

CTP Insider

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

Spring 2018

Quarterly Highlights

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PFMI 2018 Feedback—

Overwhelmingly Positive!



THIS YEAR'S PRIVATE FLEET MANAGEMENT INSTITUTE WAS PERHAPS THE BEST OVERALL IN THE PROGRAM'S ALMOST TWENTY-YEAR HISTORY. Based on feedback from attendees and observations from the Institute's faculty members, this was one of NPTC's most successful events as measured by information substance, business networking, and take-away learning value.

Virtually every attendee felt the PFMI was one of the most significant business learning experiences in their professional careers. One attendee said, "The classes throughout the week were extremely informative, but it was the CTP instructors that made the classes so informational, thought-provoking. They went beyond just preparing for the CTP exam and provided amazing insight into best practices to managing a private fleet."

Another said, "Thanks for a great five days!" Yet another said, "I came into Jacksonville with great trepidation about the CTP Exam. On Friday, the test prep day, the whole day was invaluable. Unless you've done a Case Study before you have no idea how you would write one. This was extremely valuable. Thank you very much for the exciting opportunity and knowledge."

An enthusiastic and intensely focused group of nearly 80 private fleet professionals, including both Fleet and Allied/Supplier member representatives, participated in PFMI 2018 which was conducted in Jacksonville, Florida, from January 13th through 17th. NPTC Institute Board Chair, **Mari Roberts, CTP**, Sr. Director of Transportation, Frito-Lay, Inc., long-standing star faculty member for eight consecutive years since she enrolled as an attendee and earned her CTP in 2009, said, "this year's class was one of the most professional and serious-minded groups we have ever seen in the program. They got down to business from day one and never stopped until the case study presentations were completed five days later."

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Faculty member **Scott Duvall, CTP**, Safety Manager, Dot Transportation, and 2017 CTP Graduate of the Year, added, “The NPTC is a fantastic group of companies, with both fleets and vendors alike understanding how their contributions further the mission of everyone. I echo the sentiments of everyone, this was a tremendous group of attendees, and hope they all can go back and speak the praises of the experience.”

NPTC wishes to express great thanks and appreciation for the expert group of faculty members who conducted the training sessions. **Tom Moore, CTP**, NPTC Senior Vice President, master organizer and manager of PFMI, gave special praise to faculty members who performed “double and triple” duty filling in for scheduled faculty member who could not attend at the last minute due to illness or bad weather. Moore said, “our praise is beyond thank you for this year’s faculty—they made the PFMI the best ever!”

This year’s faculty included **Brian Antonellis, CTP**, Reyes Holdings/Reinhart Food Service; **Meghan Chan, CTP**, NPTC Board Member, Fleet Safety & Compliance Manager, Mondelez Global, LLC; **Jeremy Decker, CTP**, Transportation Safety Manager, Mennel Milling Company; **Scott Duvall, CTP**, Safety Manager, Dot Transportation; **Bill Hartman, CTP**, NPTC Board Chair, Sr. Fleet Manager, VF Jeanswear; **Bedford Monday, CTP**, NPTC Board Treasurer, Facilities Operation Manager, The Schwan Food Company; **Todd Porter**, VP of Safety, Sentinel Transportation, LLC; **Mari Roberts, CTP**, NPTC Institute Board Chair, Sr. Director of Transportation, Frito-Lay, Inc.; **Kirk Rutherford, CTP**, Maintenance & Equipment, Bridgestone Americas Fleet Operations, LLC; **Mike Schwersenska, CTP**, NPTC Board Secretary, Director of Transportation, Brakebush Transportation, Inc., and **Ed Welch, CTP**, Capital Sourcing Manager, Perdue Farms, Inc.

