

# CTP Insider

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

Fall 2022

## Quarterly Highlights

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SEPTEMBER 7-9 | ORLANDO, FL

## NATIONAL SAFETY CONFERENCE SETS RECORD ATTENDANCE!



**O**VER 320 PRIVATE FLEET PROFESSIONALS AND SUPPLIER/VENDOR PARTNERS PARTICIPATED in this year's National Safety Conference held last week at the OMNI Orlando Champions Gate Resort. Total registrations nearly doubled the attendee count of the 2021 Safety Conference. The event drew a balanced representation of Fleets and Allied/Suppliers; 30 speakers; 13 sponsors; attracted an all-time high 47 exhibitors, and provided 5.5 hours of networking in the exhibit hall.

The program opened with **Tim Eckhardt, CTP**, Chair, NPTC Safety Committee and Director of Safety, Dot Transportation, introducing **Tom Moore, CTP**, NPTC Executive Vice President, for an overview of the **NPTC 2022 Benchmarking Survey Report**, sponsored by Penske Truck Leasing. **Rick Schweitzer**, NPTC General Counsel, followed with his presentation of the **Washington Report**, sponsored by Centerline Drivers. **Keith Maisch** and **Scott Willert, CTP**, of America's Service Line and **Charles Mensah**, Med-Trans LLC., rounded out the **General Session** of day one.



Sponsored by



Tim Eckhardt, CTP



Tom Moore, CTP



Rick Schweitzer



Keith Maisch



Scott Willert, CTP



Charles Mensah

Continued on next page



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## Safety Conference Continued

Thursday's **General Session** and **Safety-in-the-Round** discussions featured **Shana Barton, CTP**, Oldcastle; **Paul Miller, CTP**, Merchants Distributors; **Larry Parsons**, The McLane Company; **Steve Ralston, CDS, CDT**, Ashley Distribution; **Ed Reardon, CTP**, CF Logistics/Country Fresh; **Randy Perry, CTP**, Schwan's Consumer Brands; **Mike Schwersenska, CTP**, Brakebush Transportation, Inc.; **Brooke English, CTP**, The QUIKRETE Companies; **Jacob Krumm, CTP**, Frito-Lay; **Eric Cook**, Home City Ice; **Mandy Davidson, CTP**, Lumina Foods; **Lucas Church**, Home City Ice, **Carol Heinowski**, Meijer, Inc., and the **NPTC Driver All-Star Recognition** ceremony, sponsored by International Truck/Navistar



Shana Barton, CTP



Paul Miller, CTP



Larry Parsons



Steve Ralston, CDS, CDT



Ed Reardon, CTP



Randy Perry, CTP



Mike Schwersenska, CTP



Brooke English, CTP



Jacob Krumm, CTP



Eric Cook



Mandy Davidson, CTP



Lucas Church



Carol Heinowski

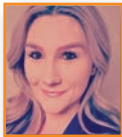
The final Friday session featured safety best practices snapshots from speakers **Ray Byrd, CTP**, Pioneer Sand; **Norman Dickerson**, Home City Ice; **Cassie Wood, CTP**, BCT, Inc.; **Keith Frantz, CTP**, ADM Trucking; **Samantha Lee, CTP**, Upstate Niagara Cooperative; and **Tim Eckhardt, CTP**, Dot Transportation. In addition, the conference also included another round of group discussions facilitated by **Kate Mirise, CTP**, The Royal Group; **Mark Winters, CTP**, Dot Transportation; **Rodney Wilson, CTP**, Walgreen Oshkosh, and **Lisa Thompson**, America's Service Line.



Ray Byrd, CTP



Norman Dickerson



Cassie Wood, CTP



Keith Frantz, CTP



Samantha Lee, CTP



Tim Eckhardt, CTP



Kate Mirise, CTP



Mark Winters, CTP



Rodney Wilson, CTP



Lisa Thompson

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Zonar Systems, Inc.

