

CTP Insider

A quarterly publication for the Certified Transportation Professional published by the NPTC Institute.

Fall 2017

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NPTC NATIONAL SAFETY CONFERENCE SETS HIGH BAR OF EXCELLENCE!

A RECORD OF MORE THAN 235 PRIVATE FLEET PROFESSIONALS participated in the NPTC 2017 National Safety Conference held last week near Dulles International Airport in Washington, D.C. Feedback from attendees was universally positive with people praising the overall take-away value found in the general sessions, “safety-in-the-round” breakout sessions, and the business/social networking.

NPTC is pleased to thank the speakers and facilitators who addressed this year’s conference in order of their presentations before the group. Leading off the morning of the first day, the program schedule featured a four-hour general session and excellent speakers and topics including:

The educational portion of the program kicked off with **Jack Van Steenburg**, Chief Safety Officer and Assistant Administrator of the Federal Motor Carrier Safety Administration providing a detailed look at the Trump Administration’s new motor carrier safety agenda and priorities. This was followed by a Legislative and Regulatory Update provided by NPTC General Counsel **Rick Schweitzer**.

Two private fleet professionals—**David Simpson**, CFS, CFM, Corporate Transportation/Safety Manager, BWI Companies, Inc. and **Dave Schmitz**, Director of Transportation, Golub Corp./Price Chopper shared how their companies had retooled their driver recruiting strategies to attract younger drivers in the face of a relentless driver shortage, while maintaining and in many cases enhancing their commitment to exceptional safety performance.

That was followed by a panel presentation on how fleets are using effective screening protocols to attract and retain the very best drivers. Participants in the panel sharing their perspective included **David Barth**, Transportation Area Manager, Wegmans Retail Service Center; **Brian Johnston**, CTP, Sr. Director of Transportation, Core-Mark Interna-



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tional; **Keith Frantz, CTP**, DOT Compliance Manager, ADM Trucking, Inc.; and **Jamey Eilerman, CTP**, Director-Logistics, Apio, Inc.

The afternoon's program features several concurrent "safety-in-the-round" discussions and open-forum sessions on key topics of interest facilitated by leading safety expert/practitioners:

- **Enhancing Background Searches** – **Phil Komorowski**, Division Manager, FTC Transport, Inc.
- **Electronic Logging Devices** – **Megan Rollo**, DOT Compliance, Wilbur-Ellis Company
- **Accident Reconstruction** – **Doug Simpson, CTP**, Recruiting Manager, Castellini Group of Companies
- **Managing Multiple/Remote Locations** – **Meghan Chan, CTP**, Fleet Safety & Compliance Manager, Mondelez International LLC
- **Dealing with an Aging Driver Workforce** – **Jeff Smith**, Director of Transportation, Gold Medal Bakery, Inc.
- **Safety Training Programs** – **Lewis Allen, CTP**, Director, Fleet Operations, Aaron's, Inc.
- **Enhancing Safety Meetings** – **Cameron Hafer, CTP, MSHR**, Sr. Mgr. Transportation & DOT Compliance, Trans Papa Logistics / Papa John's
- **Comparative Liability and Negligence** – **Jeremy C. Decker, CTP**, Transportation Safety Manager, The Mennel Milling Company

The following morning **Dan Murray**, Vice President, American Transportation Research Institute, provided a stimulating look at the industry's top safety challenges and including how to combat the nefarious issue of distracted driving.

That was followed by a panel presentation on how leading private fleet practitioners are putting active safety technology to work. The panel featured:

- **Collision Warning/Mitigation** – **Nick Cindrach, CTP, CDS**, Director, Enterprise Safety & DOT Compliance, CVS Health
- **Automatic Transmissions** – **Jeff Newey**, Manager, Deseret Transportation
- **Electronic Stability Control** – **Chuck Amen CTP**, Manager Transportation Operations, Hillyard, Inc.
- **Lane Departure Warning** – **Paul Miller, CTP**, Director of Transportation, Merchants Distributors, Inc.
- **In-Cab Cameras** – **Scott Duvall, CTP**, Safety Manager, Dot Transportation, Inc.
- **Speed Monitoring Devices** – **Ricky Abell, CTP**, Sr. Mgr., Fleet Safety & Compliance, MedTrans LLC, Medline Industries, Inc.
- **Disk Brakes** – **Sean Dubman, CTP**, Transportation Safety Coordinator, Wegmans Food Markets, Inc.

