

CTP Insider

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

Spring 2019

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PRIVATE FLEET MANAGEMENT INSTITUTE WINS BIG PRAISE AS

“BEST EVER” EVENT!



AN ENORMOUSLY SUCCESSFUL PFMI 2019 HELD IN JANUARY IN JACKSONVILLE, FLORIDA WON ENTHUSIASTIC ENDORSEMENT from 110 private fleet practitioners ([click here for final roster](#)) in attendance. This was the second-largest group of attendees in the program’s history. A record number 79 of attendees ([click here](#)) also participated in the CTP Exam Prep Workshop held the day before the PFMI began.

Mari Roberts, CTP, Chair of the NPTC Institute Board, Senior Director of Transportation for Frito-Lay, Inc., serving in her ninth consecutive year as an Institute faculty member since becoming a CTP, said, “From my experience over time, this was the very best PFMI. From the opening moment to the final hour, it brought together one of the most energetic, savvy, enthusiastic, and productively-engaged groups of private fleet professionals attending an NPTC event.” **Mike Schwerenska, CTP**, NPTC Board Vice Chair and Chair-Elect, Director of Transportation & Logistics, Brakebush Transportation, and Institute faculty member said, “Fantastic event and one of the most engaged groups ever. I would expect next year to be a record. I heard lots of people talking about sending representatives from their company back in 2020.”

The senior transportation manager of a major private fleet said, “Attending the PFMI event has given me a clear perspective on what I need to do in order to be successful not only in taking the CTP exam but also in running my private fleet with a more dynamic perspective. Thank you for an awesome experience!” A supplier company attendee said, “Wow, this has been terrific—I can’t believe the amount of invaluable information I’ve absorbed in a week!”

NPTC wishes to express great thanks and appreciation to the expert group of 12 faculty
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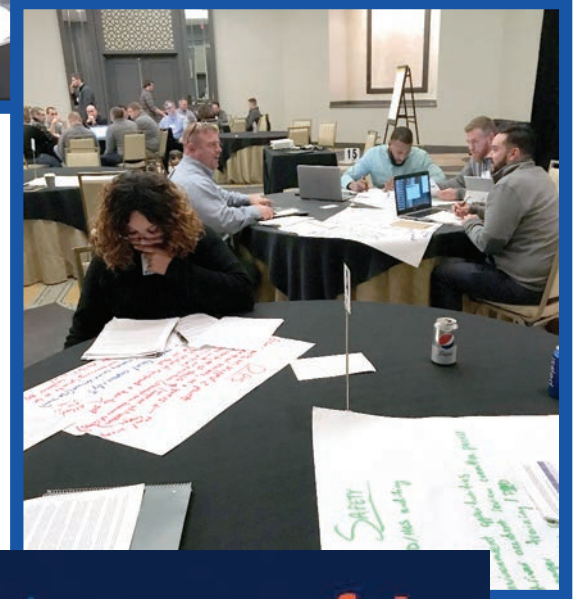
PFMI 2019 *Continued*

members who conducted the training sessions over five days. **Tom Moore, CTP**, NPTC Senior Vice President, gave special praise to the faculty “who generously contributed their professional expertise, experience, time, and, in some cases, their own money for travel and lodging. Their ability to teach, connect, and bring out the best ideas and practices for the entire group made for an exceptional learning experience—for many attendees, the best of their careers. Fleet and Allied company participants met numerous professional friends and networking partners, took away innumerable new ideas, and hopefully now feel inspired to begin a career-long journey of engagement with the NPTC.”