NPTC also wishes to give a very special thanks to the 20 Allied/Supplier member companies that sponsored the Reception and Networking Event which continues to rank as one of PFMI’s best-ever combinations of social and business interaction with absolutely the finest food and service provided by NPTC’s long-standing partner, the Jacksonville OMNI Hotel. These sponsors were:



“Unless you’ve done a Case Study before you have no idea how you would write one. This was extremely valuable.” *PFMI 2018 attendee*



In the News



Bryan Coyne, CTP, has been promoted to Executive VP/General Manager-North America at Trimble Transportation Mobility.

On January 15, at the NPTC Institute's Board of Governors' winter meeting, the NPTC Institute Board of Governors elected the following to the Board:



Mike Stapleton, Vice President, Industry Relations with SmartDrive Systems



Dave Belter, VP GM Transportation Management with Ryder Supply Chain Solutions



Scott Bryers, CTP, National Account Executive of Private Fleet & Third Party Logistics with FleetNet America

CTP EXAM RESULTS

ON FEBRUARY 10, 79 candidates sat for the 2018 CTP exam at 33 locations. Of those, 61 candidates passed both portions of the exam. That is a 77% pass rate – right in line with where we have traditionally been (76% in 2017, 76% in 2016; 77% in 2015). The 2018 Top Graduate was **Jody Sandy, CTP**, (right) of Hy-Vee, Inc.



On March 10, 18 candidates sat for the CTP Retake Exam and of those all but one passed. So, the 61 candidates from the original February exam plus these 17 candidates from the retake bring this year's class to a total of 78 new CTPs.

Special thanks go out to the CTP volunteers who met in Jacksonville to grade the exams:

Greg Boyington, CTP, *CPC Logistics*

Kevin Fisher, CTP, *Volvo Truck Leasing System*

Dallas Heck, CTP, *The Mennel Milling company*

Jake Jacobs, CTP, *Bridgestone Americas Tire Operations LLC*

David Jaskolski, CTP, *Pivotal LNG*

Laura Johnson, CTP, *NIC Federal*

Keith McWilliams, CTP, *Core-Mark International*

Rob Paton, CTP, *Frito-Lay, Inc.*

Rick Pederson, CTP, *Frito Lay, Inc.*

Mari Roberts, CTP, *Frito-Lay, Inc.*

Francis Crowley Yuronich, CTP, *J. J. Keller & Associates*

Thanks to the following CTPs who proctored the CTP Exam and Retake Exam:

