



CTP[®] Insider

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



Spring 2008

2008 Private Fleet Management Institute

Quarterly Highlights

- Looking Ahead: NPTC 2008
- CTP Volunteer Opportunities
- How to Survive a DOT Audit

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A total of 71 private fleet professionals attended the Private Fleet Management Institute in Jacksonville January 12-16, 2008. Not only was this the largest number of attendees in the last eight years, the quality of the instruction and training generated the highest ratings ever – thanks in large part due to the contributions of a faculty consisting of the some of



Group Case Studies

the nation's most experienced and respected private fleet management experts.

The speakers, through a series of presentations and hands-on interactive sessions, helped immerse attendees into the core private fleet management curriculum including Finance, Human Resources, Safety, Operations and Equipment and Maintenance.

Specific sessions covered Sustaining a Culture of Excellence; Communicating Private Fleet Value by Partnering with Corporate Finance, HR and Safety; Improving Fleet Planning and Utilization; and Benchmarking and Best Practices.

Also featured were discussions on Managing a Blended Fleet; Attracting, Recruiting and Developing

Drivers; Effective Safety Programs; Understanding Financial Reports; Managing Outsourced Relationships; Building Backhaul Profitability; Activity Based Compensation; Best Maintenance Practices and Spec'ing; Lease vs. Buy; Life Cycle Costing; Coping with Rising Environmental Pressures; Coaching, Feedback and Discipline; and Fuel Hedging.



Graduation Day

For more information on the details of the Private Fleet Management Institute, click [here](#).

NPTC 2008 – Cincinnati, April 27-29, 2008

More than 1,000 people are expected to converge on Cincinnati April 27-29 for the National Private Truck Council's Annual Education Management Conference and Exhibition at the Hilton Cincinnati Netherland Plaza and Duke Energy Center.

"By any measure, Cincinnati promises to be the most exciting annual conference in more than a decade," said Ralph Benson, president of Sentinel Transportation and chairman of the

NPTC Conference Planning Committee. "We have assembled a packed agenda of dynamic speakers and an unparalleled lineup of educational workshops."

Keynote speakers include John Boyens, a noted leadership and sales management consultant; Dan Baker, a nationally-known speaker, teacher and consultant to the trucking industry, and Johnny Bench, the Hall of Fame catcher who played for the Cincinnati Reds.

In addition, the NPTC 2008 Exhibition will feature the latest in product development and state-of-the-art technology for today's demanding fleet operations.

To learn more about NPTC 2008, click [here](#).



In The News



Louis McAnally, CTP

CTPs on the Move

Louis McAnally, CTP, has been promoted to Director of Professional Services for PeopleNet; **Anthony Pellegrino, CTP**, moved to Goodman Tank as Director of Terminals and Safety; **Kris Peterinelli, CTP**, has joined CEVA Logistics as Fleet Manager; and **Jim Palmer, CTP**, recently joined First Student, Inc. as Region Maintenance Mgr.

CTP Exam Grading

A big 'thank you' to those CTP volunteers who helped with grading the case study portion of the Exam:

Gary Strausbaugh, CTP; Bill Perry, CTP; Jim Angel, CTP; Keith Bailey, CTP; Kris Kolbe, CTP; and E.J. Michaud, CTP.



These graders literally poured over hundreds of pages of case study analysis to ensure that candidates had developed comprehensive, credible and insightful solutions that demonstrated an understanding of the five key core disciplines – finance, human resources, operations, safety, and equipment and maintenance. To see a copy of the exam, click [here](#).

Each CTP earned 25 points towards their recertification.

“Earn Recertification points by volunteering.”

CTP Exam Validation

We had numerous volunteers who helped validate the multiple choice portion of the exam including: **Deb Acierno, CTP; George Carpenter, CTP; Dave Rodenroth, CTP; Louis McAnally, CTP; Rick Gilchrist, CTP; Jeff Bogart, CTP; and John Meyer, CTP.** The cut score is the minimum score on an exam that one must receive to become certified.

These volunteers combed through the multiple choice

portion of the exam and evaluated each question in terms of relevance to the task, fairness of the question, and to ensure that the candidates demonstrated proficiency in all five core competency areas of the job: financial, safety, human resources, operations and equipment and maintenance.

This vetting process, in which subject matter experts reviewed the test questions both before and after the exam, ensures the integrity of the testing

process by making sure the questions are relevant to the job of the private fleet professional and are fairly written and understood.

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" to: kfeeney@nptc.org.

Q & A

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, tmoores@nptc.org.