This year’s faculty included:

- **Lewis Allen, CTP**, Director of Fleet Operations, Aaron's, Inc.
- **Meghan Chan, CTP**, Fleet Safety & Compliance Manager, Mondelez Global LLC
- **Jeremy C. Decker, CTP**, Transportation Safety Manager, Mennel Milling Company
- **Scott Duvall, CDS, CTP**, Regional Supervisor, Driver Operations, MedTrans LLC
- **Chris Fada, CTP**, General Manager, Ross Transportation Services, Inc.
- **Keith Frantz, CTP**, DOT Compliance Manager, ADM Trucking, Inc.
- **Bedford Monday, CTP**, Director of Warehouse Operations, The Schwan Food Company
- **Todd E. Porter, Esq., ARM**, Vice President – Safety & Compliance, Sentinel Transportation
- **Mari Roberts, CTP**, Senior Director of Transportation, Frito-Lay, Inc.
- **Mike Schwersenska, CTP**, Director of Transportation & Logistics, Brakebush Transportation
- **Andrea Viele, CTP**, Group Transportation Manager, Nestle USA
- **Edward Welch, CTP, MBA**, Capital Sourcing Manager, Perdue Foods

NPTC also wishes to give special thanks and appreciation to the **Allied/Supplier Members of NPTC** that sponsored the exceptional Networking Reception and Buffet on Monday evening.



In the News



On January 15, the NPTC Board of Directors met via teleconference. The day before, **Rick Joyce**, (left top) National Account Executive, FleetNet America, and **Don White, CTP**, (left bottom) Vice President of Business Development, Cooling Concepts, LLC were elected to the NPTC Institute Board of Governors at the NPTC Institute's Board of Governors' winter meeting.



Kevin Drouin, CTP, has joined Omnitrac as Senior Customer Success Manager



Andy Oleson, CTP, has been named Senior Solutions Engineer at Platform Science



Michael Scarpulla has been named Corporate Senior Manager—Transportation, Dedicated Fleet Operations at CVS Health

NPTC ANNOUNCES NATIONAL SAFETY CONFERENCE

THIS YEAR, NPTC WILL HOLD A NEW AND EXPANDED NATIONAL SAFETY CONFERENCE SEPTEMBER 11-13, 2019 AT THE OMNI CHAMPIONSGATE HOTEL IN ORLANDO, FLORIDA. This upgrade to a new, premium-level meeting venue at the same room rate or lower than the Hyatt Dulles Regency in Washington will feature a full, 2-day program featuring more learning sessions and educational content; more networking opportunities for all attendees, and a new exhibit hall feature. The conference hours will be 1:00 p.m. Wednesday through 12:00 noon on Friday.

"The National Safety Conference is an intense, concentrated overview of key issues of interest and importance to running private fleet operations at an exceptionally high standard of safety," said **Carol Heinowski**, logistics manager for Meijer, Inc. and chair of the NPTC Safety Committee. "This highly acclaimed conference features a unique format of presentations, discussions with key industry representatives, expert panels, and leading safety advocates and practitioners—all designed to provide attendees with insights into implementing strategic safety programs and lowering the cost of risk."



As in years past, the conference will be highlighted by the annual National Driver All-Stars recognition ceremony, sponsored by International Trucks, in which drivers from individual NPTC fleet members will be recognized for their exceptional performance in the fields of safety, compliance and customer service.

A first-time Exhibit Hall of 10x10 booths (or larger) will be made available for sale -- \$2,500 for members; \$3,700 for non-members. The price of the booths will include sponsorships for 2 breakfasts and 2 evening receptions. There will be 4.5 total exhibit hall hours scheduled from Wednesday evening to Friday morning.

The group sponsorship of the Thursday networking reception will not be sold separately, but will be included as part of the sponsorship package offered exclusively to exhibitors. Separate sponsorships of breaks, keynote speakers, and special sponsorships (Washington Report and National Driver-All Star Luncheon/Award Ceremony) will still be made available.

NPTC believes these changes are value enhancements in the event experience for both Fleet and Allied participants, will encourage higher registrations, and potentially add net overall growth revenue to NPTC over the long haul without shifting business away from the Annual Conference.

To learn more and to register, visit the NPTC website at www.nptc.org.



