



CTP[®] Insider

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



Fall 2007

Welcome CTP Class of 2007!

Quarterly Highlights

- Largest CTP class in eight years.
- NPTC Benchmarking Study
- Industry Experts Offer Solutions



April 29, 2007 ~ CTP Graduation, Indianapolis, IN

Back Row, L to R: Mike Stephens, Michael Armour, Jeff Lohrding, John Vaughn, Steve Jansen, Dan Norris, Dennis Woods, Ralph Tentler, Scott Terrell, Jason Striker, Todd Hennis, James Read, Michael Malarney. *Third Row, L to R:* John Vaughn, Scott Sigman, James Auriemma, Joe Laskowski, Matt Ludwig, Katherine Fellenstein, Ted Kabase, John Creager, Brian Toomey, Rick Ochsendorf. *Second Row L to R:* Jim Angel, Tony Cummings, Alex Popov, CTP Top Graduate Jeff Chulack, Dale Runkel, Kevin Horton, EJ Michaud, Louis McAnally, Kevin Choate. *Front Row L to R:* Mark Childers, Tom Lemke, Steve Byrd, Ralph Davis, Peter Wieboldt, Bob Hertzog, Kurt Troyer. *Not pictured:* Jeff Bogart, Nakoa Gardner, Lance Huegi, James Scullin, Brian Skinner.

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Some 43 transportation professionals achieved the prestigious designation of Certified Transportation Professional[®] (CTP) by the NPTC Institute, the educational and professional certification arm of the National Private Truck Council.

The graduates were honored during a ceremony at the NPTC Annual Education Management Conference and Exhibition, April 29, 2007, in Indianapolis, IN.

Since the CTP designation was first introduced in 1993, more than 500 transportation professionals have earned the right to add CTP after their name. CTPs are raising industry standards, and in turn, increasing the respect and prestige of the fleet and transportation profession. The certification is a benchmark of excellence earned by a select few, but available to anyone willing to make the necessary commitment. "These new CTPs have

demonstrated the knowledge and ability to understand complex operational and regulatory issues, identify and evaluate potential costs and savings, and develop systems and practices that best meet their company's transportation needs and objectives," said Gary Petty, NPTC President and CEO.

Congratulations to the Class of 2007!

In The News



The Committee at Work

“Earn Recertification points by volunteering.”



Joe Laskowski, CTP, and Mark Paul, CTP, review test questions.

Planning the PFMI

Thanks to the following CTPs who participated in the Private Fleet Management Institute Planning Committee meeting in Nashville on June 18, 2007 to begin organizing the upcoming PFMI to be held in Jacksonville, Florida, January 11-16, 2008: **Jeff Chulack, CTP; Steven Downs, CTP; Joe Laskowski, CTP; Dan**

Norris, CTP; Bill Perry, CTP; Don Presley, CTP; Mike Provence, CTP; Gary Strausbaugh, CTP and Kevin Zoeller, CTP. Each CTP earned 10 Recertification points.

The Committee identified workshops and potential speakers to create an interactive agenda that addresses the needs and concerns of today's private fleets.

Some of the topics are:

“Managing the Blended Fleet: Integrating the Private Fleet with Dedicated Operations.”

“Attracting, Recruiting & Developing Drivers: How to Sell Your Complete Package.”

“Surviving a DOT Audit.”

“Creating, Understanding & Using Financial Reports.”

CTP Exam Writing

Twelve CTPs spent two grueling days helping enhance our bank of multiple choice questions for the 2008 CTP exam.

The two-day workshop was led by HumRRO, an independent testing administrator that helps ensure the content validity of the exam.

We'd like to thank the following CTPs who assisted in the CTP Exam Writing Workshop June

19-20, 2007 in Nashville: **Larry Adams, CTP; Jeff Chulack, CTP; Steven Downs, CTP; Joe Laskowski, CTP; Dan Norris, CTP; Mark Paul, CTP; Bill Perry, CTP; Don Presley, CTP; Mike Provence, CTP; Dave Rodenroth, CTP; Gary Strausbaugh, CTP and Kevin Zoeller, CTP.**

The group reviewed and validated more than 500 test questions and developed 114 new items. Volunteers for this

workshop earned 25 points toward their CTP Recertification.

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, tommoore@nptc.org.

In the next issue, we will be discussing the question: What are the pros and cons of centralizing a formerly decentralized fleet operation?