Wrapping up the National Safety Conference, this year's recipient of the NPTC Private Fleet Safety Professional of the Year, **Victor Hart**, Director of Safety, Dot Transportation, Inc., shared his thoughts on how to build a culture of safety.

One of the highlights of the conference was a two-hour **National Driver All-Star Luncheon & Recognition Ceremony** sponsored by International Truck/Navistar. See article elsewhere in this *CTP Insider*.

Thank you to our supportive sponsors! The Thursday evening reception was sponsored by 21 Allied/Supplier Members of NPTC, listed below:

- Arconic Wheel & Transp. Products**
- Atlantic Dynamics**
- The CEI Group**
- Centerline Drivers**
- CPC Logistics**
- Custard Insurance Adjusters**
- EBE Technologies**
- Element Fleet Management**
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- LoadDocs**
- Lytix**
- Mobileye**
- NIC Federal**
- Omnitracs**
- SuperVision**
- Teletrac Navman**
- Verizon Telematics**

NPTC is pleased to express its appreciation to the Safety Committee for helping plan the conference program of this year's event. The largest NPTC standing committee with nearly 100 members, the NPTC Safety Committee meets regularly to assist in the planning of various NPTC events, respond to regulatory rule-making proceedings, and to share best practices. For information about joining the Safety Committee, contact **Tom Moore, CTP**, at tmoore@nptc.org.



In the News



Kevin Drouin, CTP, has been named Director of Logistics for Southern Glazer's Wine and Spirits



John Gillenwater, CTP, has been named Director of Fleet Operations for Home City Ice in Cincinnati, OH.



Brad Johnston, CTP, has joined Sheetz/CLI Transport as Terminal Manager in Pittsburgh, PA



Michael Scarpulla, CTP, has been promoted to Senior Transportation Manager, Field Operations, at CVS Health.

Matthew Sitlinger CTP, joined Aim National Lease as Fleet Foreman

Randall Spanier, CTP, joined Dean Foods in Springfield, OH.

Matt Williams, CTP, has joined Stryker as Sr. Manager of Distribution and Logistics. He will be based in Kalamazoo.

Arthur Wilson, CTP, has been named VP-Distribution for McLane Co., in Orlando, FL.

Steven Zicarelli, CTP, has joined PFS Logistics in Jersey City, NJ as Director, Safety and Compliance.

At its September 13 meeting, the NPTC Institute Board of Governors elected the following to the Board:



Laura Johnson, CTP, General Manager, NIC Federal



Andy Oleson, CTP, Product Manager, Mobile, Verizon Telematics



John Vosters, Compliance Strategy Officer, Fleetworthy Solutions

FMCSA'S VAN STEENBURG SETS OUT AGENCY'S SAFETY AGENDA

JACK VAN STEENBURG, CHIEF SAFETY OFFICER AND ASSISTANT ADMINISTRATOR OF THE FEDERAL MOTOR CARRIER SAFETY ADMINISTRATION, addressed the NPTC's National Safety Conference and set out the agency's safety agenda for the next few years. He began by noting that there were 4,718 fatalities involving heavy trucks in 2015, the last year for which complete records are available, and that 10% of those fatalities resulted from trucks rear-ending other vehicles.

But Van Steenburg stated that private fleets generally had a better safety performance than for-hire motor carriers—for-hire carriers comprise 53% of the trucking industry but are involved in 77% of total crashes.

He also noted that the FMCSA regulates some 524,000 motor carriers and 5 million CDL drivers. The agency is focused on identifying and bringing into compliance some 2,900 high risk carriers that have a significantly higher probability of crash involvement than the overall fleet population. He said the FMCSA conducts about 8,000 inspections each year, and State enforcement agencies conduct another 8,000 motor carrier inspections as well.

Van Steenburg also mentioned the following regulatory activities of the FMCSA:

- The Entry-Level Driver Training rule is scheduled to go into effect in 2020, with performance-based standards for all new and upgrading CDL drivers; training providers will be listed on the FMCSA website.