COMING EVENTS:

NPTC ANNUAL CONFERENCE 2019

April 14-16, 2019, "You Must Be Present to Win,"
— Cincinnati, OH

NPTC/J.J. KELLER WEBCASTS

- May 8, 2019: "Understanding FMCSA's Item Response Theory Model for Identifying At-Risk Carriers"
- May 9, 2019: "How to Use the DataQ System to Remove a Non-Fault Crash from Your Record"
- July 17, 2019: "AOBRD to ELD transition: Auditing Electronic Logs (and Using the Other Data That's There)"
- July 18, 2019: "Fatigue Management Strategies and Hours-of-Service"
- October 16, 2019: "Vehicle Maintenance Requirements and Best Practices"
- October 17, 2019: "How Fleets Are Implementing Advanced Vehicle Safety Systems to Drive Safety"

NPTC BENCHMARKING REPORT

August 1, 2019 Sent to NPTC Membership

NATIONAL SAFETY CONFERENCE

September 11-13, 2019 – Orlando, FL

25TH ANNIVERSARY

CERTIFIED
CTP
TRANSPORTATION
PROFESSIONAL

25

CTP PROFILE

BY GARY PETTY
PRESIDENT AND CEO
NATIONAL PRIVATE TRUCK COUNCIL

Sponsored by



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

Keep Your Education Up

THE CENTRAL ILLINOIS VILLAGE OF LOVINGTON, population 1,000 is the hometown of **Keith Frantz, CTP**. Started in 1838 with one building, the Black Horse Tavern, and a stage coach line running past three times a day, Lovington grew slowly over the years to become today “a small town with a big heart moving forward to improve the community”, according to the official village website. In addition, Abe Lincoln really did sleep here.

Keith’s father and uncle ran their own business as carpenters. His mother worked in a physician’s office along with being a homemaker. Both grew up during the Great Depression and knew hard work and sacrifice. They raised three children: Keith, his twin brother, and an older sister. “My parents were great role models. They attended and participated in school activities and dad always had time to take us fishing after work and on weekends. We also took summer trips to see family living in western Nebraska.” Keith and his wife have been married 26 years. They have two children who have completed their bachelor’s degrees and are employed full time “with benefits”!

Keith attended Lovington High School which later closed and consolidated with a nearby community. Keith enjoyed a wide variety of subjects and especially liked science and vocational classes. He worked in various after school jobs and summers with his dad and uncle in home construction.

He enrolled in a local community college, then hired on with a nearby printing company which produced some of the largest magazine titles in circulation in the United States. Keith stayed with the company for 20 years and earned two journeyman cards within printing.

The work was hard and dangerous with grinding hours. For 16 years, Keith worked in rotating shifts which alternated every three months from days to nights, 2nd to 3rd shifts, and on and off weekends. Staircases on the printing presses often ran three stories high and printing in general always posed some risk for injury. Print rollers

operated at 100+ miles an hour and caused “lots of missing fingers”. This was the price of employment for many workers, but fortunately Keith was spared. The company realized that more focus was needed to reduce personal injuries. They expanded the Environment, Health and Safety group and he moved in to a safety role for the remaining 4 years.

When not working, Keith took his late mother’s advice to “keep up on your education” by taking classes in business and environmental health and safety. Seeing the printing business rapidly changing due to the internet, Keith’s education on the side helped him switch fields and land a job at a small, family-owned for-hire trucking company as a safety director. “I felt really able to connect with our drivers because of my background as a skilled laborer in a productivity-based hourly job.” By working rotating shifts I knew what it was like to be away from my family.

“The carrier had 80 trucks and eventually grew to 120 before the bottom fell out of the economy in 2008 and crude oil hit \$125 a barrel.” Some carriers were not well prepared for the sudden changes in the industry. Keith then partnered with a small consulting group providing FMCSA regulatory compliance advice to carriers undergoing a DOT audit. After a few years, Keith replied to an ad in Monster.com for a safety supervisor at long-standing NPTC-member, ADM Trucking, and was hired in September, 2010. “ADM Trucking has a solid reputation for safety and compliance and that’s where I wanted to be”.