Q. How is the best way to prepare for the CTP exam?

A. The more experience you have in fleet/transportation management, the more knowledge you are likely to have about subjects covered in the CTP Examination. However, even those with substantial experience in the transportation industry will need to dedicate themselves to some study and review before taking the CTP Examination.

One of the most effective ways to prepare is to attend the CTP Examination Preparation Workshop, offered Friday, January 11 at the Crowne Plaza Riverfront Hotel in Jacksonville, FL.

This one-day “refresher” course provides a review of the knowledge considered essential for passing the CTP Examination. Many of our past attendees report that the workshop gave them an

improved understanding of how the test was designed, greater familiarity with the multiple choice questions, and more self-confidence in answering the case study portion.

This one-day course provides helpful, hands-on individual and group activities designed to demystify the testing experience. See our website, www.nptc.org, for more information.

CTP Profile: 2007 Top Graduate Jeff Chulack, CTP



Jeff Chulack, CTP

Top Grad Jeffrey Chulack has been with Talon Logistics, the transportation end of Giant Eagle, since 1989.

Armed with a degree in industrial management, he never expected his career would lead him into the transportation industry.

One of Chulack's biggest challenges was the implementation of onboard computers in the company's tractor-trailer fleet in 2002.

In 2005, he was then promoted to Fleet Maintenance Manager where he keeps 105 tractors and 300 trailers running.

"I really like challenges; like to learn new and different skills." For Chulack, earning his CTP was part of that.

"The one big advantage to the CTP is that it rounds you out," he explains. "For example, part of my job is spec'ing new tractors and trailers, but we leave purchasing them completely in the hands of our finance department. After taking the CTP course, however, I understand that side of the business much better; I can speak their lingo now."

Chulack sites his experience in the transportation/logistics

field, and his willingness to regularly hit the books for his performance on the exam.

"I learned a lot the hard way...by experience," he says. "I also studied two to three hours a week for this test."

"I let the CTP opportunity pass me by when I was transportation manager. So when the chance came by again, I made sure to take it," he says. "It's another way to test yourself, to see if you measure up to peers."

To read more about Chulack's journey to the CTP, click [here](#).

NPTC's Private Fleet Management Institute

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

The National Private Truck Council (NPTC) has scheduled its annual Private Fleet Management Institute, featuring all new and updated material, January 12-16, 2008 at the Crowne Plaza Jacksonville Riverfront Hotel in Jacksonville, FL.

"Private fleet managers must look for new ways to enhance their operating knowledge and expand their personal and professional effectiveness," said Gary Strausbaugh, CTP, Vice President of Transportation for Mennel Milling Company and Chairman of the NPTC Institute Board of

Governors. "The 2008 Private Fleet Management Institute offers just such an opportunity."

"Managing transportation choices in a corporate environment which demands a maximum return on the investment has become more challenging in a world marked by increasing freight rates, skyrocketing fuel prices, regulatory uncertainty and driver shortages," he continued. "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 thought 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.

Registration information is now available on our website, www.nptc.org.

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President & CEO
National Private Truck Council

Coming Events

CTP ELIGIBILITY APPLICATIONS DUE

October 1, 2007

Download from www.nptc.org

CTP EXAM APPLICATION DUE

November 15, 2007

Download from www.nptc.org

CTP EXAM PREP WORKSHOP

Friday, January 11, 2008

Jacksonville, Florida

Crowne Plaza Jacksonville Riverfront Hotel

NPTC 2008 PFMI

January 12-16, 2008

Jacksonville, Florida

Crowne Plaza Jacksonville Riverfront Hotel

2008 CTP EXAM

Saturday, February 8, 2008 at various locations across the U.S. and Canada

NPTC 2008 ANNUAL CONFERENCE

April 27-29, 2008 in Cincinnati, OH

NPTC Benchmarking Study

In the face of a turbulent business environment and mounting corporate expectations, today's private fleets continue to enhance their value proposition by providing cost-effective transportation and pre-eminent customer service, according to the 2007

Private Fleet Benchmarking Survey, just released by the National Private Truck Council.

To learn how private fleets have responded to the dramatic industry challenges by delivering more value-added,

integrated supply chain management and superior customer service at costs generally better than market rates; plus how they lower driver turnover, increase slip seating, and extend their trade cycles, click [here](#).

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.

This issue of the *CTP Insider* is brought to you by:



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