# PFMI

PRIVATE FLEET MANAGEMENT INSTITUTE

JANUARY 14-18, 2023 ORLANDO, FL

## Private Fleet Management Institute A “Golden Opportunity” For Career Development

**N**PTC IS PLEASED TO ANNOUNCE THAT THE PRIVATE FLEET MANAGEMENT INSTITUTE (PFMI) is on the road to Orlando, as a live, in-person event scheduled **January 14-18, 2023, at the Omni Orlando Resort in ChampionsGate, Florida.**

The PFMI is an intense five-day workweek conducted by a faculty of expert private fleet managers who are recognized leaders in their field. They share their expertise, offering up best practices that are focused on the five core subject matter disciplines of private fleet management:

- Finance
- Safety
- Human Resources
- Vehicle Equipment and Maintenance
- Operations

The 2023 program is specially developed to provide participants with the tools and resources to respond effectively to today’s transportation and logistics challenges in a COVID-shaped world. The program promises to deliver insights into the most forward-thinking solutions of the day.

Attendees will be presented with a series of general sessions, roundtable break-out discussion groups, structured networking activities, applied learning exercises, teams of competitive case-study analysis, and stand-up group reports on the final day.

This much-anticipated annual gathering typically attracts more than 100 fleet and supplier/vendor NPTC-member company representatives. For most PFMI attendees, this is their first in-person Council experience often characterized as a “golden opportunity,” “career-changing,” and an “initiation rite” into a unique culture of shared trust, knowledge, and understanding among leading private fleet professionals.



“Our Dot Transportation ways are successful, but other companies are doing things differently and are also successful. PFMI taught me to see success in more than one way. It was awesome learning about alternatives.” —**Taylor Wise, CTP**, assistant transportation manager-admin with Dot Transportation and CTP Top Graduate of the Year for 2022.

The PFMI isn’t just for private fleets. It also gives Allied/supplier companies to our fleet community insight into their customers’ challenges and needs to better serve them.



It’s also great preparation for the annual Certified Transportation Professional® Examination that is given each February, next scheduled for Saturday, February 11, 2023. For more information on the CTP program and how to apply, click here.

Offered the day before at the same location and in conjunction with the PFMI, requiring a separate registration fee, is the CTP Exam Preparation Workshop which will be presented on Friday, January 13, 2023. Although highly recommended but not required, nearly every successful CTP Candidate over the years has found this day-long exercise an invaluable experience.

**Amanda Lung, CTP**, SC fleet senior manager at PepsiCo and the National Private Truck Council’s CTP Top Graduate of the Year for 2021 concurs. “I discovered that NPTC is an amazing organization. The exam prep course was fantastic. I only wish I had completed the program 15 years ago. Everything I learned preparing for the CTP exam was very beneficial.”



Common themes each year include, “I didn’t know how much I didn’t know.” “I can’t wait to take all these ideas back to my company and put them to work. We need to get more employees involved.” “I’m so glad I attended the PFMI. I have a better understanding of the (CTP) exam format and feel more comfortable with the material.”

PFMI is much more than a one-off experience. Think of it as an invaluable business network of lasting importance to your career. You will get to know dozens of peer professionals who are also on a path of continuous improvement through NPTC’s culture. Over the years, you will stay in touch and see them as an essential resource of information and growth.

Being part of NPTC is of major importance for **Jeff Eisaman, CTP**, regional manager of transportation, CLI Transport/Sheetz Inc. “I gained a great deal of insight by attending the Private Fleet Management Institute. I now have a growing network of NPTC members, mostly all CTPs, who I can call on and get feedback on a variety of issues.”

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

We hope to see you in sunny Orlando!



**REGISTER BY DEC. 2  
AND SAVE \$250!**



# CTP PROFILE

BY GARY PETTY  
PRESIDENT AND CEO  
NATIONAL PRIVATE TRUCK COUNCIL



Sponsored by



## Ray Byrd, CTP

Vice President Transportation and Distribution  
Pioneer Landscape Centers

## “Not Just One Way”

**R**AISED IN THE SUBURBAN BALTIMORE COMMUNITY OF ROSEDALE, MARYLAND, Ray Byrd, CTP, was brought up by hard-working parents. His dad was a foreman for Baltimore Gas & Electric for many years and his mom ran her own tax preparation business after a career with H&R Block. “Mom has done my taxes all my life,” says Ray.

Baptized into the Catholic faith, Ray attended Cardinal Gibbon High School, long since closed, which in a prior life was a reform school attended by baseball great, Babe Ruth. He played sports in school and sang in the choral music group. Ray took an active role in student government and eventually become student council president. His political interests continued at his university where he majored in political science, became president of the student council, and president of the university policy board.