Q. How do I best prepare for a DOT audit?

A. Your question could not be more timely. Each year, DOT and its state partners conduct about 10,000 compliance reviews. At the recent Private Fleet Management Institute, Chris Sullivan, CTP, CDS, Corporate Fleet Safety Superintendent for McKee Foods Transportation, shared his experiences of

going through a compliance review at one of his experiences.

Then, on March 12, NPTC conducted a webcast on the very subject in conjunction with J.J. Keller & Associates. That webcast, which can be downloaded at www.jjkeller.com/nptcinfo, draws from the comments of Tom Bray, Transport Management Editor for

J.J. Keller and covers the following subjects:

- How DOT selects carriers for a compliance review
- Conducting a mock audit of your operation
- The need for brutal honesty

For a summary of Tom's comments, click [here](#).

CTP Profile: Patrick Robinson, CTP ~ Boise Cascade Trucking



Patrick Robinson, CTP

"It's difficult to be a leader if you don't have all tools."

How does your private fleet compare to other transportation alternatives? And more personally, how good are you as an employee? As a member of the private fleet team? As a transportation or private fleet practitioner?

These were just some of the questions swirling through Patrick Robinson's mind three years ago as he began preparations to sit for the CTP exam. His boss at Boise Cascade had achieved the designation in 2004 and had returned and started to institutionalize the process throughout his organization. The next year, Robinson, then a customer service representative and load

planner, attended the Private Fleet Management Institute before sitting for and passing the CTP Exam in 2005.

Life for Robinson, or for Boise Cascade, hasn't been the same since. "As a result of achieving my CTP designation, I earned a promotion and a bump in pay grade," says Robinson. He was made responsible for three profit centers within the trucking group. He has helped the company to build a strong backhaul network that has allowed him to trim empty mileage to 8.1%.

"But more importantly was that it broadened my perspective and allowed

me to grow internally. Before the CTP, I was happy operating in my narrow little band. But participating in the Private Fleet Management Institute and earning my CTP designation exposed me to different aspects of private fleet management that have been invaluable to me in my professional journey. Simply put, it's difficult to be a leader if you don't have all tools."

Robinson was recently elected to the Board of Governors for the NPTC Institute.

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

Upcoming CTP Volunteer Opportunities

"Earn Recertification points by volunteering."

We will have two upcoming workshops this summer related to the 2009 Private Fleet Management Institute and the 2009 CTP Exam. Both will take place in Nashville, TN.

2009 PFMI PLANNING WORKSHOP

This one day workshop on Monday, June 23, 2008 will help plan the content, speakers and workshops for the NPTC Institute that will be held January 17-21, 2009. Over the past two years, we have taken steps to enhance the quality of the content of

the CTP program. In addition, we have continued to enhance the delivery of that content and upgrade the quality of the Institute program. You will receive 10 points toward your CTP recertification.

2009 CTP EXAM WRITING WORKSHOP

This two-day workshop, conducted by our independent test administrator, HumRRO, on June 24-25, 2008, consists of reviewing the existing questions, weeding out those that are no longer

no longer relevant, updating those that can be salvaged, and adding new items to the question bank. It is a rigorous, two-day effort, but it is well worth the time because it constitutes a valuable learning exercise. You will receive 25 points toward your CTP recertification.

Details on the specific location and times will go out to all CTPs in early May.

We hope to have another dozen or so volunteers gathering in Nashville!



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Coming Events

NPTC 2008 ANNUAL CONFERENCE

April 27-29, 2008 in Cincinnati, OH

NATIONAL SAFETY CONFERENCE

September 11-12, 2008 in Dulles, VA

CTP CLASS OF 2009:

CTP ELIGIBILITY APPLICATIONS DUE

October 1, 2008 - Download @ www.nptc.org

CTP EXAM APPLICATION DUE

Nov. 15, 2008 – Download @ www.nptc.org

CTP EXAM PREP WORKSHOP

Friday, January 16, 2009
Jacksonville, Florida

NPTC 2009 PFMI

January 17-21, 2009

Jacksonville, Florida

Crowne Plaza Jacksonville Riverfront Hotel

2009 CTP EXAM

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

2008 NPTC Benchmarking Survey

The benchmarking survey has been sent out to the NPTC fleet members to begin the data collection efforts for the 2008 Benchmarking Survey.

NPTC conducts an annual Private Fleet

Benchmarking Survey designed to (1) validate private fleet performance based on comparative peer data, (2) identify areas of improvement and opportunity, and (3) identify the significant trends affecting private fleet practitioners. The

final report will be ready and (3) identify the significant trends affecting private fleet practitioners. The final report will be ready for the Annual Conference and Exhibition in Cincinnati.

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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