



# CTP<sup>©</sup> Insider



A quarterly publication for the Certified Transportation Professional (CTP<sup>©</sup>), published by the NPTC Institute.

Winter 2008

## CTP Profile: Gary L. Strausbaugh, CTP

### Quarterly Highlights

- Earn Recertification Points
- NPTC 2009 Nashville
- 2009 Webcasts

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As a farmer, Gary Strausbaugh, CTP, and Chair of the NPTC Institute

Board of Governors, recognizes that the popular adage of reaping what you sow is not entirely accurate. "You actually reap far more than what you sow," he says, explaining how tiny seeds of wheat that he plants on his grain farm outside of Fostoria, OH, produce an abundant harvest. "But it doesn't just happen. It requires a lot of work. A bountiful harvest is the reward of careful selection of seed, proper preparation of the soil, diligent fertilization and water, and weeding."

That farming metaphor is appropriate to Strausbaugh's professional life. As vice president of transportation for the Mennel Milling Company, in Fostoria, OH, he oversees a private fleet – that in reality is four separate fleets consisting of a total of 63 power units and a little more than 140 trailers.

Strausbaugh credits his involvement with NPTC and earning his CTP designation in 1996 for his success and accelerating his learning curve when he joined the trucking side of the business. "It forced me to look at all aspects of running a business," he notes.

"That allowed me to

understand how transportation fit into the total picture, and I could help influence decisions that were not just good for the private fleet but for our company as well."

Strausbaugh stresses the need to invest in the community that has allowed him to harvest so much. Aside from his leadership positions, he has helped write exam test questions, grade the exam, and speak at the Private Fleet Management Institute – proving once again that he has reaped more than what he has sown.

To read the full profile, click [here](#).

## NPTC's Private Fleet Management Institute

We're just two weeks away from NPTC's annual Private Fleet Management Institute, January 17-21, 2009 at the Crowne Plaza Jacksonville Riverfront Hotel in Jacksonville, FL.

The PFMI is a concentrated, five-day immersion in the core private fleet management curriculum Fleet Finance; Operations; Safety and Security; Human Resources; and Maintenance and Equipment."

A faculty consisting of the nation's most experienced and respected private fleet management leaders will guide the learning

experience through a series of workshops, panel discussions, lectures and interactive formats designed to enhance the attendees' educational experience and ensure their grasp of key private fleet management disciplines.

Specific sessions will focus on: Sustaining a Culture of Excellence; Communicating Private Fleet Value by Partnering with Corporate Finance, HR and Safety; Improving Fleet Planning and Utilization; Environmental Sustainability; Fuel Economy; and Benchmarking and Best Practices.

Click [here](#) to view the most current program agenda. Click [here](#) to see who's already registered to attend.

Registration information is now available on our website, [www.nptc.org](http://www.nptc.org).



## In The News



**Kathy Fellenstein, CTP**

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*“Earn Recertification points by volunteering.”*

**Rick Ganas, CTP**, is now the Regional Manager, Pricing and Fuel, for RoadLink; **Nakoa Gardner, CTP**, has been promoted to Fleet Manager Energy Dispatch; **E.J. Michaud, CTP**, has joined Advance Online Solutions as the Business Solutions Manager, and **Bedford Monday, CTP**, is now Logistics Manager for Schwans Logistics, LLC.

Meanwhile, more than 200

members of the private fleet community participated in a webcast held at the end of October that focused on enhancing the driver-dispatcher relationship.

Attendees heard from **Kathy Fellenstein, CTP**, Director of Transportation Safety and Compliance for Weyerhaeuser Company, and **Joe Everett, CTP**, Assistant Transportation Manager for Toys “R” Us.

The webcast, which was co-sponsored by NPTC and J. J. Keller & Associates, Inc., was free for all NPTC members; it can be downloaded from the following web address: [www.jjkeller.com/nptcinfo](http://www.jjkeller.com/nptcinfo)

See article on page 3 for more information on our upcoming webcasts.

### **Earn Recert Points**

**Exam Grading:** The NPTC Institute will be recruiting CTP volunteers to grade the case study portion of the exam. Specific details about the grading will be released shortly. Exam graders will receive 15 points toward their recertification.

**Cut-score Workshop:** A group of CTPs will be needed to participate in a cut-score workshop that will help determine the cut (or passing score) for the

multiple choice portion of the exam. This workshop will be conducted via web-conference. It will take approximately six hours with an appropriate break.

HumRRO, the company used as our independent test administrator, will provide rating materials ahead of time and will facilitate discussion about subject matter experts (SME’s) ratings during the WebEx meeting.

And for all of the hard work, volunteers will

receive 15 recertification points for this exercise!

We’ll call for volunteers in mid-January.

### **WE WANT YOUR**



If you’ve been promoted, had a change in companies or responsibilities, let us know! Send an email to the “CTP Insider”: [kfeeney@nptc.org](mailto:kfeeney@nptc.org).

This **Question and Answer** column is designed as a forum to help answer questions that you encounter in your operation.

Please submit questions and/or comments to Tom Moore, CTP, ([tmoore@nptc.org](mailto:tmoore@nptc.org)).