After attending Howard University, he considered a career in politics but instead got into sales. He sold cars for two years at a local auto dealership. “It was good experience,” says Ray, “I learned more about people which helped me prepare for a career in management.” He later managed a clothing store and then a women’s shoe store. “My first job as manager was at a store that was going out of business and needed several months to wind down.”

His interests turned to corporate selling when a job opened up at Pepsico. “I was hired as sales account manager with responsibility to serve seven supermarkets, selling in displays and filling shelves. I would meet the trucks at the stores and help stack products. This was my introduction to corporate transportation.”

After 6 months, Ray was promoted to District Manager where he managed a group of CDL-A drivers.

He earned his CDL and sometimes drove routes himself as

needed. This position led to an opportunity to learn how to run a warehouse.

“The job kicked my butt, but I got a great appreciation for operations. We moved over 25 million cases a year out of the warehouse to twenty different states,” says Ray. “I learned humility, too, when I found out my responsibilities as warehouse manager included grass cutting and removing weeds that got out of control.”

Ray’s next move was into fleet maintenance management. “I took several classes in maintenance, diesel repair, and mechanic

productivity management. Knowing the sales and warehouse side of the business was a plus factor for me in dealing with mechanics and their management teams.” After two promotions from regional to national fleet operations, Ray moved up to Regional Director of Fleet Maintenance where he was directly responsible for 75 fleet maintenance operations throughout the Western U.S. and 7,500 assets. Ray later became the Director of Transportation & Logistics, managing the supply chain for the same region.

Retiring from Pepsico after 29 years, Ray went to work as Vice President of Transportation and Distribution for Pioneer Landscape Centers, handling all aspects of the company’s external fleet operations including maintenance, third-party logistics, financial

reporting, and development of internal control policies and procedures. Ray reports directly to the COO and leads a team of 4 direct reports and 300 plus indirect reports.

“I really like what I’m doing at Pioneer. All the different types of experiences in my past jobs are helping in my current role. For example, we’re bringing maintenance back in-house with our own shops and mechanics. This is right up my alley. I work in a great team environment and have direct access to my boss and the company president right down the hall from my office.”

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“I can reach out to anyone within the CTP community and get excellent advice and feedback on any issue.”

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**Profile** *Continued*

Established in 1968, Pioneer Landscape Centers is one of the country’s leading suppliers of landscaping and hardscaping materials, and sources the majority of its material through its own quarries and production facilities. The company sets itself apart from competitors by controlling its logistics network through a company- owned fleet of 232 trucks. In 2020, the company grew by 20% and by another 20% in 2021.

In 2022, Pioneer became a Five Star member of NPTC and Ray was elected to the NPTC Institute Board of Governors as representative of the company. His involvement with the Council goes back more than 15 years. “My former boss, Dan Norris, CTP, (now retired from Pepsico) earned his certification in 2008 and set a great example. He encouraged me to get certified and I have always been thankful for his support.”

Ray graduated with the CTP Class of 2009. “I would not have passed without going through the Private Fleet Management Institute and the Exam Prep Workshop. The networking I experienced going through the program was extraordinary. To this day, I can reach out to anyone within the CTP community and get excellent advice and feedback on any issue. The big takeaway is the importance of getting involved outside your company through the Council and discovering again and again there’s not just one way.”  
“After more than 30 years in the business, I’m still learning.”

**COMING EVENTS:**

**2023 CTP ELIGIBILITY AND EXAM APPLICATIONS DUE**  
*October 1, 2022*

**2023 CTP EXAM PREP WORKSHOP**  
*January 13, 2023, Orlando, FL*

**2023 PRIVATE FLEET MANAGEMENT INSTITUTE**  
*January 14-18, 2023, Orlando, FL*

**2023 CTP® EXAM**  
*February 11, 2023*

**NPTC ANNUAL CONFERENCE 2023**  
*May 7-9, 2023, Orlando, FL*

# NPTC/J. J. KELLER & ASSOCIATES, INC. WEBCAST UPDATE

**EVERY YEAR, THOUSANDS OF PRIVATE FLEET EXECUTIVES TUNE-IN** to the NPTC/J. J. Keller Educational Webcasts to learn more about regulatory compliance, risk management, safety enhancements and more. The webcasts are free to NPTC member and existing CTPs can earn recertification points by participating in the webcast series.