- As of June 2018, CDL drivers will have their medical certificate data transferred electronically to their licensing states; eliminating the need for paper records.
- There are currently some 55,000 Medical Examiners listed on the National Registry of Certified Medical Examiners; the DOT Inspector General has engaged in six investigations of fraudulent medical exams, leading to three arrests.
- The agency's Drug and Alcohol Clearinghouse rule will go into effect in January 2020, and include data on all positive tests and refusals to test; carriers will have to check the clearinghouse database on all driver applicants, with the driver's permission.
- The FMCSA is waiting for the Department of Health and Human Services to establish standards for hair follicle testing to incorporate as part of the FMCSA's drug testing protocol.
- The FMCSA is also waiting for Congress to authorize and enact directives on standards for autonomous commercial motor vehicles.
- The Electronic Logging Device rule will go into effect as scheduled on December 18, 2017, although vehicles outfitted with Automatic Onboard Recording Devices may operate until December 18, 2019 before they must have ELDs.
- The Commercial Vehicle Safety Alliance has stated that its members will not issue out of service orders for failure to comply with the ELD rule until April 1, 2018, although non-compliant drivers and carriers are subject to citations for ELD violations effective December 18, 2017.



CTP PROFILE

BY GARY PETTY
PRESIDENT AND CEO
NATIONAL PRIVATE TRUCK COUNCIL



Chuck Amen, CTP

Corporate Transportation Operations Manager
Hillyard, Inc., St. Joseph, MO

Farmer's Son, Truck Driver, and Fleet Manager: A Journey of Excellence

NPTC BOARD OF DIRECTORS MEMBER, CHUCK AMEN, CTP, has nearly a 10-year history of active engagement with the Council beginning with his attendance at the Private Fleet Management Institute in 2008. His colleague from Hillyard at the time was Terry Imlay, CTP, who had many years of participation in NPTC events. Terry introduced Chuck to NPTC and encouraged him to go through the five-day Institute program and earn his CTP certification.

"It was almost overwhelming," says Chuck of his first day at the PFMI. "I remember Tom Moore began by asking everyone the reasons why they signed up and what they expected to get out of the program. I think I said something like 'I don't know what I don't know' which was pretty much the truth."

"I remember being amazed at the backgrounds and experience of my fellow attendees. Actually, the longer I was there, the more comfortable I felt. By the end of the Institute's five days, I was hooked.

I had learned more than I even imagined possible in such a short time, and met so many wonderful people who became friends and important contacts over the years in my business networking and professional development."

After finishing the PFMI, Chuck waited a year before sitting for the CTP examination. "I had many pages of study notes which I reviewed every month. I also sent in several case studies to Tom Moore for his review and suggestions for a passing grade. This exercise was extremely helpful."

Chuck says, "By the time the CTP examination of 2009 rolled around, I felt pretty comfortable I could pass—although during the actual test I started second guessing myself and going back and changing my answers to a few questions. This is not a good idea, by the way. My advice to CTP candidates is to go with your first answer and stick with it!"

Since completing his CTP, Chuck has attended every Annual Conference and National Safety Conference.

He has been a speaker several times at both events; hosted NPTC's 2016 Summer On-Site Summer Safety Committee meeting;

participated in the annual NPTC Benchmarking Survey Report, and served as a member of the NPTC Board of Directors for three years.

"I always go with an open mind when participating in NPTC events and programs. I know I am going to learn something of value that I can take home to Hillyard and put into practice."

A dramatic example of this occurred several years ago as a result of Chuck's visiting the Exhibit Hall and Trade Show of NPTC's annual conference. Using a new app made available by a backhaul fulfillment company, Hillyard's private fleet was in one year able to reduce its empty miles from more than 30% to around 7%, saving enough money to pay for the fleet's entire diesel fuel costs for a full year.

Chuck's career path to fleet management began with his decision to become a truck driver. "I got into truck driving to make money." After graduation from high school and later marrying Gracie and having two children, he went to work driving for a friend who had some trucks and was an owner-operator hauling grain seed.

"My first truck was a cabover with 250-horsepower, with no air conditioning and no power steering," Chuck recalls. "Later I bought my own truck, and became an owner-operator myself hauling dog food to various East coast locations."