Greg Angerett, CTP, *Hunter Truck Sales and Service*

William Araiza, CTP, *Albertsons Companies*

Jamie Bates, CTP, *Advance Auto Parts*

Gary Bogers, CTP, *Coast to Coast*

Tim Carlquist, CTP, *Omnitracs, LLC*

Bob Carson, CTP, *Beacon Roofing Supply, Inc.*

Don Coughlin, CTP, *Price Chopper Markets /Golub Corp.*

Jason DeShaw, CTP, *PeopleNet, a Trimble Company*

Scott Duvall, CTP, *Dot Transportation, Inc.*

Keith Frantz, CTP, *ADM Trucking, Inc.*

Patrick Gallagher, CTP, *Penske Truck Leasing Co.*

Steven Garrish, CTP, *SleepSafe Drivers*

William Gruendike, CTP, *Frito-Lay, Inc.*

Kirby Hargis, CTP, *LSPI /LSP Transport, Inc.*

Bill Hartman, CTP, *VF Jeanswear, Inc.*

Dallas Heck, CTP, *MMC Transport, Inc.*

Josh Hodgins, CTP, *Dairy Farmers of America*

Krystle Horst, CTP, *Batesville Logistics, Inc.*

Jerry Johnson, CTP, *J&B Group*

Kevin Jones, CTP, *Trans Papa Logistics*

Bill Koons, CTP, *CPC Logistics Inc.*

Nikki Kronz, CTP, *Lytx, Inc.*

David LeDay, CTP, *Trans Papa Logistics*

Jim Lombardo, CTP, *Omnitracs, LLC*

Barry Lorenz, CTP, *Ryder System*

Eric Martin, CTP, *Hillyard, Inc.*

Peter Mastrodomenico, CTP, *Cumberland Farms*

Paul Miller, CTP, *Merchants Distributors*

Larry Ogg, CTP, *Universal Forest Products, Inc.*

Jeff Packett, CTP, *Hittman Transport Services, Inc.*

Joe Patterson, CTP, *Albertsons Companies*

Brett Pulley, CTP, *Lumina Brands*

Josh Robbins, CTP, *Ryder System*

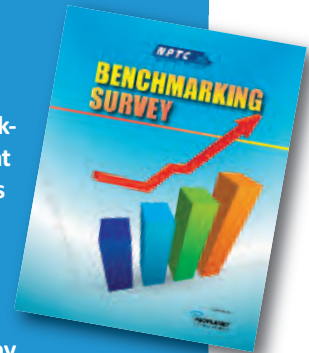
Frank Samler, CTP, *NEP Broadcasting*

Gene Tierney, CTP, *Albertsons Companies*

Lauren Underwood, CTP, *Beacon Roofing Supply, Inc.*

2018 BENCHMARKING SURVEY

This year's Benchmarking Survey Instrument ([click to download](#)) has been sent to NPTC Fleet Members for completion. NPTC conducts an annual Private Fleet Benchmarking Survey, sponsored by PeopleNet, 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 released August 1, 2018.



COMING EVENTS:

NPTC ANNUAL CONFERENCE 2018

April 29-May 1 Cincinnati, OH
"You Must Be Present to Win"

NPTC/J.J. KELLER WEBCASTS:

May 23 Hiring Standards: Background Checks
May 24 Hiring Standards: Screening Protocols

July 18 Entry Level Driver Training and Onboarding

July 19 Driver Scorecarding and Development

October 17 Hours of Service and Fatigue Management

October 18 How to Survive a DOT Audit

NPTC BENCHMARKING REPORT

Sent to NPTC Membership
August 1, 2018

NATIONAL SAFETY CONFERENCE

September 13-14 Dulles, VA



CTP PROFILE

BY GARY PETTY
PRESIDENT AND CEO
NATIONAL PRIVATE TRUCK COUNCIL



Brian Allen Johnston, CTP

Senior Director of Transportation, Corporate Operations
Core-Mark International, Inc.

Developing Professional Friendships

NPTC IS PLEASED TO PROFILE the professional history and work experience of **Brian Allen Johnston, CTP**, who currently serves as Senior Director of Transportation, Corporate Operations, for Core-Mark International, Inc.

Brian earned his Certified Transportation Professional (CTP®) credential in 2010, has been active in NPTC since 2001, and was recently elected to serve as a member of the NPTC Board of Directors, beginning his first two-year term of office on April 29, 2018.

A native of Ohio raised in the Columbus area by a family of educators (both his mother and father were teachers), Brian entered the field of transportation while in college. He graduated in 1985 with a Bachelor of Arts degree in Business Administration from nearby Otterbein University, a distinguished private liberal arts university founded in the mid-19th century. During his college years, he majored in management and accounting, worked at UPS from 2:30 a.m. to 7:00 a.m. during his final two years while holding down a full-time load of classes, and also found time to serve as president of his college fraternity.

After college, he partnered with a high school friend to operate his own company for a year before selling out his interest and joining Roadway Express as a Dock Supervisor. In this role, he managing his own shift of staff employees and gained solid management experience in the very competitive LTL world with unionize employees.

Following nine years with Roadway, Brian worked a short while as Operations Supervisor for Yellow Freight; then served for three years as Operations Manager for Rollins Dedicated Carrier Services where he helped open three locations and had P/L responsibility of \$3.5 million in revenue.

From this job, Brian moved on as General Manager, Transportation, for Excel, Inc., where he managed the carrier base for both domestic and international traffic inbound and outbound freight for a global tire company. After four years in this role, he was appointed Transportation Services Manager for SYGMA Network, Inc. where he took responsibility for five years of running a private, food delivery fleet consisting of 17 distribution centers.