David Barth, CTP



Tom Bray



Tom Moore, CTP



Kathy Fellenstein, CTP

Last month, NPTC and J.J. Keller & Associates co-sponsored the latest webcast in the 2022 series on the **Electronic Logging Devices** which featured expert fleet presenters **David Barth, CTP**, Transportation Operations Manager of Wegman’s Food Markets Inc. **Tom Bray** of J.J. Keller and **Tom Moore, CTP**, of NPTC were also presenters. The webcast attracted 250+ individual registrations. In August, more than 350 people registered to attend the webcast **Attracting, Screening, and Retaining Drivers**, which featured fleet expert **Kathy Fellenstein, CTP**, Environmental Health Safety Manager at International Paper.

Next month, on October 26, the 2022 webcast series concludes with a session on **Complying With Equipment and Maintenance Standards in an Age of Extended Trade Cycles**. In an era in which supply chain shortages are preventing fleets from obtaining all the equipment they need, many fleets are responding by extending their equipment trade cycles. This has an impact on equipment productivity, driver satisfaction and roadside inspections. What can fleets do to ensure their equipment stays optimally utilized in the current environment. In addition, how can fleets remain compliant with the federal government’s maintenance and inspection requirements? Tune into this webcast and learn what’s going on and how fleet are coping in this new landscape.

## In the News



**Mike Schwersenska, CTP**, has been named General Manager of Brakebush Transportation, Inc.

The following individuals were elected to the NPTC Institute Board of Governors at its meeting September 7 in Orlando, FL.



**Michael Ahart**, Vice President of Regulatory Affairs, Solera



**Todd Berger, CTP**, Director of Sales, Paccar Leasing Company



**Yvonne Glover**, Director of Operations, NIC Federal



**Steve Schwindt**, Sr. Director, Product Management, SambaSafety



**David Barth, CTP**, Transportation Operations Area Manager, Wegmans Foods



**Catherine Gammill**, Director, Supply Chain Transportation Customer Satisfaction, AutoZone



**Rob Hoysgaard**, Vice President, Truck & Equipment, LeasePlan USA



**Rodney Wilson, CTP**, Director of Logistics-Central/SE Regions, Walgreen Oshkosh, Inc.



## NPTC/INTERNATIONAL TRUCKS RECOGNIZES 19 NATIONAL DRIVER ALL-STARS

**NINETEEN 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 is co-sponsored by International Trucks/Navistar.

“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-Star honorees are:

- Kenneth Nolen Barker, Jr.**, Frito-Lay, Inc.
- Jefferson Benjamin**, Speedway | SWTO LLC
- Ben Bernard**, AutoZone, Inc.
- Cesar Berrios**, KeHE Distributors, LLC
- Robert Browning**, Marathon Petroleum Company LP
- Perry L. Buckner**, Fabri-Kal Corp., assigned by CPC Logistics, Inc.
- Nathan L. Carter**, Moen, assigned by CPC Logistics, Inc.
- Tony P. Dinisi**, Toyota Quality Parts Express, assigned by CPC Logistics, Inc.
- Chad Evatt**, CVS Health
- Eric N. Hoff**, Army & Air Force Exchange Service
- Ed Klemmer**, ADM Trucking, Inc.
- Calvin L. Mangler**, John Deere, assigned by CPC Logistics, Inc.
- Raymond Porter**, Core-Mark International
- Steve R. Rawlins**, Walgreen Oshkosh, assigned by CPC Logistics, Inc.
- Frank Salinas, Jr.**, Kroger Company
- Shannon Vavra**, Schwan Food Company
- Norman Matthew Ward**, New South Express, Inc.
- Lloyd E. Wood**, Procter & Gamble Co., assigned by CPC Logistics, Inc.
- John Zamora**, Performance Food Group



# 6 STEPS TO EARNING YOUR CTP®

The National Private Truck Council's Certified Transportation Professional® Class of 2023 is now forming. Eligibility applications are due November 15. Now in its 30th year, and sponsored by J.J. Keller & Associates, Inc. since 2018, the CTP® program is the only credential of its kind for private fleet practitioners, including both fleet managers and supplier/vendors, in the transportation industry.

Senior management will readily identify a CTP as a professional with the experience, knowledge, and understanding of how to direct and administer a fleet, traffic, or transportation operation. As a fleet transportation manager or executive, the CTP designation confirms that an individual has the knowledge and ability to understand complex operational and regulatory issues, identify and evaluate potential cost savings, and develop systems and practices which best meet a company's transportation needs and objectives. For the transportation supplier/vendor representative, the CTP designation confirms that you have the know-how to better advise and cater to the unique needs of the private fleet/transportation industry.