For a time, Chuck tried his hand at selling feed where he worked at the same company which had employed his dad. He also worked as a grain elevator manager, but missed being on the road. Gracie urged him to get back into truck driving.

When Hillyard discovered that Chuck liked to run East coast loads, he was hired as a driver for a dedicated carrier which provided service to augment Hillyard's private fleet. "However, I knew from the start that I wanted eventually join the Hillyard team of private fleet drivers because these were the best jobs by far. It took me five years before a driver finally retired and I was hired as his replacement."

Chuck worked as a Hillyard driver for several years before he was asked by Senior Vice President Doug Holland (who later earned his CTP at Chuck's encouragement) to work in the office.

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HOT OFF THE PRESS

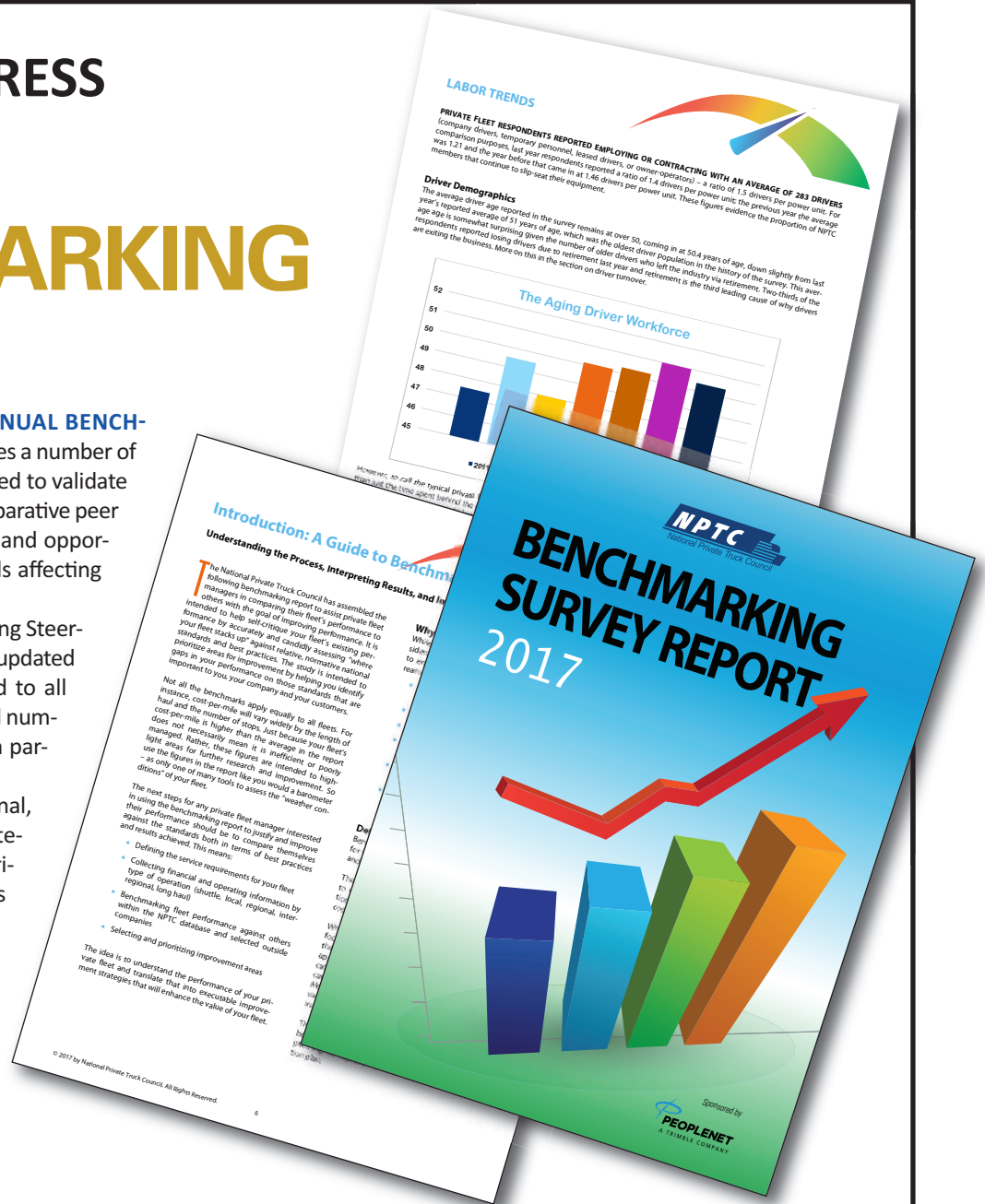
2017 BENCHMARKING SURVEY

NPTC HAS RELEASED ITS 2017 ANNUAL BENCHMARKING SURVEY, which examines a number of private fleet related issues and is designed to validate private fleet performance based on comparative peer data; to identify areas of improvement and opportunity; and to highlight significant trends affecting private fleet practitioners.

Working together with a Benchmarking Steering Committee, NPTC staff designed and updated a 75-question survey that was emailed to all NPTC Fleet Member companies. A record number of more than 100 companies which participated in the survey.

The survey delved into key operational, safety, technology, equipment, maintenance and labor metrics. One of the primary take-aways is that private fleets remain incredibly buoyant about the future. Fully two-thirds of the respondents reported that their private fleet would grow or handle more of its company's freight over the next five years.

[Click here](#) to receive your copy.



CTP Profile Continued

Chuck turned in his driver fuel card, became a manager, and never looked back.

Raised on a 200-acre family farm in the tiny community of Bucklin, Missouri (some 100-miles east of St. Joseph), Chuck developed a close and loving relationship with his family. His father and grandfather were leaders in the Polled Hereford Cattle Association (red cows with white faces and no horns, weighing 1,200-1,500 pounds). The family farm also raised row crops, hogs, dairy cows, and chickens.

