibility since June of 1996. Having a total of 42 years of training, recruiting, management and operating experience in the private career school sector, most of those years have been dedicated to Commercial Truck Driver Training. Prior to moving into training, he spent 12 years working in the trucking industry as an owner opera-

tor and line haul driver for a major LTL carrier. He accepted the position of Instructor in May of 1970 with a private school established by the Pennsylvania Motor Truck Association. The Association and its members founded the school to provide their members with a continuous supply of drivers. Since that time he has held numerous positions of greater responsibility in the private career school sector. He have served as president and CEO of MTA Schools, President and COO of Superior Training Services, Founder and President of Allstate Career Schools, President and CEO of Northeastern Technical Institute, and co-owner and president of Computer Learning Network. He has been active in all three major Accrediting Commissions participating in numerous school accrediting visits. He served as a member of the Business Standards Committee of the National Home Study Council. He served as a member and Vice Chairman of the Pennsylvania State Board of Private Correspondence Schools and currently serve as a past Chairman and member of the Commercial Vehicle Training Association (CVTA) Legislative/Regulatory committee.

As you can imagine, in the past 42 years Ken has seen changes in the Trucking Industry and the impact those

changes had on the Commercial Truck Driver Training sector. The decade of the 70's ignited the heyday of truck driving causing a dramatic rise in popularity of the "trucker culture." Truck drivers were romanticized as modern-day kings of the road. This was sparked by a number one hit on the billboard



charts called *Convoy*, a movie by the name of *Smokey* and the *Bandit* and the over-night use of Citizen Band radios (CB's). Drivers were able to communicate

with each other about road conditions, *Smokey's* and how fast those trucks could go. Even the general public picked up on the language and enjoyed talking to Trucker on the CB. All of this created a new found interest in becoming a truck driver.

1980 brought deregulation to the trucking industry, dramatically increasing the number of trucking companies. The trucking workforce was drastically de-unionized creating more opportunities for new drivers to enter the industry. Prior to deregulation, major carriers would shy away from hiring graduates fresh out of school. They wanted drivers with two or more years of driving experience. After deregulation when competition and more productivity became evident within the trucking industry, the need for more drivers increased. More companies began to realize drivers were not

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## THE OIL FIELD BOOM: BY MICHAEL LAUGHY, SCHOOL DIRECTOR, SAN ANTONIO



The dictionary defines "Quagmire" as a situation from which extraction is difficult and defines "Quandary" as a state of perplexity or uncertainty as to what to do about a particular problem.

Welcome to Roadmaster of San Antonio

where every day has become a Quagmire, a Quandary, or both. Production wise we had a terrific 2012. The team took a 13% increase in leads over 2011 and turned it into 765 graduates. That's 264 more graduates than the mere 501 produced in 2011. At times we have had to limit class sizes because we didn't have enough instructors to meet the state requirements.

So what's the quagmire/quandary? It is called Eagle Ford Shale.

Eagle Ford Shale is an area in south Texas approximately 50 miles wide and 400 miles long. This area is expected to produce 20.8 Billion Cubic Feet of Natural Gas and at least 4 Billion barrels of Crude Oil. It is estimated that this area has created 50,000 jobs and expectations are that it could create 100,000 jobs. Last week alone 282 new rigs were setup to drill adding to the 5,716 approve permits.

A typical "Frac Site" requires somewhere between 20 and 40 Class A CDL drivers at the site and dozens more to haul sand, rock, water, solutions, and the 86 Bcf of Natural Gas, 6 Million Bbls of "Wet Gas" and 27 Million Bbls of Crude Oil pumped in just a six month period. This is absolutely great news for graduates who want to make \$1,220 to \$1,800 per week.