During this time, Brian joined the Columbus Transportation Club and began actively networking with peer transportation professionals. Two of these contacts were Certified Transportation Professionals (CTP®) who would eventually recruit him for job advancements up the career ladder.

The first of those contacts was **Rick Devore, CTP**, Director of Transportation for Greif Packaging, LLC, and a long-time active member of NPTC. Rick hired Brian as Manager, Logistics Operations, at Greif Packaging, LLC, where he was first introduced to the CTP program.

In his position with Greif, Brian managed costs associated with 60 tractors and 5800 trailers that operated out of 45 manufacturing plants, and was responsible for the overall management of \$150 million annual

global logistics spending for the company. He held this job for three years until he was recruited by another CTP and offered a promotion.

Through networking connections in the Columbus Transportation Club, Brian also became acquainted with **Brett Quigley, CTP**, who worked at the time as a senior director for Ryder Dedicated, and later move on to Private Fleet Director at the Kellogg Company. Through his contact with Brett, Brian landed his next job as Regional Trans-

“The all-inclusive nature of the PFMI and CTP...plus the invaluable networking opportunities...are among the great strengths of NPTC.”

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WASHINGTON REPORT CONFERENCE CALL



ALL NPTC MEMBERS ARE INVITED to attend the **Washington Report** (the monthly Legislative and Regulatory Advisory Committee teleconference call), sponsored by **Vigillo, A Samba Safety Company** which occurs the second Monday every month at 11:30 a.m. EST. The NPTC Washington Report features **Rick Schweitzer**, General Counsel and Government Affairs Representative giving the latest update on key legislative and regulatory compliance issues of interest to private fleets.

CTP Profile *Continued*

portation Manager at The Kellogg Company, a position which involve leaving his roots in Ohio and relocating his family—himself, wife and two sons, now 17 and 15—to the Denver, Colorado, area.

Interestingly, Brett was the “pioneer”—the first at Kellogg—to earn his CTP credential. Once he completed the Private Fleet Management Institute and pass the CTP exam, Brett over the next several years encouraged more than a dozen fellow Kellogg fleet managers to get active with NPTC, attend the PFMI, and complete their CTP certification. Brian was one of Brett’s first Kellogg managers to earn his CTP.

Brian’s role as Regional Transportation Manager with The Kellogg Company was a major step up in responsibilities and achievements. During his six years with the company, he developed and managed annual budgets, focused on cost controls, DOT compliance, safety programs, fleet maintenance, and provided DSD Fleet Finance with trend analysis and monthly operating forecasts. During this time, he continued his active participation in and networking at NPTC events.

When The Kellogg Company decided to disband its Direct Store Delivery private fleet team of managers and drivers, Brian was fortunate to land a key position at a Core-Mark International, Inc. where his extensive years of varied and successful transportation experience could be best put to use. Brian notes that Core-Mark’s private fleet is “very strong” and top executives at the company “truly believe the private fleet is a competitive advantage.”

“Developing professional friendships with CTPs has had a major influence on my career. Becoming a CTP and active participate year after year in the NPTC culture contributes immensely to my professional development,” says Brian. “The all-inclusive nature of the PFMI and CTP program of five core subject matter disciplines of private fleet management—plus the invaluable networking opportunities with leading expert fleet practitioners in the country—are among the great strengths of NPTC.”

Since joining Core-Mark, Brian has hired another Kellogg alum, **Keith McWilliams, CTP**, former NPTC Board member, and frequent presenter at NPTC events. Brian hopes to build a CTP tradition at Core-Mark and is planning to send three CTP candidates through the Private Fleet Management Institute in 2019.

NPTC/IDEALEASE 2018 SAFETY SEMINAR SCHEDULE

NPTC AND IDEALEASE HAVE KICKED OFF THE 2018 SERIES OF SAFETY SEMINARS. The Idealease/NPTC Safety Seminars are designed to provide the strategies and information that fleet managers need to comply with the FMCSA regulations and navigate safety and compliance in 2018. In 2017, more than 3,000 fleet managers benefitted from this comprehensive seminar.