"I'd like to say I was a hard working farm kid, but truth be told my dad did all the chores and gave me a "tame" cow to milk from time to time. It was a big deal when my dad finally bought a milking machine!

"I spent most of my time when not in school hunting with my beagle dog and rifle, or fishing with my grandfather who was a

blacksmith and a great supporter of the church. My grandparents owned a local store and I recall spending a lot of time hanging out with them.

When I was an over-the-road driver, I never missed having Sunday breakfast with them at McDonald's which they loved. They lived to the ripe old ages of 95 and 102!"

In September each year, Chuck and Gracie travel to the National Safety Conference in Dulles, Virginia from Saint Joseph, Missouri on their Honda motorcycle which helps fulfill Chuck's love of driving while seeing the beautiful back roads of America.

Commenting on Chuck's enthusiastic involvement with the Council, Gracie says, "I'm biased of course after 38 years of being happily married to him, but Chuck is a wonderful person who enjoys his life, his job, and helping and learning from other people."

"He really enjoys NPTC and is truly in his element!"

NPTC RECOGNIZES 22 PROFESSIONALS

★★ NATIONAL DRIVER ALL-STARS ★★

TWENTY-TWO PRIVATE FLEET TRUCK DRIVERS who have demonstrated high performance standards against their peer drivers throughout the country based on customer service, safety, adherence to company standards, regulatory compliance, and community service have been honored by the National Private Truck Council (NPTC) as National Driver All-Stars. The award, co-sponsored by International Truck/Navistar, Inc., was presented at a ceremony that took place in conjunction with NPTC's National Safety Conference, September 14-15, 2017.

"These drivers embody all the characteristics, skills and attitudes that are the heart of what enables the private fleet to continue to deliver exceptional levels of customer service," according to NPTC President and CEO Gary Petty. "They are ambassadors, not only for their company, but for the entire private fleet community. We are honored to recognize these private fleet drivers for meeting high performance standards in the fields of customer service, safety and compliance."

