



CTP[®] Insider

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



Spring 2013

NPTC 2013 – See You in Cincinnati!

Quarterly Highlights

- NPTC 2013 – Get Registered
- CTP Exam Results
- Webcast Series



CTP Profile

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Later this month, more than 1,000 attendees are expected to converge on Cincinnati for the National Private Truck Council's 2013 [Annual Education Management Conference and Exhibition](#). The event, set for April 28-30, 2013, 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 2013 represents an unparalleled learning, networking and resource opportunity. Captured under one roof, and at one time, the conference provides essential and imperative information you need to know to enhance your private fleet management skills from some of the most renowned practitioners and providers in the private fleet community.

This year's conference is packed with tremendous take-home value: two new [general sessions](#) focusing on the latest legislative and regulatory

information; a world-class [exhibit hall](#) packed with a record 165 companies showcasing the latest products and solutions; unparalleled **networking** opportunities; **recognition** for the private fleet community's best and brightest practitioners' achievements in safety, leadership and environmental responsibility; a **central location in Cincinnati** that allows you to minimize your travel time and expense; and more than [25 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.

NPTC is also pleased to announce a professional and stimulating lineup of keynote speakers including Derek Daly, International Racing Champion, Best-Selling Author, and TV's Face of Motor Sports; Helen Stephens, Senior Director of Transportation, Frito-Lay North America; and Kenny Vieth, President and Senior Research



Analyst, ACT Research Co., LLC, who will forecast major trends affecting private fleet trucking. In addition, Rick Schweitzer, NPTC General Counsel, and Jack Van Steenburg, Chief Safety Officer and Assistant Administrator for the Federal Motor Carrier Safety Administration (FMCSA), will speak at the General Session on Monday morning April 29 and Tuesday morning April 30, respectively. Both will share their unique perspectives on the latest regulatory and legislative information affecting the private fleet community.

REGISTER NOW!
For more information about NPTC 2013 and how to register, visit our website, www.nptc.org.

In The News

Carlton Huffman, CTP, is now Fleet Manager for Supreme Oil Company in Burndidge, AL, and **Michael Naatz, CTP**, is now SVP & CIO for Kansas City Southern.

New Board Members

Four candidates were elected to serve on the NPTC Institute Board of

Governors during the group's January 24 meeting in Jacksonville:

- Mark Caitlin, J.J. Keller & Associates
- John Koch, GNC Transportation
- Bill Hartman, CTP, NEP Broadcasting
- Sam Richardson, ADM Trucking, Inc.

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":

ktodd@nptc.org.

CTP Exam Results

class of
2013

The CTP Exam was held on Saturday, February 9, with 52 candidates sitting in 27 locations. Of those, 41 individuals passed both portions of the exam, a 78% pass rate. Of those that failed to earn their designation, five failed both the short answer essay and the case study; two failed the short answer essay portion only and four failed the short answer essay portion only. All 11 were eligible for the

March 21, 2013 Retake Exam in addition to the five candidates who did not sit for the CTP Exam on February 9 because of the extreme weather event in the Northeast that weekend. After the Retake Exam, 10 more candidates passed, bringing the total number of CTPs in the Class of 2013 to 51.

Special thanks to those CTP volunteers who helped grade the CTP Exam:

Ben Geffert, CTP, Kellogg Company; Dallas Heck, CTP, The Mennel Milling Company; Darin Hogle, CTP, Proctor & Gamble Company; Beau Nighswander, CTP, The Mennel Milling Company; Randy Perry, CTP, Fleet Frito-Lay, Inc.; Brant Schneider, CTP, Alcoa Wheel & Transportation Products; Steven Snow, CTP, Frito-Lay, Inc.; Mick Wenger, CTP, Omnitrac, Inc. a Qualcomm company; and, Joey Wood, CTP, PeopleNet.

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 in a position, where, hiring a 3rd party to pull some of our trailers is a viable option at times for our private fleet. The different coverages from an insurance perspective are tricky. My insurance company is telling me that I have to have an agreement in place making certain the company pulling our trailer will be responsible for the equipment and contents therein. My question is: do

other companies that operate under this purview have the referenced agreement and would they be willing to share a generic copy?"

A. Several years ago, the American Trucking Associations and the National Industrial Transportation League developed a model motor carrier-shipper agreement. It includes language stating

that "Carrier shall have the sole and exclusive responsibility for the costs and over the manner in which its employees and/or independent contractors perform the transportation service, including the equipment provided." It also has an indemnification provision.

Click [here](#) and [here](#) for two sample agreements.

CTP Profile: Tony Jolly, CTP



Tony Jolly, CTP

"Pursuing the designation comes with a level of commitment and responsibility. You have to be committed to staying current with what is going on in the industry."

Twenty years ago, the first class of private fleet managers earned their Certified Transportation Professional credential. At the upcoming NPTC Annual Education Management Conference and Exhibition, April 28-30, 2013 in Cincinnati, more than 50 private fleet professionals will earn their CTP designation, bringing the total number of people who have achieved this, the highest honor in the private fleet community, to more than 1,000 individuals.

