



CTP[®] Insider



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

Spring 2011

NPTC 2011 – SEE YOU IN CINCINNATI!

Quarterly Highlights

- NPTC Benchmarking Summit
- CTP Exam Results
- All New Webcast Series



CTP PROFILE

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In just two weeks, more than 900 attendees are expected to converge on Cincinnati for the National Private Truck Council's 2010 Annual Education Management Conference and Exhibition. The event, set for April 17-19, 2011, promises to deliver valuable information, education, insights and exceptional value. If you have yet to register, you still have time to participate in this conference which is packed with tremendous take-home value.

NPTC 2011 represents an unparalleled learning opportunity. Captured under one roof, and at one time, the conference is the essential and imperative information you need to know to enhance your private fleet management skills from some of the most renowned practitioners in the private fleet community.

Understand the requirements of new legislation, recent regulations and how other, similar operations are handling these issues. Seek input and ideas from the largest gathering of private fleet executives in one location. Choose your participation in more than 23 workshops, general sessions, or lectures that target your areas of most importance from you and that optimize your return on investment.

This year's conference is packed with tremendous take-home value: two new **general sessions** focusing on the latest legislative and regulatory information as well as environmental sustainability; a world-class **exhibit hall** packed with an expected 150 companies showcasing the latest products and solutions; unparalleled **networking** opportunities; **recognition**



for the private fleet community's best and brightest practitioners' achievements in safety, graphics, leadership and environmental responsibility; a **central location** that allows you to minimize your travel time and expense; and more than 20 **education** workshops and seminars that provide insights into and best practices of the critical issues that are at the center of your day-to-day world.

For registration and program information, please [click here](#).

NPTC BENCHMARKING SUMMIT

New this year, and free to all attendees of the Annual Conference, is a Benchmarking Summit scheduled from 2:30 p.m. to 6:00 p.m., Tuesday, April 19, 2011 at the Hilton Cincinnati Netherland Plaza in Cincinnati, OH. The purpose of the Summit is to take the 2011 NPTC Benchmarking Survey and do a

functional operational lines (long-haul, over-the-road, direct-store-delivery, flatbed, public utilities, bulk, medium-duty and the like) into small discussion groups that will be self-directed, set their own agenda, discussion topics, and follow-up plans.

into the operating characteristics that would be pertinent to NPTC Fleet members. The Summit will begin with a preliminary report based on the finding to date of the NPTC Benchmarking Survey.

After that, the Fleet members will divide along

In The News



Nick Goodell, CTP

Nick Goodell, CTP, has accepted the position of General Manager, Trucking and Transportation for Compli; **Bedford Monday, CTP**, has stepped up to the position of General Manager for Schwans Consumer Brands; and **Art Noble, CTP**, is now Director of Rental for Idealease of North America.

Welcome New Institute Board Members

Congratulations to the following individuals who were recently

elected to the NPTC Institute Board of Governors:

- Tom Flies of Qualcomm
- Brian MacKenzie of Silver Eagle
- Don Thornton of Transcore, Inc.

CTPs Share Expertise at the 2011 PFMI

The following speakers contributed to the success of the Private Fleet Management Institute: NPTC Board Vice Chair Gary Strausbaugh; Board

of Governors Chair Bedford Monday; George Carpenter; Bob Polka; Ed Welch; Jim Angel; Amy Catalano; Bill Cromling, III; Billy D'Souza; Dave Helge; Brett Quigley; Dan Norris; Mari Roberts; Scott Roberts; Dave Rodenroth; Jim Rogers; Kirk Rutherford; and Jeff Simon.

A special thank you to all of our speakers for taking the time to attend and participate.

2011 CTP Exam Results

On Saturday, February 13, 54 candidates sat for the prestigious Certified Transportation Professional exam in 24 locations. This is the highest number of candidates to sit for the exam since the 1990s. This year, we replaced the multiple choice portion of the exam with a short-answer essay portion, as the Institute Board of Governors believes this more accurately reflects the skills and knowledge necessary to demonstrate

proficiency in the key private fleet management disciplines.

Thirteen candidates chose to sit for the retake exam on March 17, and of those sitting, 11 passed both portions of the exam. This brings the total number of CTPs in the Class of 2011 to 49, the third largest in the history of the program

Candidates who earned Their designation will be

announced at the NPTC Annual Conference in Cincinnati.