NPTC initiated the National Driver All-Stars program in 2009 to recognize those drivers of NPTC fleet member companies based on how they perform against their own internal customer service metrics. Specific measures of the recognition include:

- Customer service (uniform/appearance; on-time deliveries; attitude/conduct; customer feedback; loading/unloading; cooperation)
- Safety (number of DOT reportable accidents; number of OSHA reportable injuries; number of traffic violations verified by current MVR)
- Compliance with company standards (attendance, attendance at safety meetings, training, paperwork, etc.)
- Regulatory compliance (hours of service, DVIR, MVR, etc.)
- Community service



This year's National Driver All-Stars are:

- Gregory Banister** with Walgreen Oshkosh, assigned by CPC Logistics, Inc.
- Clarence Neal Bethards** with Orscheln Farm and Home, LLC
- Melvin Brownlee** with Kroger Company
- Steven Buckley** with Contract Transportation Systems/The Sherwin-Williams Company
- Richard Bullion** with Shaw Industries Group, Inc.
- John Capps** with Fabri-Kal Corporation assigned by CPC Logistics, Inc.
- Samuel Carpenter** with ICU Medical Fleet Services assigned by CPC Logistics, Inc.
- Danny Ferguson** with CVS Health
- Jesus Fierros** with Toyota Motor North America, assigned by CPC Logistics, Inc.
- John Fournier** with Marathon Petroleum Company LP
- Larry Freeman** with Tennessee Valley Authority

- James Kelly** with WFM Transport, Inc.
- Jerry Lafrenz** with John Deere, assigned by CPC Logistics, Inc.
- Larry Large** with Avery Dennison assigned by CPC Logistics, Inc.
- Mark Liddick** with Frito-Lay, Inc.
- Robert Lynch** with Perdue Farms, Inc.
- Alexander Niland** with Core-Mark International
- Robert Perreault** with Westlake Chemical Corp./North American Pipe Corp assigned by CPC Logistics, Inc.
- Wendell Ragland** with Bridgestone Americas Tire Operations assigned by CPC Logistics, Inc.
- Daniel Reid** with TMH Transport, LLC
- Horace Taylor** with Moen, Incorporated assigned by CPC Logistics, Inc.
- Dianna Williams** with Army and Air Force Exchange Service

COMING EVENTS:

2018 CTP ELIGIBILITY APPLICATIONS DUE
October 1, 2017

NPTC/J.J. KELLER WEBCASTS:
October 18 Hours of Service and the 34-Hour Reset
October 19 Electronic Logging Devices

2018 CTP EXAM PREP WORKSHOP
January 12, 2018, Jacksonville, FL

2018 PRIVATE FLEET MANAGEMENT INSTITUTE
January 13-17, 2018, Jacksonville, FL

2018 CTP® EXAM
February 10, 2018, offered at 40 locations across the country

NPTC ANNUAL CONFERENCE 2018
April 29-May 1, 2018, Cincinnati, OH

PFMI 2018: *REGISTRATION OPEN!*

NPTC is pleased to announce the 2018 Private Fleet Management Institute scheduled for January 13-17, 2018, at the Omni Jacksonville in Jacksonville, Florida.

NO MATTER WHAT YOUR OFFICIAL TITLE IS, today's transportation and logistics environment demands excellence. You need a variety of skills that lead to outstanding performance in every aspect of your job. NPTC's Private Fleet Management Institute provides the most comprehensive and intensive instruction, education and learning experiences led by the industry's top practitioners and designed to enhance your personal and professional mastery of private fleet management.

This accelerated five-day "graduate level" program helps navigate the five core disciplines of private fleet management: Finance, Human Resources, Safety, Operations and Equipment and Maintenance. This is the core curriculum deemed by the industry's leading practitioners as essential for on-the-job success. The PFMI curriculum provides a rigorous learning environment in which attendees will be exposed to the foundational core disciplines of private fleet management through a series of presentations, roundtable discussions, structured networking activities and applied learning exercises.

Strategic Components of the Private Fleet

- Sustaining Upper Management Support: Ongoing Communications & Justification Selling
- Long-Range Outlook for Private Fleets
- Converting Data Into Actionable Intelligence and Behavioral Change
- Lean Transportation Management Disciplines
- Establishing Performance Driven Key Performance Indicators (KPIs)
- Organizational Strategies to Drive Operational Excellence
- Delivering Tailored Customer Service Value: The Private Fleet Advantage
- Optimization Protocols: Routing, Trailer Utilization, Capacity Management
- Inbound Logistics, Backhauling & Collaborative Logistics
- Right-Sizing Business Models: Private Fleet vs. Outside Carrier Capacity Ratios

Financial Strategies and Protocols

- Financial Models for Private Fleets: Profit Center vs. Cost Center
- Determining True Fleet Costs
- Understanding and Using Financial Reports and Budgeting to Drive Excellence
- Return on Investment Measures