Quagmire: We are stuck in the oilfields. Obviously we have

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(Changes...Continued from page 4)

born with two years of experience and began establishing stronger relationships with established training schools

The next indication that training schools were drastically needed to provide the industry with new drivers was the introduction of the Commercial Motor Vehicle Safety Act of 1986. The intent of the Act was to improve highway safety by ensuring that drivers of commercial vehicles over a certain weight rating were qualified and to remove unsafe and unqualified drivers from the highways. The Act included the right for States to issue a Commercial Drivers License (CDL) but the federal government established minimum requirements that must be met when issuing a CDL. After April of 1992, it became law that all CMV drivers had to possess the proper CDL for the CMV they were operating. Because of the new CDL law, the industry lost a percentage of drivers due to not being able to qualify with the requirements to obtain a

CDL. Today it is practically impossible to obtain a CDL without attending a training school.

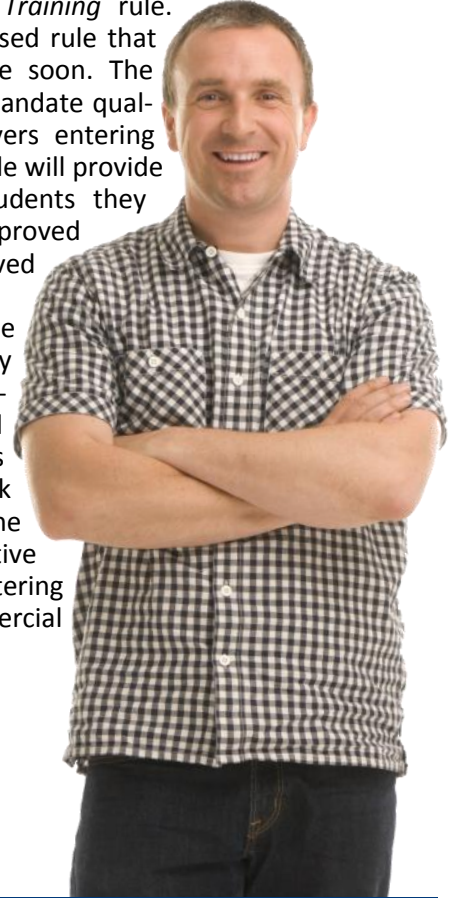
In the later months of 2010 the industry implemented CSA (Compliance Safety Accountability). CSA is a comprehensive safety program administered by FMCSA (Federal Motor Carrier Safety Administration) under the authority of The U.S. Department of Transportation to improve truck and bus safety. The CSA measures carrier safety performance and for the first time drivers will be held accountable for their

safety performances through continuously updated safety scores. Although the intent is to reduce the number of unsafe carriers and drivers, the result of CSA is predicted to reduce the driver force by weeding out drivers with habitual safety issues resulting in higher scores. The industry now has access to the driver's safety record at the time of employment or during employment. Drivers with high safety scores will find it difficult to find employment as a driver. The opportunity is wide open for new drivers entering the industry with low or no safety scores.

It appears the future will bring additional changes such as *The Entry Level Driver Training* rule.

The rule is now a proposed rule that will become a final rule soon. The intent of the rule is to mandate quality training to new drivers entering the industry. This new rule will provide assurance to future students they will be training at an approved school with an approved curriculum.

To this date most of the changes in the industry since the 70's has reinforced the overall need for approved schools training commercial truck drivers. We predict the final rule will be a positive rule for new drivers entering the industry as Commercial Truck Drivers.



## SAFETY FIRST

You see this sign on posters, outside commercial business, around construction sites, etc. If you had to give a speech on what "SAFETY FIRST" means to you, what would you say? What does **SAFETY FIRST** mean to you? We hope it means saving lives.

It means whatever action a person is engaged in, whether it's the work place, driving a motor vehicle, riding a bicycle or just life in general, it means having a total awareness of the safety risks surrounding you at the time.