In 2013 Keith became the DOT Compliance Manager for ADM. Keith oversees compliance and safety protocols of the company’s 900-truck private fleet and 8,000 outside third-party carriers. His introduction to NPTC began in 2012 when he attended his first Annual Conference and quickly “got a good handle” on private fleets and their differentiation from for-hire carriers. After attending a few more years of annual meetings and safety conferences, Keith signed up for the CTP Examination Prep Workshop, the Private Fleet Man-

“I feel a sense of pride
and honor to be a Certified
Transportation Professional.
It says you know what
you’re talking about.”

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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.

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a sambasafety company

CTP Profile *Continued*

agement Institute, and graduated with the CTP Class of 2017.

"I learned many things and got a more broad perspective on trucking. The Institute gave me a level of comfort in subjects I knew well, like safety and operations, and subjects I needed to know better, like finance and leasing. I left feeling more relaxed and confident in my preparation for the CTP exam."

Since passing the CTP, Keith has served as CTP Examination proctor for two back-to-back years of testing cycles. "I tell candidates, this is the quickest two hours in trucking". To answer the questions thoroughly, you will find yourself going down to the wire on time and will need every minute of the two-hour session for essay questions and another two-hours to complete the case study."

Over the past two years, Keith has earned a well-respected reputation for safety expertise in his presentations at the Private Fleet Management Institute, Annual Conference and National Safety Conference. He serves as a member of the NPTC Institute Board of Governors, a member of the NPTC Safety Committee, and was recently elected to the NPTC Board of Directors. At the NPTC 2019 Annual Conference, Keith was honored as Private Fleet Safety Professional of the Year, one of the Council's top professional leadership awards given annually.

"When I participate in NPTC, I am looking into the future of trucking. This helps me bring back new value to the ADM trucking fleets. I feel a sense of pride and honor to be a Certified Transportation Professional (CTP®). It says you know what you're talking about. To prove it, you must 'keep up on your education' with training and networking. I have made many great friends and connected with expert resources within the membership.

"I'm fortunate to work with a very high caliber team at ADM. They realize the benefits of a private fleet and work to provide a safe and efficient operation. The credit goes to our driving colleagues that work in a very stressful environment with conditions they cannot always control, and they still provide an excellent level of service to our customers.

"Also I want to give credit to my family as they understand the demands of this profession and have always provided their unconditional support."

NPTC/IDEALEASE 2019 SAFETY COMPLIANCE SEMINARS

NPTC AND IDEALEASE HAVE ANNOUNCED THE 2019 SERIES OF SAFETY SEMINARS. These widely acclaimed seminars, which attracted more than 3,000 attendees last year, will give you the strategies and information that you need to comply with the FMCSA regulations and navigate safety and compliance in 2019.

Co-sponsored by Idealease and NPTC, these seminars provide the industry's 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 your own safety program. Topics covered include:

- Review of safety technologies
- Electronic Logging Devices (ELDs)
- Review of new and proposed regulations
- Update on FMCSA's CSA program
- Applicability of federal and state safety regulations
- Driver qualifications
- Drug and alcohol testing
- Vehicle maintenance

The spring seminars will be held in the following locations. More locations will be announced in the fall.

March 27	Orlando, FL
March 28	Tampa, FL
April 2	Memphis, TN
April 3	Atlanta, GA
April 3	Mannheim, PA
April 4	Charlotte, NC
April 4	Weirton, WV
April 17	Ventura, CA
April 18	San Leandro, CA
April 23	Portland, OR
May 1	Plymouth, IN
May 1	Grand Rapids, MI
May 7	Upper Marlboro, MD
May 9	Aurora, CO
May 21	Baltimore, MD
May 23	Milwaukee, WI

You can register for any of these seminars by visiting www.idealease.com/safety-seminar-registration. Additional information on these seminars, contact Dave Helge, CTP, at 847-304-3190.

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Register Now To Take Advantage of This Year's Power-Packed Program



NPTC IS PLEASED TO ANNOUNCE the slate of educational workshops and best practice breakfast roundtable sessions for the **2019 Educational Management Conference and Exhibition, April 14-16, 2019 in Cincinnati, OH**. The workshops feature nearly 50 private fleet professionals who will be leading the discussions and sharing their insights on a wide range of topics, issues and challenges. [Click here](#) to review this exciting line-up of topics and speakers.