Human Resources: Building a Culture of Excellence

- Recruiting, Cultural-Fit Assessment, Interviewing, Screening and Hiring
- Scorecarding, Rewards, and Recognition Programs
- Onboarding and In-Service Training, Coaching, and Professional Development
- Compensation and Performance Incentive Strategies

Safety and Compliance

- Managing CSA Scores
- Compliance Strategies
- Behavior-Based Safety
- In-Service Performance Metrics

Equipment and Maintenance

- In-House vs. Outsourced Maintenance: Management Best Practices and Standards
- Spec'ing Strategies
- Life Cycle Costing and Trade Cycles
- Improving Driver-Shop Communications through Vehicle Inspection Reports

In addition, the Institute provides one of the most effective ways of refreshing your knowledge base and preparing for the 2018 CTP Examination set for Saturday, February 10, 2018. See article elsewhere in this Weekly Update for more information about CTP Exam application fees and deadlines. Please note there is a special Exam Preparation Workshop that immediately precedes the Institute, on Friday, January 12. A separate registration is required. For more information about the Private Fleet Management Institute and how to register, [click here](#).



Interested in corporate visibility at the PFMI? Sponsor the Monday evening networking reception: [Click here](#) for sponsorship details.

NPTC INSTITUTE BOARD OF GOVERNORS

CHAIR: Mari Roberts, CTP, Go to Market Optimization Director, Frito-Lay, Inc.

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Peter Borgen, Mgr., Corporate Carrier Sales, C.H. Robinson Worldwide, Inc.

Robert J. Boyich, CTP, Executive Vice President, CPC Logistics, Inc.

Steven G. Bryan, President, Vigillo, a SambaSafety Company

Brian Casey, Director, Inbound Transportation, Pepsi Beverages Company

Meghan Chan, CTP, Fleet Safety & Compliance Manager, Mondelez International LLC

Gary A. Ciapetta, CTP, Regional Director, Fleet Sales, Hendrickson

Nick Cindrich, CTP, CDS, Director, Enterprise Safety & DOT Compliance, CVS Health

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Peter Dames, Assistant General Manager, PACCAR Leasing Co.

Luann Dunkerley, National Sales - Truck Fleets, The CEI Group

Joseph N. Evangelist, Executive Vice President, Transervice Logistics, Inc.

Jeff Ferrell, CTP, Sr. Director, Private & Public Fleets, SmartDrive

Kevin Fisher, CTP, National Account Manager, NE, Mack Leasing System

Keith Frantz, CTP, DOT Compliance Manager, ADM Trucking

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Steven Garrish, CDS, MBA, CTP, SVP, Safety & Regulatory Compliance, SleepSafe Drivers

Cameron Hafer, CTP, Sr. Mgr. Transportation & DOT Compliance, Trans Papa Logistics / Papa John's

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Bob Larsen, Sr. Dir., Business Services Marketing, J. J. Keller & Associates, Inc.

Joe Laskowski, CTP, Director, Fleet Safety & Compliance, MedTrans LLC

Rick Linville, Chairman, Custard Insurance Adjusters

Del Lisk, CTP, Vice President, Safety Services, Lytx

Brian MacKenzie, Director of Sales, Silver Eagle Manufacturing Co.

Robert L. Mann, V.P., Dealer Sales, International Truck/Navistar, Inc.

Laura McMillan, Vice President, Training Development, Instructional Technologies

Mark Melletat, Director, Field Operations, Meritor WABCO

J. Bedford Monday, Jr., CTP, Facility Operations Manager-South, Schwan Food Company

Andy Oleson, CTP, Product Manager-Mobile, Verizon Telematics

William E. Perry, CTP, CDS, Safety & Compliance Specialist, Hill's Pet Nutrition, Inc.

Michael Quimby, SVP & General Manager, Element Fleet Management

Gayle Robertson, President, BOLT System

Patrick R. Robinson, CTP, Driver Recruiting Manager, BCT, Inc.

