



CTP[®] Insider

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



Spring 2012

NPTC 2012 PFMI – See You in Cincinnati!

Quarterly Highlights

- NPTC 2012 Cincinnati
- CTP Class of 2012
- Recertification Process



CTP PROFILE

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In just one month, more than 1,000 attendees are expected to converge on Cincinnati for the National Private Truck Council's 2012 Annual Education Management Conference and Exhibition. The event, set for April 29—May 1, 2012, 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 2012 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 presentations that target your areas of most importance from you and that optimize your return on investment. Some of this year's topics include:

- ⇒ Lean Management Techniques
- ⇒ Driver Shortages and the Supply Chain
- ⇒ Crisis Management
- ⇒ Communication with the C-Level
- ⇒ Improving Efficiency to Reduce Inventory Costs
- ⇒ Capacity Strategies & Private Fleet Optimization
- ⇒ Managing the Blended Fleet
- ⇒ Managing the Roadside Inspection
- ⇒ Preparing for CSA Interventions
- ⇒ Routing Technologies Training Drivers on Technology

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 CSA; a world-class **exhibit hall** packed with a record 170 companies showcasing the latest products and solutions; unparalleled **networking**



opportunities; **recognition** for the private fleet community's best and brightest **location in Cincinnati** practitioners' achievements in safety, leadership and environmental responsibility; a **central** location that allows you to minimize your travel time and expense; and more than 23 **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](#).

In The News



Gary Holcomb, CTP

Bryan Boyd, CTP, has been promoted to National Accounts Manager for Hendrickson; **Jon Loewer, CTP**, joined Sugar Foods Corporation as Logistics Manager; **Loren Luke, CTP**, joined PACCAR Leasing Company as National Account Sales Executive; **Louis McAnally, CTP**, has

been promoted to Vice President of Operations for PeopleNet; **E.J. Michaud, CTP**, started up his own trucking company, BoZac Transportation, LLC; and **Anthony Pellegrino, CTP**, is now with Greentree Logistics as the Vice President of Operations.

In Memory Of

It is with great sadness that NPTC announce the passing of **Gary Holcomb, CTP**. Gary's colleagues at Winn Dixie in Jacksonville, FL say he was known as 'a great person, great father and husband.'

Gary was an active CTP and former member of the Institute Board of Governors.

2012 CTP Exam Results



The CTP Exam was held on Saturday, February 11, with 74 candidates sitting. Of those, 63 individuals passed both portions of the exam.

Of those that failed to earn their designation, five failed both the short answer essay and the case study; and six failed the short answer essay portion only. Nine of the 11 candidates eligible for retake exam sat on for the March 15, 2012 Retake Exam. With six out of the nine passing the Retake Exam, that brings the total

size of the Class of 2012 to 69. This constitutes the largest graduating class in the history of the program.

Special thanks goes out to those CTP volunteers who helped with grading the case study portion of the CTP Exam: **Scott A. Moormann, CTP**, Division Manager, CPC Logistics Inc.; **Alicia K. Jarosh, CTP**, Director, Customer Support, PeopleNet; **Craig Zan, CTP**, Delivery Coordinator, Cory Home Delivery Service; **Jamie Bates, CTP**;

Cal H. Morton, Jr., CTP, Network Efficiency Manager, Frito-Lay, Inc.; **Ben Pettine, CTP**, Regional Account Manager, PeopleNet; and **Gary L. Strausbaugh, CTP**, V.P., Transportation, The Mennel Milling Co.



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, tmoore@nptc.org.

Q. "We are establishing discipline for violation of the new cell phone regulations prohibiting the use of hand held devices. What are other private fleets doing to discipline drivers in this area? With most other critical violations, we terminate but are hesitant to be that strong on this one."

A. This question was sent out to the NPTC Safety Committee and following are some of the comments received:

"We terminate if they are found to have been on the phone during an accident. If we visually see them on the phone

while driving, we discipline them with a warning letter."

"One final written for the first offense and suspension/termination on a second offense."

"We do a lifetime written warning which is the last step before termination. One warning basically."

"We have a Driver Safety Policy which makes drivers eligible for a \$500 quarterly safety award if no violations are incurred. On hand-held devices, the first violation

would be the loss of one quarter of the award (\$500); 2nd violation would be the loss of entire year award (\$2000); 3rd violation would be termination."

"For most safety infractions we utilize a four step progressive disciplinary process. Infractions involving hand held devices will move the associate to the next step of discipline."

To read more answers from the committee on this issue, please [click here](#).