Special thanks goes out to those CTP volunteers who helped with grading the case study portion of the CTP Exam:

Scott Moormann, CTP
Mari Roberts, CTP
Scott Roberts, CTP
Anthony Saponaro, CTP
Aaron Thorsen, CTP

Q & A

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

Please submit questions and/or comments to Tom Moore, CTP, tmoores@nptc.org.

Q. What is NPTC's position on the Federal Motor Carrier Safety Administration's efforts to modify the current driver's hours of service?

A. In comments filed last month with FMCSA, NPTC strongly opposed the agency's proposal to modify the existing hours of service and urged it to keep the current hours of service rules in effect with the exception of the sleeper berth provision.

"FMCSA has assumed that the proposed changes will improve motor carrier safety despite contrary evidence, existing safety records and the agency's prior policy statements," NPTC said. "The current HOS regulations have not harmed motor carrier safety as many opponents predicted. In fact, these regulations have contributed to a remarkable and unprecedented improvement in crash and fatality rates involving heavy trucks."

Under the current proposal, FMCSA is, among other changes, considering whether to reduce the daily driving limit from 11 hours to 10 hours and has proposed to limit the 34-hour restart provision by requiring that it include two periods from midnight to 6:00 a.m. and limiting its use to once per week.

To read more on the proposed changes, and NPTC's position, [click here](#).

CTP Profile: Robert Slaughter, CTP



Robert W. Slaughter, CTP

"Each company has its own culture and its own transportation philosophy. For us, the private fleet is an essential part of the commitment to provide unparalleled customer service."

As the livestock production subsidiary of Smithfield Foods, Inc., Murphy-Brown, LLC is the world's largest pork producer. Murphy-Brown is committed to producing high-quality products while protecting the environment and preserving family farms. In the United States, the company owns approximately 818,000 sows and brings more than 17 million hogs to market annually. Operations include 450 company-owned farms and approximately 1,500 contract swine growers. Headquartered in Warsaw, N.C., the company boasts approximately 5,000 employees in 11 states. Operating quietly but effectively behind the scenes is the company's private fleet, under the

direction of Robert W. Slaughter, CTP, director of animal transportation. The private fleet exists to provide the sows, baby, pigs, feeder pigs and market hogs with food and to move animals through the various stages of production, and ultimately, to processing plants.

The fleet faces continued pressure on the bottom line from rising energy and grain prices. Slaughter says his CTP background provides solid information to tackle these problems.

"Whether it's the information you glean from formal presentations or informal conversations you have outside the meeting rooms, NPTC functions as a clearing house of infor-

mation, resources and solutions that can help enhance the effectiveness of your private fleet. I never fail to get something out of my attendance."

But Slaughter does more than just attend the functions. Since obtaining his CTP designation in 2005 he has become active in the governance of the CTP program, being named to the NPTC Institute Board of Governors. In addition, he has been involved in the grading of the case study exam and has appeared on the program.

To read the more about Bob Slaughter's operation and experience with the CTP program, please [click here](#).

2011 Private Fleet Management Institute

With 81 attendees, the NPTC Private Fleet Management Institute, held January 15-19 in Jacksonville, was one of the highest-rated programs in the history of the Institute. The quality and interest of the attendees, combined with insightful presentations, led to an unprecedented level of interest and engagement as reflected in the evaluations received from the participants.

For the first time this year, the program moved to a more interactive discussion group format, which allowed for a concentrated, five-day immersion into the core private fleet management

private fleet management curriculum specifically designed to meet the demanding needs of today's private fleet professionals. The quality of the instruction and training generated outstanding ratings across the board – thanks in large part to the contributions of a faculty consisting of some of the Nation's most experienced and respected private fleet management experts.

Through a series of open forums fleets discussed various strategies including financial strategies to understand all freight-related costs; the development of appropriate key performance indicators; enhancement of customer service objectives;

improvement of safety functions; human resource strategies; and leveraging equipment and maintenance practices to optimize the corporate return on its private fleet investment.

Throughout the five-day institute, attendees were exposed to five core management disciplines of Finance, Human Resources, Safety, Operations and Equipment and Maintenance.

The 2012 PFMI is scheduled for January 14-18 in Jacksonville, FL.

More information will be available on the NPTC website this summer.