By earning the Certified Transportation Professional® (CTP) designation, you join a group of transportation professionals who have made a commitment to the private fleet community, to an ongoing pursuit of career advancement, and to continuing enhancement of their knowledge and skills.

For full program details, click on the "GET CERTIFIED" tab on the NPTC website [www.nptc.org](http://www.nptc.org), or contact Kristen Todd, Director of Education and Certification, [ktodd@nptc.org](mailto:ktodd@nptc.org) / (703) 838-8841.

STEP 1

## SUBMIT THE ELIGIBILITY APPLICATION ONLINE – DUE NOVEMBER 15, 2022

The online application is under the "Get Certified" tab on the NPTC website [www.nptc.org](http://www.nptc.org)

- You must have a minimum of five years of transportation industry-related experience, plus active participation in the fleet/transportation community.
- The cost to sit for the exam is \$690/members; \$890/non-members.
- The Eligibility Application is valid for the 2023 CTP Exam only. All applications are non-refundable and are not transferable.

STEP 2

## PREPARE

- A combination of your on-the-job experience and taking advantage of the numerous educational programs and publications offered by industry associations, provide the best preparation for the CTP® Examination.
- Begin your study preparation as soon as practical.
- **CTP Study Guides** – Free, downloadable guides covering the five core disciplines available to confirmed candidates.
- **NPTC Benchmarking Survey Report** – Free, downloadable report available to confirmed candidates.

STEP 3

## REGISTER FOR TRAINING

NPTC offers in-depth, in-person training which has proven itself to be one of the most effective ways to prepare for your CTP journey (Note that these programs aren't mandatory; however, they are strongly encouraged.)

- **Private Fleet Management Institute (PFMI) January 14-18, 2023**

A five-day educational program that offers comprehensive instruction, education and activities designed to enhance your understanding of the private fleet management curriculum. The sessions are taught and facilitated by a faculty of seasoned private fleet professionals.

- **CTP Exam Preparation Workshop January 13, 2023**

CTP candidates are encouraged to attend the CTP Exam Preparation workshop. The workshop is a full-day, specialized study group led by NPTC Executive Vice President, Tom Moore, CTP. Polish your writing skills, prepare for the case study analysis, network with candidates, and complete a sample multiple choice examination.

STEP 4

## TEST

To become a CTP, you must pass a two-part examination offered virtually on **Saturday, February 11, 2023** (no exceptions).

**Part One** consists of short-answer essay questions focusing on the core areas of fleet/transportation management. You will have two hours to complete this part of the examination. (One hour break)

For **Part Two**, you will be given a case study and asked to submit a written analysis of the problem and your recommendations for solving the problem. You will be given two hours to complete this portion of the examination.

STEP 5

## EARN

Once you earn your CTP designation, we encourage you to attend the **NPTC Annual Education Management Conference and Exhibition**, which will be held May 7-9, 2023. **The Graduation Ceremony** takes place during the opening General Session on Sunday, May 7. Plus, you will be able to connect and reconnect with other CTPs in educational workshops, on the exhibit hall floor, and during informal networking sessions.

STEP 6

## MAINTAIN

Recertification is a mandatory element of all job-based certification programs – the CTP program is no different. The Recertification guidelines are designed to ensure the continued transportation-related education of the individuals who earn the CTP designation. On an annual basis, CTPs will be invoiced \$100 to maintain active and participatory status. **CTPs must earn and submit 50 recertification points every three years.**

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Since 1953



## ABOUT THE PROGRAM

Approximately 90 individuals earn their CTP designation each year and formally graduate during a recognition ceremony at NPTC's annual conference. Through active engagement in NPTC's unique culture, new CTPs become part of a special network of professionals who set a high standard for management practices and leadership qualifications. **To successfully complete the CTP Examination, candidates are expected to have a clear understanding of the skills, abilities, and knowledge required to effectively and efficiently perform within the fleet/transportation management profession.** The certification curriculum and the CTP Examination content are focused on the five core subject matter disciplines of private fleet management:

**Finance • Safety • Human Resources  
Vehicle Equipment & Maintenance • Operations**

This content is regularly updated and enhanced based on continuous improvement standards set by leading private fleet management practitioners as measured by best operating practices, key performance indicators, and national benchmarking data that the National Private Truck Council collects and produces annually.