These concurrent workshop sessions and roundtable discussions form the educational and learning backbone of the Annual Conference by creating an environment of shared resources, solutions and ideas—all in an environment of trust and confidentiality. [Register now](#) to join the more than 1,200 attendees expected to attend and who will take back information and contacts that can improve private fleet performance immediately.

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 is packed with opportunities for all private fleet practitioners:

- **INFORMATION:** General sessions featuring professional leadership and **Driver Hall of Fame** recognition award ceremonies; **Certified Transportation Professional Class of 2019** graduation; industry benchmarking insights; and the latest legislative and regulatory affairs update.
- **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 hours of time in the Exhibit Hall.
- **NETWORKING:** Unparalleled peer-to-peer interaction forged in an environ-

ment of trust, confidentiality and non-disclosure.

- **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.

NPTC/J.J. KELLER WEBCASTS DRAW 800 REGISTRATIONS

NPTC AND J.J. KELLER & ASSOCIATES, INC., opened its 2019 webcast series with two webcasts that drew a combined total of more than 800 registrants last month.

Our special thanks and appreciation are extended to the featured fleet expert presenters: **Erle Bergstrom, CTP**, Transportation/Fleet Manager for Orscheln Farm and Home, LLC, who spoke on the topic, **“Entry Level Driver Training,”** and **Chuck Amen, CTP**, Manager Transportation Operations, Hillyard, Inc., who addressed, **“Screening Protocols: What’s The Future?”** Both webcasts are now available for downloading on the J.J. Keller website at www.jjkeller.com/nptcinfo.



Bergstrom



Amen

Following is the schedule for the remainder of the year:

May 8 “Understanding FMCSA’s Item Response Theory Model for Identifying At-Risk Carriers”

FMCSA has begun to develop a formal statistical model for estimating a carrier’s overall safety using Item Response Theory (IRT). The current Behavior Analysis and Safety Improvement Categories (BASICS) methodology, which uses data regarding violations collected from various types of truck and carrier inspections, has many features in common with IRT models. In an inspection, numerous violations are assessed, and each violation is associated with a single BASIC. In this webcast, we will explore the differences between the two methodologies and their impact on motor carrier safety and operations.

May 9 “How to Use the DataQ System to Remove a Non-Fault Crash from Your Record”

DataQs allow you to request and track a review of Federal and State data issued by FMCSA that you feel may be incomplete or incorrect. The system automatically forwards your Request for Data Review (RDR) to the appropriate office for resolution and collects updates and responses for current Requests. In this webcast, you will learn how to spot something that should be in your data or is incorrect, tactics to be used to be successful in filing a challenge, and a detailed explanation of the adjudicated citation policy.

July 17 “AOBRD to ELD transition: Auditing Electronic Logs (and Using the Other Data That’s There)”

In this webcast we will discuss how a carrier should be auditing logs and taking action on the “other data” that an electronic logging system is generating. We will also discuss what a carrier can do when it comes to daily operations, internal auditing and making sure drivers are not creating false logs or operating unsafely.

July 18 “Fatigue Management Strategies and Hours-of-Service”

In this webcast, we will discuss the hours-of-service regulations as they stand today and any official action that might be underway to change them. In addition, we will explore how to deal with unassigned driving time (correctly). Developing a company policy on use of the FMCSA “personal conveyance” guidance promotes efficiency, supports safety and protects your company from litigation. 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 16 “Vehicle Maintenance Requirements and Best Practices”

In this webcast we will be discussing the regulatory and non-regulatory aspects of developing, implementing, and making adjustments to a systematic maintenance program that allows for safe, compliant, and efficient operation of a fleet’s vehicles. We will discuss how a well-managed vehicle maintenance program can reduce costs and keep your fleet running safely, smoothly, and within the confines of the regulations.