PFMI News

NPTC Institute Board of Governors

J. Bedford Monday, CTP, Chair, Schwans Logistics, LLC
Patrick R. Robinson, CTP, Vice-Chair, BCT, Inc.
Brad Aitken, TransCore
Lawrence Bongle, CTP, ConAgra Foods, Inc.
Peter Borgen, C.H. Robinson Worldwide, Inc.
Robert J. Boyich, CTP, CPC Logistics Inc.
Mike Breedon, Cummins, Inc.
Gary A. Ciapetta, CTP, Hendrickson
Nick Cindrich, CTP, CDS, CVS/Caremark
Bill Cromling, CTP, Ross Transportation Services
Haig Dikjian, CTP, Verizon Logistics
David R. Ellis, J.J. Keller & Associates, Inc.
Tom Files, Qualcomm, Inc.
Rick Foster, CDS, Wal-Mart Transportation, LLC
David R. Gadberry, CTP, Toyota Quality Parts Express
Duane Gingrich, Schneider National, Inc.
Harry J. Haney, III, Kraft Foods, Inc.
Keith Hazelwood, CTP, Batesville Logistics, Inc.
David E. Helge, CTP, CDS, Idealease of North America
Steven Hirt, Optima Associates, Inc.
Tommy Holst, PrePass
Garland Jackson, Jr., PeopleNet
Marius Karoy, Instructional Technologies
Joe Laskowski, CTP, MedTrans
Mike Lickert, CTP, Talon Logistics, Inc./Giant Eagle
Brian MacKenzie, Silver Eagle Manufacturing Co.
Bob Mann, Navistar, Inc.
Craig Montgomery, SkyBlitz, Inc.
John Obenhaus, Pepsi Beverages Company
D. Mike Pennington, ArvinMeritor
William E. Perry, CTP, CDS, Hill's Pet Nutrition, Inc.
Michael A. Pughes, CTP, General Parts, Inc./CARQUEST
Brett Quigley, CTP, Kellogg Company
Mariko Roberts, CTP, Frito-Lay, Inc.
Gayle Robertson, BOLT System
James R. Rogers, CTP, McKee Foods Transportation
James E. Sahli, Eaton Corp. Roadranger
Delmar Sauer, CTP Alcoa Wheel & Trans. Products
James P. Scales, Qualcomm, Inc.
Craig Sharkey, Wal-Mart, Inc.
Robert W. Slaughter, CTP, Murphy-Brown, LLC
Cheryl Sooter, Custard Insurance Adjusters
Ralph K.F. Stockmayer, CTP, Penske Truck Leasing
Gary Strausbaugh, CTP, The Mennel Milling Company
Ron D. Tartt, CTP, Bridgestone Americas Tire Ops.
Ed Welch, CTP, Perdue Farms, Inc.
Don Wilemon, Walgreens Oshkosh, Inc.
Gary Petty Ex-Officio, National Private Truck Council

Coming Events

NPTC 2011 ANNUAL CONFERENCE

April 17-19, 2011 in Cincinnati, Ohio

CTP CLASS OF 2012:

CTP ELIGIBILITY APPLICATIONS DUE

October 1, 2011 - Download @ www.nptc.org

CTP EXAM APPLICATION DUE

Nov. 15, 2011 – Download @ www.nptc.org

CTP EXAM PREP WORKSHOP

Friday, January 13, 2012
Jacksonville, Florida

2012 PFMI

January 14-18, 2012
Jacksonville, Florida

2012 CTP EXAM

Saturday, February 12, 2012

All New Webcast Series for 2011

More than 400 people registered to attend the February 9-10 free webcast on CSA sponsored by NPTC and J.J. Keller & Associates, Inc. The webcast examined in-depth, the Federal Motor Carrier Safety Administration's new safety enforcement and compliance model. Many thanks to Scott Willert and Jeff Jones of Kraft Foods

for lending their insights and perspectives.

This back-to-back webcast was the first of five webcasts scheduled for this year sponsored jointly by NPTC and J.J. Keller. The CSA webcast, which played to outstanding reviews, is available for downloading at www.jjkeller.com/nptcinfo.

Our upcoming calendar of events will feature:

May 11 - The EOBR Rule and Electronic Logs; **July 13** - Fleet Excellence: Driver Wellness and Sleep Apnea; **October 12** - Fleet Excellence: Driver Discipline and Coaching. Visit www.jjkeller.com to sign-up or to download, today!

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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