The seminars are a leading source of information and training that fleet managers need to comply with regulations, understand the carrier analysis process, and prepare for FMCSA intervention and compliance reviews.

Using the regulations as an outline for the entire seminar, topics are presented in a logical sequence beginning with definitions, an overview of enforcement activities, and guidelines to develop a safety program. Following is the list of dates and locations.

4/3/2018	Wausau, WI
4/4/2018	Madison, WI
4/10/2018	St. Louis, MO
4/11/2018	Indianapolis, IN
4/12/2018	Memphis, TN
4/12/2018	Columbus, OH
4/24/2018	Columbia, SC
4/25/2018	Atlanta, GA
4/25/2018	Stony Ridge, OH
4/26/2018	Tampa, FL
4/26/2018	Lancaster, PA
5/1/2018	Ft. Lauderdale, FL
5/2/2018	Ft. Myers, FL
5/8/2018	Seattle, WA
5/10/2018	Aurora, CO
5/10/2018	Lexington, KY
5/15/2018	Detroit, MI
5/22/2018	San Leandro, CA

FALL SEMINARS (Sept-Oct)

9/26/2018	Houston, TX
TBD	Moncton, NB
TBD	Santa Rosa, CA
TBD	San Leandro, CA
TBD	Nashville, TN
TBD	Dallas, TX
10/16/2018	Kansas City, MO
TBD	Modesto/Turlock, CA
10/25/2018	Oklahoma City, OK



You Must Be Present To Win

REGISTER NOW TO ATTEND the NPTC 2018 Annual Education Management Conference and Exhibition, April 29-May 1, 2018, at the Duke Energy Convention Center and Hilton Cincinnati Netherland Plaza Hotel in Cincinnati, OH. This year's conference will concentrate on the best management practices and model benchmarking standards used by leading private fleets. Expert practitioners will demonstrate with numerous examples how private fleets provide value-differentiating solutions for their parent companies.

Nearly three dozen workshops and breakfast roundtable discussions at the conference will be offered. Included are subjects like building the fleet business model; innovative driver recruiting; buying outside trucking companies or inheriting fleets through acquisition; video monitoring and driver coaching, and many other leading topics. Click here to see the full list of topics.

NPTC's slogan, "**YOU MUST BE PRESENT TO WIN**", captures the importance of being there in person. Come to the conference and find out why--now more than ever before--the outlook is optimistic. Private fleets continue to bring a significant differentiated value to corporate transportation.

The NPTC Annual Conference Planning Committee has put together an excellent line-up of workshops and speakers for NPTC 2018. Make your plans now to at-

tend this value-packed program featuring:

- **INFORMATION:** Dan Murray, vice president of the American Transportation Research Institute, will provide the keynote address, "Critical Issues in the Trucking Industry: A Renaissance Waiting to Happen." Based on years of research and data, Murray will share his vision of where the trucking industry is heading...in the short- and long-terms. He will blend the realities of ELDs, driver shortages, self-driving trucks, e-commerce and changing regulations to provide a real-world snapshot of trucking's future.
- **EXHIBITS:** The NPTC Exhibit Hall and Trade Show at the annual conference is one of the largest association-sponsored events of exhibitors in the trucking industry. These exhibitors display a wide range of equipment, technologies, specialized expert advice, and management support services uniquely tailored to the private fleets which represents roughly half of the overall trucking market. The Exhibit Hall is an enormous learning experience in itself and a great resource for fleets in their buying decisions. This year, we have increased the show by one hour, offering our exhibitors and attendees 6-1/2 hours of time in the Exhibit Hall.
- **NETWORKING:** Unparalleled peer-to-peer interaction.
- **RECOGNITION:** Honoring the private

fleet community's best and brightest practitioners for their achievements in earning their CTP designation, achieving excellence in fleet and driver safety, and leadership contributions.