October 17 “How Fleets Are Implementing Advanced Vehicle Safety Systems to Drive Safety”

With traffic volumes increasing, and other drivers becoming more distracted, it is becoming more difficult for your drivers to avoid all accidents. This is where currently-available electronic safety systems can help. In this webcast we will have a brief discussion of the electronic safety systems that are presently available on commercial motor vehicles and the specific type of accidents they can help the driver avoid.

ANNUAL CONFERENCE BOARD AND MEETING SCHEDULE

FOLLOWING IS THE SCHEDULE OF NPTC BOARD AND COMMITTEE MEETINGS to be held in conjunction with the 2019 NPTC Annual Education Management Conference and Exhibition at the Hilton Cincinnati Netherland Plaza Hotel and the Duke Energy Convention Center in Cincinnati.

Saturday, April 13, 2019

10:00 a.m. – 11:30 a.m.

12:00 noon – 1:00 p.m.

1:00 p.m. – 3:45 p.m.

4:00 p.m. – 5:30 p.m.

Joint Meeting of NPTC Committees (Membership, PR/Marketing & Safety)

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

NPTC INSTITUTE BOARD OF GOVERNORS

Chair: Mariko Roberts, CTP, Senior Director of Transportation, Frito-Lay, Inc

Vice Chair: Duane Woods, CTP, Director of Transportation, Albertsons Companies

Teresa Allen-Tignor, CTP, Assistant Vice President, National Transportation, Custard Insurance Adjusters

John Anderson, CTP, Director, Sales Engineering, Omnitracs, LLC

Susan Baranczyk, Corporate Communications & Corporate PR, J. J. Keller & Associates, Inc.

Dave Belter, VP/GM Transportation Management-Supply Chain, Ryder System

Abhishek Bharadwaj, CTP, National Fleet Sales Manager, Alcoa Wheels

Peter Borgen, Mgr., Corporate Carrier Sales, C.H. Robinson Worldwide, Inc.

Robert J. Boyich, CTP, Executive Vice President, CPC Logistics, Inc.

Jeff Bronson, Sr. Director of Transportation, Atlas Trucking & Logistics

Steven G. Bryan, Executive Vice President, Transportation, Vigillo, a Samba Safety Company, LLC

Hayden Cardiff, Chief Executive Officer, Idelic

Brian Casey, Director, Inbound Transportation, Pepsi Beverages Company

Kim Castagnetta, Senior Vice President, Sales and Marketing, TransForce Group

Meghan Chan, CTP, Fleet Safety & Compliance Manager, Mondelez International LLC

Gary A. Ciapetta, CTP, Regional Director, Fleet Sales, Hendrickson

Nick Cindrich, CTP, CDS, Director, Enterprise Safety & DOT Compliance, CVS Health

Bryan Coyne, CTP, EVP & General Manager, Trimble Transportation

Bill Cromling, III, CTP, President, Ross Transportation Services

Luann Dunkerley, Sales Leader – NE Territory, CEI Group

Jeff Dykes, Director, Sales & Support, Blue Beacon Truck Washes

Joseph N. Evangelist, Executive Vice President, Transervice Logistics, Inc.

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

Steven Garrish, CDS, MBA, CTP, SVP, Safety & Regulatory Compliance, SleepSafe Drivers, Inc.

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.

Chris Hepler, CTP, Vice President, Truck & Equipment Group, Element Fleet Management

Jonathan Hubbard, CEO and Co-Founder, SpeedGauge

Laura Johnson, CTP, General Manager, NIC Federal

Rick Joyce, CTP, National Account Executive, FleetNet America

Adam Kahn, CTP, Vice President, Fleets, NetraDyne, Inc.

Jacob Klingbeil, CTP, Sr. Director of Transportation and Logistics, Walgreens Oshkosh, Inc.

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

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

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

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

J. Bedford Monday, Jr., CTP, Director of Warehouse Operations, Schwan Food Company

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

Matt Peterson, CTP, Director, Mack Leasing System/ Volvo Truck Leasing System

Jill Quinn, President, Centerline Drivers, LLC

Gayle Robertson, President, BOLT System

Milke Schwersenska, CTP, Director of Transportation & Logistics, Brakebush Transportation, Inc.