CTP Profile: Bill Cromling, CTP



Bill Cromling, CTP

"My grandparents and parents set a very high standard for me growing up. They taught me early on the importance of learning from others."

Bill Cromling, III, CTP operates something like a "one-man band" private fleet manager. Cromling is President of Ross Transportation Services, Inc., one of the Ross companies which are haz-mat processing and transport companies founded in 1949 by Bill's grandfather. He performs a wide range of roles in overseeing a fleet of 21 total employees including a small team of 13 employee drivers operating 13 power units.

Bill started working at the company as a teenager working in the company's maintenance shop. In fact, he is a qualified heavy duty equipment mechanic and is as comfortable with a

wrench in his hand as he is in giving a stand-up presentation at an NPTC meeting (which he did successfully at this year's PFMI). Bill's background includes service in the U.S. Army where he was stationed in Germany for many years.

In the past 11 years, Bill has relied on NPTC as a source of continuing education. He attended his first Private Fleet Management Institute in 2001 and passed his CTP exam in 2005. Over the years, Bill has attended several PFMI programs, annual conferences, and safety meetings. He has been a grader for the CTP exam, participated in the NPTC benchmarking survey, a speaker and

panelist at NPTC events, and an active mentor and networker with other NPTC members.

"NPTC represents a great value for me and our company," says Bill. "From the Weekly Updates, webinars, special reports, email and phone call exchanges with fellow members, and of course attending the PFMI and Annual Conferences--all help me stay abreast of new information and practices that help Ross Transportation get better and better."

To read the more about Bill's experience and what's expected out of today's CTP, please [click here](#).

CTP Recertification Process

The NPTC Board of Governors has fielded numerous requests from former CTPs who had their designation revoked for failure to keep their recertification up to date. These former CTPs had sought to be "reinstated" and had been refused because they had not earned the 50 recertification points required every three years and/or chosen to pay the annual \$100 fee.

Recertification is a mandatory element of all job-based certification programs. NPTC's CTP program is no different. The Recertification requirements, established by the NPTC Institute Board of Governors in 1994, are reviewed annually. The Recertification guidelines are designed to ensure the continued transportation-

related education of the individuals who earn the CTP designation. Recertification points can be earned in a variety of ways – including attendance at various NPTC events, participating in various committees, or speaking in one of our many workshops, seminars or webcasts or other industry events.

Every CTP candidate signs a statement as part of the application process acknowledging their "responsibility to abide by all of the requirements and deadlines associated with the Recertification process and that failure to do so will result in the revocation of my CTP designation."

Further, it is the responsibility of the CTP to keep NPTC informed of job and address changes.

Listening to present and past CTPs, the Institute Board of Governors developed a program to address the changing needs of our designates. We understand you may change responsibilities with your company, but don't want to forfeit the benefit of your CTP designation.

With the latest class of graduates, NPTC now has nearly 900 people that have achieved the status as a Certified Transportation Professional. Attaining that prestigious distinction is not the destination, but rather the beginning of a personal and professional commitment to the development and enhancement of those skills, knowledge and experience that are at the heart of the CTP program.



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Gary Petty Ex-Officio, National Private Truck Council

Coming Events

NPTC 2012 ANNUAL CONFERENCE
April 29 – May 1, 2012 in Cincinnati, Ohio

NATIONAL SAFETY CONFERENCE
September 13-14, 2012
Dulles, Virginia

CTP CLASS OF 2013:
CTP ELIGIBILITY APPLICATIONS DUE
October 1, 2012 - Download @ www.nptc.org

CTP EXAM APPLICATION DUE
Nov. 15, 2012 – Download @ www.nptc.org

2012 Webcast Series

Since 2005, NPTC has teamed with J. J. Keller & Associates to bring you a series of free webcasts on topics that are of high interest to unlocking improved fleet productivity, performance and efficiency.

Not only are these topics included as part of the new CTP training curriculum, existing CTPs can get recertification points for “attending.” While

downloading an event gives you the opportunity to review the materials on your own time, there’s no substitute for participating in the Q&A by attending a live webcast.

For the coming year, NPTC and J.J. Keller editorial calendar will include the following topics:

May 9 – Roadside Inspections
July 11 – Improving Fleet Productivity Through Quality and Lean Initiatives
October 3 – Effective Safety Training Programs

[Click here](#) to sign-up or to download one of the previous 29 webcasts 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.

The Book
On Private Fleet Management
(the e-Book, actually)

Continuing Education
& Training for
Fleet Managers

Including

- Safety
- Finance
- HR
- Operations
- Maintenance

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