# 2022 Benchmarking Report Sets New Standards

## Reaffirms Private Fleet as Stable, Strategic Asset



Gary Petty  
President & CEO  
National Private Truck Council

**NPTC'S HIGHLY ANTICIPATED ANNUAL BENCHMARKING SURVEY REPORT**, sponsored by Penske Truck Leasing Company, was officially released on July 29, 2022.

Launched in 2005 by the Council as a major new service, the report has become the foremost authoritative resource of private fleet practices in the United States and the most valuable benefit of NPTC membership. Over the years, the report has provided the best and most reliable performance gauge in the private fleet community.

The aggregate data collected helps fleet managers achieve the following objectives: assess how their fleet stacks up with other fleets using comparative metrics; provide a template for fleet justification and scorecard for continuous improvement; identify gaps in performance; help set priorities; make the case for enhanced financial investment.

Integrity and trust are central to the report's success. Information collected is treated as privileged and confidential and never shared within or outside NPTC. Data shown in the report is anonymous and without attribution as to individuals or their corporate affiliations.

For the past 17 years, the report has been produced under the sole and exclusive management of author and general editor, **Tom Moore, CTP**, NPTC Executive Vice President. Tom's qualifications include more than 40 years of transportation-related experience. Prior to joining NPTC full-time in 2007, he served as Executive Director of the Private Carrier Conference, an affiliate of the American Trucking Associations; Editor of Private Carrier Magazine, and Executive Editor of Fleet Owner magazine.

This year, 105 fleet companies contributed to the survey. These fleets represent a broad and representative cross-section of industries, business sectors, and markets across the U.S. economy. This is the fourth highest number of participants on record, especially notable given the pandemic's disruptive impact on business during the survey period. 64% of this year's participants contributed to last year's survey and 16% were new for this year. 20% of last year's participants did not contribute for 2022.

This was a year unlike any in the history of the survey. It was a year marked by capacity restraints in many areas. Freight demand returned to more normal—if elevated—levels. Capacity shortages emerged in the availability of outside services. Obtaining an outside for-hire carrier became more challenging and far more costly. This lack of capacity impinged on the private fleet's ability to flex up or down to meet market demand.

Manufacturing shortfalls and supply chain dislocations affected the availability of equipment and parts. Severe driver shortage hampered the ability of all fleets to expand their operations. Driver turnover reported in this year's survey at 22.5%, the highest on record, easily eclipsing 14.5% which has been the annual average for the past several years. And, to top things off, diesel fuel costs increased 74%.

Key takeaways from the 2022 report reflect ongoing trends. The post-COVID-19 environment has significantly strengthened the case for private fleets and underscored the need for further financial commitments by upper management. 79% of all respondents operate as a cost center and 21% as a profit center, according to this year's report. ***More than ever, the private fleet is an investment in the best service possible at the most reasonable cost compared to all other alternatives.***

Leasing of equipment continues to grow as the preferred choice for many fleets. Short-term rental of equipment has risen dramatically because of truck and trailer shortages. The use of outside, third-party service providers is proving to be a vital necessity and long-term trend. Driver compensation, benefits, and enhanced working conditions are the highest in history—and on the rise!

To sum up against this backdrop, the report reaffirms the private fleet as a premium customer service resource; a stable, strategic asset; a competitive advantage, and an invaluable link in the supply chain matrix. This unprecedented year underscores the importance of the private fleet's services and their greater-than-ever value provided by NPTC member companies.

Asked to look ahead, 76% of respondents report that they expect their fleet to grow (adding equipment or handling more of their company's freight) over the next five years.

The future does indeed look bright for private fleets.



## NPTC INSTITUTE BOARD OF GOVERNORS

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**David Barth, CTP**, Transportation Operations Area Manager, Wegmans Foods

**Dave Belter**, VP/GM Transportation Management-Supply Chain, Ryder System

**Todd Berger, CTP**, Director of Sales, Paccar Leasing Company

**Erle Bergstrom, CTP**, Transportation Manager, Orscheln Farm and Home, LLC

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**Brian Casey**, Director, Inbound Transportation, Pepsi Beverages Company