Robert W. Slaughter, CTP, Sr. Regional Operations Manager, Murphy-Brown LLC

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

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

Andrea Viele, CTP, Group Transportation Manager, Nestlé USA

Daniel E. Vits, CTP, General Manager, Private Fleet, Bridgestone Americas Tire Operations, LLC

John Vosters, Vice President of Strategic Accounts, Fleetworthy Solutions

Don White, CTP, Vice President of Business Development Cooling Concepts, LLC

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

Mike Willey, CTP, Assistant General Manager, PACCAR Leasing

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

NPTC URGES FLEETS TO SUBMIT BENCHMARKING DATA

LAST MONTH, NPTC LAUNCHED THE DATA COLLECTION FOR THE 2019 NPTC PRIVATE FLEET BENCHMARKING SURVEY REPORT, sponsored by Trimble Transportation.

This survey is designed for the benefit of our fleet members as they seek to compare their operation to other best-in-class performers, thereby validating your performance and identifying areas of opportunity. [Please click here](#) to download the survey instrument.

The case for private fleet justification has never been stronger and the value of participating in NPTC's Benchmarking Survey Report has never been greater. More than 100 NPTC Private Fleet member companies representing a broad cross-section of industries, markets, and customers contributed data to last year's Benchmarking Survey Report—the largest number in NPTC history. We hope to meet and exceed this target for 2019. We greatly welcome and appreciate your participation!

The Benchmarking Survey helps "sell" the private fleet to owners and upper management. Top decision-makers often do not realize, or underestimate, the significant differentiated value and essential core importance which the fleet contributes to the company's overall success.

In addition, the survey provides the fleet management team with comparative metrics to quantify the superior customer service, driver dependability, cost, and safety which the fleet provides versus outside carriers.

NPTC understands the essentiality of keeping your responses completely confidential. Your company's name, individual data and your responses will remain anonymous and will not be disclosed in any way or shared with other companies. Rather, they will be combined with the results of other fleet members to produce "a state of the industry" report based on aggregated data and analysis.

If you would like to see last year's final report, [click here](#) (you must be logged-in to view the 2018 final report).



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CTP EXAM RESULTS

ON SATURDAY, FEBRUARY 9, 91 CANDIDATES SAT for the Certified Transportation Professional exam in 32 proctored locations.

The CTP program is sponsored by J. J. Keller & Associates, Inc. Of those, 73 candidates passed both portions of the exam. That is an 81% pass rate – slightly higher than the historical average (77% in 2018, 76% in 2017, 76 % in 2016; 77% in 2015). The 2019 Top Graduate was **T.J. Mummert** of Provia Logistics. Of the candidates sitting for the retake we had a total of 17 candidates that passed, bringing the 2019 graduating class to 90.

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

Mari Roberts, CTP, Senior Director of Transportation, Frito-Lay, Inc.

Ken Pruitt, CTP, Division Manager, CPC Logistics, Inc.

Keith A. McWilliams, CTP, Transportation Training Manager, Core-Mark International

Sandy Huggins, CTP, District Transportation Manager, Valley Proteins, Inc.

Rick Pederson, CTP, Logistics Manager, Frito-Lay, Inc.

Greg Boyington, CTP, Regional Manager, CPC Logistics, Inc.

David Jaskolski, CTP

Gina Vecchioni, CTP, National Account Sales Executive, PACCAR Leasing Company

Lavonne Williams, CTP, OTM Senior Solutions Architect, Accelalpha

Rob Paton, CTP, Supply Chain Sr. Manager, Frito-Lay, Inc.

Frances Crowley Yuronich, CTP, Sr. Sales Enablement Manager, J. J. Keller & Associates, Inc.

Craig Zan, CTP, Client Relationship Manager, Cory Home Delivery Service



WE KEEP 'EM QUALIFIED

Trust the compliance experts to keep
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