In that first group of graduates was Tony B. Jolly, CTP, who was then Corporate Fleet Manager for Pet, Inc. Tony spent 37 years in the transportation field with responsibilities

including transportation management of all modes. He has experience in all aspects of fleet management, both private and dedicated, with emphasis on collaborative solutions. He has also helped to provide transportation service solutions for retail food products involving all the various modes of transportation by working with carriers and shipping facilities to develop efficient shipping strategies.

In his various roles, Tony has taken responsibility for safety and compliance, both process and control development and implementation. Today, he is the National Manager of Dry Transportation

Operations, Retail for General Mills, based in Minneapolis, MN.

His company was a member of the NPTC at the time, and Tony says, "My boss felt like there would be value in my sharing our best practices as well as networking with industry peers through the council to identify and further implement best practices. I have been a participant ever since."

"Pursuing the designation comes with a level of commitment and responsibility," he says. "You have to be committed to staying current with what is going on in the industry." To read more about Tony's experiences, please [click here](#).

Private Fleet Management Institute - A Success!



A near-record attendance of [80 private fleet professionals](#) attended the Private Fleet Management Institute in Jacksonville January 19-23. The Institute is a concentrated, five-day immersion in the core private fleet management curriculum designed to meet the demanding needs of today's professionals: Fleet Finance; Operations; Safety and Security; Human Resources; and Maintenance and Equipment. Private fleet management professionals who are registered to sit for the Certified Transportation Professional Examination February 9, 2013, found the program especially beneficial.

The Institute featured some 40 hours of in-depth discussions, focusing on topics such as: Supply Chain Integration and Strategic Partnerships; Justifying the Private Fleet; Customer Service; Benchmarking Strategies; Key Performance Indicators; Maintenance Strategies; Trade Cycle Strategies; Recruiting, Hiring, Retention; Driver Compensation; Driver Score-carding; and, Developing an Effective Safety Program.

The sessions were led by some of the nation's most experienced and respected private fleet leadership professionals: Cal Morton, CTP, Frito-Lay, Inc.;

David Pyan, CTP, Benjamin Moore & Co.; Bedford Monday, CTP, Schwans Consumer Brands, Inc.; Gary Strausbaugh, CTP, The Mennel Milling Company; Billy D'Souza, CTP, BCT; David Gadberry, CTP, Toyota Quality Parts Express, Inc.; Ed Welch, CTP, Perdue Farms; Mari Roberts, CTP, Frito-Lay; Mike Breeden, Cummins Inc.; Sam Richardson, ADM Trucking; Keith McWilliams, CTP, Kellogg Co.; Bill Hartman, CTP, NEP Broadcasting; Randy Perry, CTP, Frito-Lay, Inc.; Dan Norris, CTP, Pepsi Beverages Company; Kirk Rutherford, CTP, Bridgestone Americas Tire Operations; Mike Schwersenska, Brakebush Transportation, Inc. and Duane Woods, CTP, Safeway.

NPTC Institute Board of Governors

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Don Thornton, DAT
Neil Vonnahme, PACCAR Leasing Company
Ed Welch, CTP, Perdue Farms, Inc.
Gary Petty Ex-Officio, National Private Truck Council

Coming Events

NPTC 2013 ANNUAL CONFERENCE

April 28-30, 2013 Cincinnati, OH

NATIONAL SAFETY CONFERENCE

September 12-13, 2013 Herndon, VA

CTP CLASS OF 2014

[Eligibility Application](#) Due October 1

[Exam Application](#) Due November 15

PFMI

January 18-22, 2014 Jacksonville, FL

NPTC/J.J. Keller Free Webcast Series

J.J. Keller & Associates and NPTC co-sponsored its first webcast of 2013 on Wednesday, March 6. The webcast on *Distracted Driving*, featuring Brian Holley, Director of Transportation for Whiteline Express, Ltd., was free to all NPTC members. To download a copy, please visit www.jjkeller.com/nptcinfo.

Other 2013 webcasts include:

Wednesday, May 8, 2013 – Effective Driver Vehicle Inspections

Wednesday, July 10, 2013 – DOT Drug & Alcohol Testing

Wednesday, October 2, 2013 – Physical Qualification of Drivers: DOT Physicals, Med Cards, Functional Capacity Testing

Registration is open to all NPTC members free of charge. For more information, please visit www.jjkeller.com/nptcinfo

About NPTC...

Founded in 1939, the National Private Truck Council is the only national trade association exclusively representing the interests of the private truck industry and corporate/business private truck fleet management. With an actively engaged leadership team of Board representatives, member volunteers and staff, NPTC in the past decade has grown significantly to serve a rising professional class of private fleet practitioners meeting the

challenges of modern corporate transportation. NPTC is the leading learning resource center, government affairs advocate, and business networking culture for America's top private fleet and supplier member companies. The Council produces benchmarking, best practices, and economic data reports on the private fleet market; administers the highly regarded Certified Transportation Professional (CTP) training

program, and conducts the Annual Education Management Conference and Exhibition, the Private Fleet Management Institute, and the National Safety Conference.

The NPTC Institute is an IRS-approved 501 (c) (3) non-profit corporation that oversees the education, training and certification programs of NPTC.



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