**Christine Catarino**, Marketing Director, E.A. Dion, Inc.

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

**Bill Cromling, III, CTP**, President, Ross Transportation Services

**Luann Dunkerley**, Sales Leader – NE Territory, The CEI Group

**Jeff Ferrell, CTP**, Dir. of Field Sales-NA, J. J. Keller & Associates, Inc.

**Keith Frantz, CTP**, DOT Compliance Manager, ADM Trucking, Inc.

**Catherine Gammill**, Director, Supply Chain Transportation Customer Satisfaction, AutoZone

**Jill Glenn, CTP**, President, Dedicated Sleep

**Yvonne Glover**, Director of Operations, NIC Federal

**Keith Hazelwood, CTP**, Director of Transportation, Batesville Logistics, Inc.

**Carol Heinowski**, Logistics Mgr, Safety & Compliance, Meijer, Inc.

**David E. Helge, CDS, CTP**, V.P., Maintenance & Safety, Idealease, Inc.

**Ron Honken**, Executive Director, Nat'l Sales Leader, Aon Risk Solutions

**Rob Hoysgaard**, Vice President, Truck & Equipment, LeasePlan USA

**Jonathan Hubbard**, CEO and Co-Founder, SpeedGauge

**Karri James Jameson**, Senior Director, Supply Chain/Transportation, Walmart Transportation LLC

**Gary Johnson**, Vice President, Safety Services, Lytx

**Rick Joyce, CTP**, National Account Executive, FleetNet America

**Adam Kahn, CTP**, President, Commercial Fleet Team, NetraDyne, Inc.

**Kelly Kiger, CTP**, Director, Leasing & Rental Sales, Channel Sales Dev., Mack Leasing System

**Adrian Knight**, President & CEO, SleepSafe Drivers

**Kris Kolbe, CTP**, Sr. Manager of Operations & Safety, CPC Logistics, Inc.

**Bryan Langston**, President, Dot Transportation, Inc.

**Gavin Lindores**, Director of Business Development, Luma Brighter Learning

**Steve Lovelady**, Director of Sales-Truck, IMMI

**Robert L. Mann**, V.P. & AGM, Vocational Business, International Truck/Navistar, Inc.

**Bedford Monday, Jr., CTP**, Director of Warehouse Operations, Schwan Food Company

**Larry Parsons**, Chief Administrative Officer, McLane Company, Inc

**Mike Pawlowski**, Manager - Strategic Capacity Development, C.H. Robinson Worldwide

**Jill Quinn**, President, Centerline Drivers, LLC

**Mari Roberts, CTP**, Vice President, Transportation, Frito-Lay, Inc.

**José Samperio**, Executive Director, Sales, Cummins Inc.

**Steve Schwindt**, Sr. Director, Product Management, SambaSafety

**Mike Schwarsenska, CTP**, General Manager, Brakebush Transportation, Inc.

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

**Mark Taylor**, V.P., Transportation, Dollar General Corporation

**Andrea Viele, CTP**, Group Transportation Manager, Nestlé USA

**John Vosters**, Vice President of Strategic Accounts, Fleetworthy Solutions

**Don White, CTP**, Vice President of Business Development, Cooling Concepts, LLC

**Scott Willert, CTP**, President, America's Service Line, LLC

**Rodney Wilson, CTP**, Director of Logistics – Central/SE Region, Walgreen Oshkosh, Inc.

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## NPTC/IDEALEASE **IDEALEASE** SAFETY SEMINARS

**IDEALEASE AND THE NATIONAL PRIVATE TRUCK COUNCIL** will again be hosting a limited number of safety seminars in the fall of 2022. The one-day seminar this year will focus on the following topics:

- FMCSA Compliance, Safety and Accountability program (CSA)
- FMCSA Pre-Employment Driver Screening Program (PSP)
- Overview of new and proposed regulatory changes including hours of service and electronic on-board recorders
- Applicability of Federal and State safety regulations
- Driver qualifications
- Drug and alcohol testing regulations
- Vehicle maintenance and inspections
- How to enhance your safety program beyond regulations
- Accident record keeping

The seminars are open free of charge to all NPTC members. The seminar provides important information applicable for both the novice and experienced transportation professionals. Sign up today to take advantage of this unique opportunity to stay informed of the regulations that affect your operations and learn important risk control techniques to maintain insurability and control losses.

Upcoming seminars:

- October 11** San Leandro, CA
- October 13** Hillsboro, OR
- October 18** Baltimore, MD
- October 19** Wausau, WI
- October 25** Manheim, PA



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