- **SOCIAL:** Meals and social activities that create an engaged learning and networking atmosphere.
- **Location:** Cincinnati is a central business setting that allows you to minimize your travel time and expense.
- **EDUCATION:** An expanded workshop lineup featuring 23 workshops and seminars that provide illuminating insights and best practices that will help demystify some of the critical issues and challenges that are at the center of your day-to-day world.
- **BEST PRACTICES ROUNDTABLE DISCUSSIONS:** Back by popular demand again this year, conference attendees will have the option of picking from a group of roundtable discussions at breakfast to wrestle with issues and challenges that they are confronting in their operation.

The NPTC 2018 Headquarters Hotel, the Hilton Cincinnati Netherland Plaza Hotel, is at or near a FULL SELL-OUT. Overflow accommodations are available at the Hyatt Regency Hotel located right next door to the Hilton – [CLICK HERE for online reservations](#) or call the Hyatt Hotel at (513)579-1234 and request the NPTC \$145.00 rate.

ANNUAL CONFERENCE BOARD AND MEETING SCHEDULE

FOLLOWING IS THE SCHEDULE OF NPTC BOARD AND COMMITTEE MEETINGS to be held in conjunction with the 2018 NPTC Annual Education Management Conference and Exhibition at the Hilton Cincinnati Netherland Plaza Hotel and the Duke Energy Convention Center in Cincinnati.

Saturday, April 28, 2018

12:00 noon – 12:30 p.m.

12:30 p.m. – 3:45 p.m.

4:00 p.m. – 5:30 p.m.

5:30 p.m. – 6:30 p.m.

5:30 p.m. – 6:00 p.m.

Joint Board of Governors/Board of Directors Luncheon

Special Joint Session of Board of Governors and Board of Directors for "Around the Horn" Comments from members of both Boards

NPTC Board of Directors Meeting

Joint Meeting of Standing Committees (Legislative & Regulatory Advisory; Safety; Membership; and, PR/Marketing Committees)

Conference Planning Committee Walk-Through

An Optimistic Outlook

NPTC Annual Conference Highlights Fleet Value

Reprinted from *Fleet Owner*, March 2018



by Gary Petty
President and CEO
National Private Truck Council

THIS YEAR'S NPTC ANNUAL EDUCATION MANAGEMENT CONFERENCE AND EXHIBITION will concentrate on the best management practices and model benchmarking standards used by leading private fleets. Expert practitioners will demonstrate with numerous examples how private fleets provide value differentiating solutions for their parent companies.

Nearly three dozen workshops and breakfast roundtable discussions at the conference will be offered. Included are subjects like building the fleet business model, innovative driver recruiting, buying outside trucking companies or inheriting fleets through acquisition, video monitoring and driver coaching, and many other leading topics.

The case for private fleets has never been stronger, a point of much discussion at the conference. Yet, very often owners or senior executives of companies with private fleets don't realize or underestimate the fleet's significant value. A strong takeaway message from the conference will be that fleet managers must continue selling the fleet by constantly showing upper management the comparative cost and service data of their private fleet versus that of outside carriers.

Shipper owners and senior executives benefit from constant reminders. Outsourcing their private fleet would mean loss of critical in-house competency and be prohibitively expensive.

One company estimates that replacing its 1,250-truck private fleet with outside carriers this year would hike transportation costs from 15% to 40% with an annual average increase of 25% or higher. Customer service and driver dependability would decline, potentially threatening loss of business.

Conference speakers will show that private fleets are a huge competitive advantage in the current market. Increased carrier rates and driver scarcity help justify private fleets even more. A majority of shippers benchmark their private fleet to for-hire carriers and use the fleet as leverage against for-hire carriers in service and pricing. More than two-thirds of private fleets have for-hire authority and compete against outside carriers for backhaul loads to fill empty miles, reducing overall transportation costs in the process.