If you had a SAFETY FIRST sign at the end of your driveway, would it remind you to drive safer as you leave home? It may, but what if you receive a call on your cell phone 5 minutes after you pulled out of your driveway? Would you pick up the cell phone and talk? What if you received a text? Would you text back while you were

driving? If you would do either, you run a 25% risk of being involved in an accident caused by distractive driving.

Cell phones draw a driver's attention away from traffic, road conditions and vehicle operation. Studies have shown the increased likelihood of an accident to be four times the normal rate when a driver is using a cell phone.

In 2001, New York State became the first state to ban the use of cell phones while driving unless a hands free device is used. Many states have either follow or are in the process of introducing the same legislation.

[In January of 2012, the Federal Motor Carrier Safety Administration enacted regulation prohibiting commercial vehicle drivers from using cell phones while driving.](#)

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"I graduated from Roadmaster in Chattanooga, Tn. The teachers are AWE-SOME!!! David, Mike, Johnny and Steve, thanks ya'll, I couldn't have done it without your help and training. If you want your CDL's like me come to school here"

- R. Clingan

"Will be startin class at Roadmaster in Dunn N.C. Can't wait—best decision I've ever made!"

- D. Wofford

"Graduated and started with Werner. Thanks to the Orlando Roadmaster staff for all their amazing instruction for getting me where I am now!"

- A. Presson

"Roadmaster (Jacksonville) was a great school! I drove OTR for a year in 2000 and since 2001 I have been in a dump truck and I love it! Thanks, Roadmaster"

- B. Hatfield

"I just graduated today, just wanted to say thanks to Roadmaster and all my instructors...shout out to class 18"

- T. Hunter

"Just finished my second week having fun learning. So ready for my third week. Ready to get out on the road and make you proud. Thanks Roadmaster, with you this would not be possible."

- E. Marie

"I went to the Roadmaster School in Orlando Florida, back in 2007, and I have to say, they are the best. Very patient, and knowledgeable instructors who will do their best to get you your CDL, if you put the effort in. I will just say, if you're looking to go to a truck driving school, Roadmaster is the BEST by far!!!"

-J. Hoke

"I love what I do. Roadmaster gave me everything I needed to start this career with Maverick. I wish I had done this sooner!" Doug Justice



Doug Justice (top row, 4th from left), Roadmaster grad now working for Maverick, stops by to talk to current Roadmaster students.



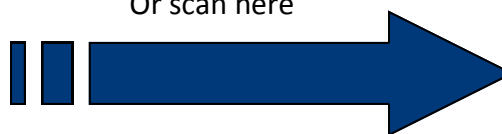
Former Military Specialist and Roadmaster grad William Godbout. (left) is welcomed by his trainer Joe LaCroix (right). William is driving with Schneider and enjoying his new career and all the benefits its bringing to him and his family.

**We want to hear from you!**

Click [here](#) to submit your stories!

***What's Your Driving Ambition?***

Or scan here





14 years ago as I ended my time in the Army, I took a chance on doing something I had been interested in since I was a kid. I decided to get my CDL so that I could drive trucks, much like I had been doing in the Army. I started school at Roadmaster in the dead of winter. Let me tell you, that is a great time to go to school! Smaller classes, more time behind the wheel and you get to learn some winter driving basics while you're in school and not on the road alone. I had a great time and great instructors with a ton of real world knowledge and patience.

I really didn't plan on driving over the road at the time, but was interested in more local jobs and got my class A just for the flexibility it offered. I worked local, gaining experience and knowledge for quite a few years. Then I fell into a job that was a mix of local, and long haul. I spent the first year there getting to adjusted to the differences in lifestyle that long haul work afford me. I was also given the chance to train other drivers for the same company. In my second

year there I was asked to go full time OTR as a tour driver.

I spent the next couple of years driving across 49 States and almost all of Canada, and doing most of it in the winter. I was given an opportunity to drive the Alaskan Highway, not something a lot of drivers get a chance to do. I have driven some of the most beautiful highways that North America has to offer. I have learned so much from other drivers in simple day to day actions and encounters and met some of the neatest people because of my job.