## Q & A

**Q.** I am thinking about developing a speed policy in our fleet. What are the best practices in the private fleet industry?

**A.** A speed policy is not required by regulation but is a useful “best practice” for fleets.

While there is no specific manner of imposing a speed mandate as company

policy, a miles-per-hour (MPH) limit with a daily driving limit seems to make the most sense.

Even if you do not use a daily mileage limit, you can audit the miles driven and the time logged to check the average MPH of the driver per day.

The third option is the easiest to enforce – if your

driver receives a speeding ticket, then you can take disciplinary action. But if you want to keep the drivers below a certain MPH, you should state that up front.

Some companies use a speed-limiting device on their engines to govern the top speed as well.

## NPTC 2009: May 3-5 - Nashville, TN



[Register today!](#)

During today's economic uncertainty and business turmoil, private fleet professionals must leave no stone unturned in their search for new ideas and programs that deliver the greatest value to their fleet operations.

In this climate, and with those expectations in mind, NPTC is pleased to unveil a hard-hitting lineup of educational workshops for the 2009 Annual Education Management Conference and Exhibition in Nashville:

- Improving Fuel Economy
- Fleet Opportunities in the Supply Chain
- Fleet Justification
- Measuring Customer Service
- The Workforce of Tomorrow
- Driver Wellness
- Size and Weights
- The Greening of the Fleet
- Hybrid Technologies
- Driver Compensation and Incentives
- Financial Management Tools
- Optimizing Backhaul Revenue
- Profit Center vs. Cost Center
- Life Cycle Costing
- Extending Trade Cycles
- The 2010 Engines
- Maintenance: In-House vs. Outsourcing
- Managing Workers' Comp
- Managing the Cost of Accidents and Liability
- Surviving the DOT Audit
- Accident Investigation and Prevention
- Benchmarking and Best Practices

Registration information is now available on our website. Please click [here](#).

## Webcasts to Enhance Training



Since 2005, NPTC has teamed with J. J. Keller & Associates to bring you a series of free webcasts on topics that are of high interest to unlocking improved fleet productivity, performance and efficiency. We now have an archive of 15 presentations for you to download and review at your convenience.

These topics will be included as part of the training curriculum for future CTP testing requirements.

event gives you the opportunity to review the materials on your own time, there's no substitute for having the opportunity to participate in the Q&A by attending a live webcast!

For the coming year, NPTC and J.J. Keller editorial calendar will include the following topics include:

- The Fleet Optimization Center: Your Ticket to Profitable Back
- Hauls

- Driver Qualification, Recruiting & Retention
- Vehicle Maintenance, Inspections & Fuel Economy
- Greening of the Fleet: EPA's SmartWay Program and
- Industry Trends
- Accident Management: A Nuts and Bolts Approach

Click [here](#) to sign-up or to download, today!

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## Coming Events

### CTP EXAM PREP WORKSHOP

January 16, 2009 in Jacksonville, FL;  
Crowne Plaza Jacksonville Riverfront

### NPTC 2009 PFMI

January 17-21, 2009 in Jacksonville, FL;  
Crowne Plaza Jacksonville Riverfront  
Hotel

### 2009 CTP EXAM

Saturday, February 14, 2009 at various  
locations across the U.S. and Canada

### NPTC 2009 ANNUAL CONFERENCE

May 3-5, 2009 in Nashville, TN

### CLASS OF 2010:

#### CTP ELIGIBILITY APPLICATION DUE

October 1, 2009

Download from [www.nptc.org](http://www.nptc.org)

#### CTP EXAM APPLICATION DUE

November 15, 2009

Download from [www.nptc.org](http://www.nptc.org)

## New ITTM Board Member

The NPTC Institute for Truck Transportation Management (ITTM) Board of Governors announces the election of Bernard Borghei, Executive Vice President of Sales and Operations for SkyBitz, Inc.

Mr. Borghei is a seasoned

sales and operations professional with more than a decade of experience in the wireless telecom and technology sectors.

Prior to joining SkyBitz, Mr. Borghei has held previous strategic positions at TruePosition,

SunCom Wireless, Omnipoint, LLC and WFI.

Mr. Borghei holds an MBA in Global Management from the University of Phoenix and a bachelor's degree in Electrical Engineering from Villanova University.

## About Our Organization...

Founded in 1939, NPTC is the only national trade association exclusively representing the interests of the private truck industry and corporate/business private truck fleet management. NPTC is the premier marketplace of information, networking and skill building for private fleet professionals as it leads in shaping the future of corporate transportation.

The Institute for Truck Transportation Management (ITTM) is the non-profit 501(c)(3) education and research affiliate of the National Private Truck Council (NPTC). As a leader in transportation education and research, the NPTC Institute's goal is to move fleet managers and industry suppliers toward greater efficiency and effectiveness in their corporate environments.

The NPTC Institute is an exclusive information resource for: Certified Transportation Professional® (CTP) program, Fleet Management Institute and the Fleet Learning Center. Through NPTC, both fleet and allied members come together to share information that enables them to meet the demands of changing business, safety and regulatory issues as well as competitive challenges.



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