Brant Schneider, CTP, Northeast Fleet Sales Manager, Arconic Wheel & Transportation Products

Angela Shue, General Manager-Cadec, PeopleNet

Robert W. Slaughter, CTP, Director of Fleet Maintenance, Murphy-Brown LLC

George "Bill" Sleeth, General Transportation Manager, Walmart Transportation LLC

Michael D. Spence, Senior Vice President of Fleet Services, Fleet Advantage

Ron Tartt, CTP, Managing Partner, DRC, Inc.

John Vosters, Compliance Strategy Officer, Fleetworthy Solutions

Scott Willert, Vice President, Logistics, America's Service Line

James Wood, Vice President, Sales, Penske Truck Leasing Co.

NPTC/J.J. KELLER SET TWO WEBCASTS FOR OCTOBER

IN OCTOBER, NPTC AND J. J. KELLER & ASSOCIATES CONCLUDE THEIR 2017 WEBCAST SERIES WITH TWO WEBCASTS, FREE TO NPTC MEMBERS.

October 18, 2017 Hours of Service and the 34-Hour Reset

Background: The federal HOS regulations have been around since the 1930s and are designed to keep fatigued truck drivers off the nation's roadways. They are among the most-often violated of the FMCSA regulations—comprising about one-third of all roadside violations— and within the past decade have become disruptive, confusing, and the most-frequently revised of all federal driver safety regulations.

Purpose: This webcast will examine the federal HOS rules as they stand today including the most recent revisions, review the most significant changes that have been implemented, and discuss ways to deal with HOS compliance challenges.



The featured fleet speaker will be **Sean Dubman, CTP**, Transportation Safety Coordinator, Wegmans Food Markets, Inc.

[Click here to Register](#)

October 19, 2017 Electronic Logging Devices

Background: The federal mandate of electronic logging devices that becomes effective at the end of this year will spur a dramatic increase in technology adoption next year, but implementation could be challenging as many carriers continue to wait as long as possible before installing the devices. What are the requirements of the new rules? What technologies comply? How do drivers comply during a roadside inspection? What benefits come with use of electronic logs?

Purpose: This webcast looks into strategies fleets have employed to comply with new federal regulations.



The featured fleet speaker will be **Megan Rollo**, DOT Compliance Coordinator, Wilbur-Ellis Company.

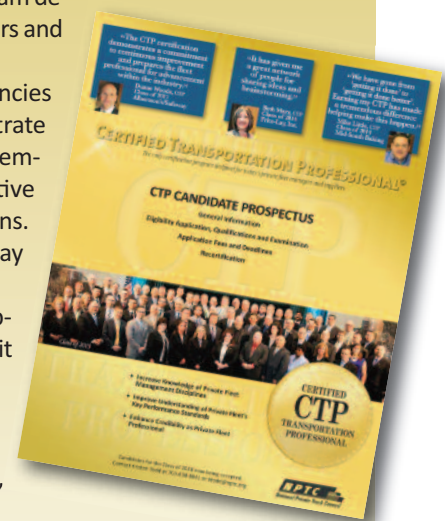
[Click here to Register](#)

CTP APPLICATION DEADLINE FAST APPROACHING

ELIGIBILITY APPLICATIONS FOR THE 2018 CERTIFIED TRANSPORTATION PROFESSIONAL EXAM ARE DUE BY OCTOBER 1. Take your first step to professional success and get the recognition you deserve! Become a Certified Transportation Professional® (CTP). This is the only certification program designed for today's private fleet/transportation managers and suppliers.

Today's CTP Exam focuses on analytical competencies and assessments that require students to demonstrate depth of knowledge and advanced capacities in problem-solving, writing, analytic reasoning, and prescriptive workable management solutions to real-job situations. This objective is measured in the short answer essay question and case study formats.

The next CTP Exam is scheduled for Saturday, February 10, 2018 at locations across the country. Submit your completed Eligibility Application and fee by October 1, 2018. For a detailed prospectus about the CTP program, including program requirements and application forms, [click here](#). For more information, contact **Kristen Todd** at ktodd@nptc.org





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SmartDrive helps innovative Private Fleets eliminate the guesswork when it comes to safety. By delivering more insight and more protection – combined with video safety and transportation intelligence – we help protect your brand and drivers from the unknown.

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Stop guessing and start acting with SmartDrive. Learn how Private Fleets are using video safety to reduce collisions and remove risk from their fleets.

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