I have since moved on to running a flatbed with a new company so that I can spend more time at home with my family. But I would love to be able to step into a position where I could train drivers so that they can safely enjoy the road as much as I have.

I owe it all to taking that first step and calling Roadmaster to get my CDL. - **Mike Skrastins**



Blair Harmon, graduate of Roadmaster Drivers School of Jacksonville, went to work for Werner and is glad he made that decision as he's married with children and is home on the weekend to spend time with them.



Tracy Lightner, Driving for Stevens Transport. "I came through Roadmaster and learned so much that because of them I am very successful in my career."



Chairyl Meadows used to drive a bus, now she drives a Werner Truck!



Click here for more stories, news, and more!

Or scan here







## FOCUS ON VETERANS

Roadmaster Drivers School of San Antonio has trained 52 veterans since October 2011, with 5 veterans currently enrolled. Prior to October, Roadmaster had only trained 5 veterans using their GI Bill benefits. What's behind the tremendous growth in veteran enrollment? The improvement in the economy and the Post 9/11 GI Bill.

The U.S. economy depends on trucks to deliver nearly 80 percent of all freight in the country. The demand to deliver



more freight is expected to continue to grow as experienced drivers retire. The American Trucking Association estimates that there is a shortage of 20,000 drivers

now and the driver shortage could grow to over 111,000 drivers by the year 2014.

While veterans using GI benefits to attend non-college degree programs prior to 1 October 2011 did receive a monthly stipend based upon their training time, payment of the tuition and fees was their responsibility, and often, the monthly stipend paid under the various chapters did not cover the entire cost of short-term training programs. This kept many veterans from considering enrollment in short-term non-college degree programs. The Post 9/11 has changed all of

that and the increase in the numbers of veterans taking advantage of their Post 9/11 benefits is evidence. Under the Post 9/11, the VA pays the applicable tuition and fees up to \$17,500 per academic year directly to the school.

Additionally the veteran will also be paid a housing and book allowance while attending training. This means that the cost of attending schools such as Roadmaster is covered by GI Bill benefits, with no out-of-pocket expense for eligible veterans.

Veterans have many of the skills and attributes desired by companies when hiring drivers. Veterans already are accustomed to following rules and regulations and have the self-discipline to be safe employees.

The job outlook for professional truck drivers as reported by the [Department of Labor](http://www.dol.gov), is tremendous. They report, "This occupation has among the largest number of job openings each year." [www.gibill.va.gov](http://www.gibill.va.gov)

## SEARCH & EMPLOY MILITARY MAGAZINE FEATURES ROADMASTER!



## INDUSTRY NEWS CONTINUED

*(Safety First - Continued from page 5)*

The National Safety Council estimates that at least 1.6 million crashes each year involves drivers using cell phones and/or texting. It was estimated that 28% of all traffic crashes involved the use of cell phones. Based on research com-

pleted in 2009 showed that public support for total bans on cell phones was about 50% for and 50% against.

Safety First is about saving lives. Think twice about using your cell phone while operating a motor vehicle.

*(The Oil Field Boom - Continued from page 4)*

to do our best to support the oil fields but we can't forget our core carriers. The oilfields pay immediately and upwards to twice what a new graduate can make OTR and about half are home every night.

Quandary: This hasn't gone unnoticed by our instructors. We lost 6 instructors to one company paying \$1,300 per week, full benefits, and 401K and home almost every night. At one point we were down to 7 instructors with another

leaving in 2 weeks and yet another one going for his tanker / hazmat. The irony is the company that hired our instructors did so because they were so impressed with the high quality of training our graduates demonstrated that they wanted to hire the instructors that trained them.

Well, Ed and his tiny team of trainers have put a lot of sweat and effort into ensuring each graduate receives high quality training, I guess we should be grateful for the recognition. Thanks Ed, I think?