Across all markets, for-hire carrier costs are skyrocketing. Freight shipping demands of retailers and manufacturers are out-

stripping the available supply of trucks and drivers. In late 2017, carriers charged 22% more than a year earlier in the spot market. The price to ship freight 500 to 750 miles shot up 30% on some key routes. In December, there was just one truck available for every 12 loads—the greatest imbalance since 2005.

Virtually 100% of trucking capacity is now being utilized. Because capacity continues to tighten, outside carrier costs to shippers are expected to rise significantly this year while freight volume for all of trucking will grow as well—dramatically so if the economy takes off.

Accordingly, a majority of attendees at the NPTC annual conference plan to grow their fleets organically by buying or leasing additional equipment in the next five years. Many plan to add both outbound and inbound lanes to private fleet routes where possible. This means hiring new drivers and acquiring new trucks and trailers beyond replacement levels. Private fleets are a major market for active safety technologies, optimization services, and data management systems.

The NPTC Exhibit Hall and Trade Show at the annual conference is one of the largest association-sponsored

events of exhibitors in trucking. These exhibitors display a wide range of equipment, technologies, specialized expert advice, and management support services uniquely tailored to the private fleets, which represent roughly half of the overall trucking market. The Exhibit Hall event is an enormous learning experience and a great resource for fleets in their buying decisions.

"You Must Be Present To Win," NPTC's slogan, captures the importance of being there in person. Join us in Cincinnati on April 29-May 1 for our Annual Education Management Conference and Exhibition and find out why—now more than ever before—the outlook is optimistic. Private fleets continue to bring a significant differentiated value to corporate transportation.

Register now at www.nptc.org.

“Increased carrier costs and driver scarcity help justify private fleets even more.”

NPTC INSTITUTE BOARD OF GOVERNORS

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Steven G. Bryan, President, Vigillo, a SambaSafety Company, LLC

Scott Bryers, CTP, National Account Executive, FleetNet America

Brian Casey, Director, Inbound Transportation, Pepsi Beverages Company

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Keith Frantz, CTP, DOT Compliance Manager, ADM Trucking, Inc.

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Cameron Hafer, CTP, Sr. Mgr. Transportation & DOT Compliance, Trans Papa Logistics/Papa John's

Jim Harmon, Account Executive, National Accounts, Cummins, Inc.

Bill Hartman, CTP, Senior Fleet Manager, VF Jeanswear

Keith Hazelwood, CTP, Director of Transportation, Batesville Logistics, Inc.

David E. Helge, CTP, CDS, V.P., Maintenance & Safety, Idealease, Inc.

Jonathan Hubbard, CEO and Co-Founder, SpeedGauge

Laura Johnson, CTP, General Manager, NIC Federal

Jacob Klingbeil, CTP, Director of Transportation, Walgreens Oshkosh, Inc.

Bob Larsen, Sr. Dir., Business Services Marketing, J. J. Keller & Associates, Inc.

Joe Laskowski, CTP, Director, Fleet Safety & Compliance, MedTrans LLC

Rick Linville, Chairman, Custard Insurance Adjusters

Del Lisk, CTP, Vice President, Safety Services, Lytx

Robert L. Mann, V.P. & Assistant General Manager, Vocational Business, International Truck/Navistar, Inc.

Laura McMillan, Vice President, Training Development, Instructional Technologies, Inc.

Mark Melletat, Director, Field Operations, WABCO

J. Bedford Monday, Jr., CTP, Facility Operations Manager-South, Schwan Food Company

Andy Oleson, CTP, Product Manager, Mobile, Verizon Connect

William E. Perry, CTP, CDS, Safety & Compliance Specialist, Hill's Pet Nutrition, Inc.

Michael Quimby, SVP & General Manager, Element Fleet Management

Gayle Robertson, President, BOLT System

Brant Schneider, CTP, Northeast Fleet Sales Manager, Arconic Wheel & Transportation Products

Angela Shue, General Manager, PeopleNet, A Trimble Company

Robert W. Slaughter, CTP, Director of Fleet Maintenance, Murphy-Brown LLC

George "Bill" Sleeth, Sr., General Transportation Manager, Walmart Transportation

Michael D. Spence, Senior Vice President of Fleet Services, Fleet Advantage

Mike Stapleton, Vice President, Industry Relations, SmartDrive Systems

Ron Tartt, CTP, Managing Partner, DRC, Inc.

John Vosters, Compliance Strategy Officer, Fleetworthy Solutions

Scott Willert, Vice President, Logistics America's Service Line, LLC

James T. Wood, Vice President, Sales, Penske Truck Leasing Company

NPTC/J.J. KELLER 2018

Free Webcast Series

EARLIER THIS MONTH, NPTC and J.J. Keller & Associates held two webcasts. The webcasts, which are free to all NPTC members, focused on Driver Qualifications and Medical Qualifications/Sleep Apnea. The webcasts featured NPTC Fleet Members **Michael Mason,** Transportation Manager at Nestle USA/Nestle Transportation Company, and **Greg A. Sikorski,** Director of Transportation Safety and Compliance with KeHE Distributors.

Six webcasts remain for 2018:

May 23 "Hiring Standards: Background Checks"

There are many regulations, best practices, and processes in use for hiring drivers at carriers. Mostly, they all have one goal, and that goal is to hire safe drivers for the company. One key step in any hiring process is conducting thorough background checks. In this webcast we will discuss the required background checks, as well as optional background checks a carrier should consider using to make sure they are hiring safe drivers.

May 24 "Hiring Standards: Screening Protocols"

With the driver shortage leading to more expansive recruiting efforts and the temptation to lower hiring standards (potentially leading to hiring more problems), it is more important than ever that carriers review their hiring process. In this webcast we will look at the requirements involved in screening and qualifying a new driver, methods to do it quickly and effectively, and strategies that can be used to keep you from "hiring your next problem."

July 17 "Entry Level Driver Training and Onboarding"

A driver's basic job is to get from origin to destination without loss, damage, or delay. This means knowing where you are going, counting and securing your cargo (or actually loading it in certain situations), inspecting your vehicle when required to make sure it keeps running and is safe, driving safely, complying with the applicable regulations, and delivering your cargo on time and in good condition, and completing the necessary paperwork along the way. To be able to accomplish all of these tasks safely and efficiently, drivers must be trained by their carriers. How and when you conduct that training is up to you. In this webcast, we will look at what a driver training program should include, how the training should be delivered, and establishing a training schedule.

July 18 "Driver Scorecarding and Development"

Once developed, an effective score card can be used as the basis for bonus and incentive programs, as a driver development and improvement tool, and as a mechanism to compare the driver's performance to on-going employment standards. However, an ineffective scorecard can lead to confusion, the wrong message being sent to the drivers, and even unneeded driver turnover. In this webcast we will discuss how to develop and implement an effective driver scorecard and how to avoid pitfalls that can create problems with the scorecarding.

October 17 "Hours of Service and Fatigue Management"

In this session we will discuss the hours-of-service regulations as they stand today and any official action that might be underway to change them. We will also look at other methods used counter fatigue, and where information can be found to help you develop a cohesive fatigue management program.

October 18 "How to Survive a DOT Audit"

In this webcast we will discuss the different types of investigations conducted by the Federal Motor Carrier Safety Administration (FMCSA) and the regulations and processes involved in a FMCSA investigation (audit), including:

- The selection process used by the Federal Motor Carrier Safety Administration to select carriers for investigation
- The "six factors," including the required records used in each factor
- The selection method used by the investigator when deciding which drivers and vehicles to audit
- The audit scoring/carrier safety ratings

We will also discuss the how to prevent an audit, latest news related to auditing, the top violations discovered during audits, and the steps necessary to be prepared for an audit.

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