

CTP Insider

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

Spring 2021

Quarterly Highlights

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WELCOME BACK NPTC 2021 ANNUAL CONFERENCE

**Best Practices, Networking, Optimal Take-Aways—
You Must Be Present To Win**

NPTC IS PLEASED TO ANNOUNCE THE REOPENING OF ITS ANNUAL CONFERENCE, last held in the spring of 2019. The NPTC 2021 Annual Education Management Conference and Exhibition will be presented **June 13-15, 2021**, at the Cincinnati Hilton Netherland Plaza Hotel and Duke Energy Convention Center, in Cincinnati, Ohio.

This highly sought-after event, cancelled in 2020 due to the COVID pandemic, is the largest annual gathering of private fleet professionals in the industry, typically attracting over 1,250 total attendees. These include hundreds of representatives of fleet companies from a wide range of industries and markets. More than 100 exhibitors display the latest in product development and state-of-art technology for today's demanding fleet operations.

By the time of this meeting, the COVID crisis will have gone on more than one year. It has disrupted and re-aligned ways of doing business, making it more difficult and costlier to run a successful trucking operation while upholding superior customer service. But during these times of unprecedented market upheaval caused by COVID, private fleets deliver a differentiated quality of service. Their premium class of drivers go "above and beyond" to exceed expectations of customers. They prove themselves to be a huge edge in handling fluctuating freight volumes and delivering essential products safely and on time. As a result, private fleet "stock" is rising in the eyes of upper management and customers.

Having navigated through the COVID-shaped environment, fleet managers are now looking ahead for new insights and forward-thinking solutions. For NPTC members, the choice resource for continuous improvement is other fleet practitioners and suppliers they meet face-to-face at the Council's annual conference. These contacts form an invaluable network of lasting importance. A hallmark of NPTC is security of information shared in a culture of mutual trust and confidence found nowhere else in the industry. Conference attendees experience first-hand the safe sharing of best practices with peers, while taking away many new ideas and insights of critical value which can be put into practice immediately.

Highlighting the content of **22 workshops and 12 breakfast roundtable discussions**

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NPTC 2021 Annual Conference in June — an open letter to NPTC Members:

Registration began March 1st for the NPTC 2021 Annual Education Management Conference and Exhibition to be held Sunday, June 13th through Tuesday, June 15th, at the Hotel Cincinnati Netherland Plaza and Duke Energy Convention Center, Cincinnati, Ohio.

We are fully committed to holding the meeting — “full steam ahead”. This will be a traditional “live and in-person” event with no option to participate virtually. We encourage all members to register now, book hotel rooms, arrange travel plans, and plan to attend.

The NPTC Conference Planning Committee continues to meet monthly to help plan the nearly three dozen workshops and breakfast roundtable discussion on the most timely and important topics of interest to private fleets in an emerging and rapidly growing post-COVID-19 market.

Our conservative projection is that attendance for NPTC 2021 will be roughly 25% lower than the average of the past five years, or approximately 850-1,000 attendees compared with 1,250 which has been the norm since 2015. If correct, at a minimum this means that an estimated 112 separate Fleet member companies will likely be in attendance as compared with the typical 150 Fleet companies which usually are represented at our annual conferences.

Exhibit hall booth sale numbers thus far are tracking this projection. We estimate a final count of exhibitors at 112, which would be slightly more than 25% lower than of our typical average number of 150 exhibitors over the past five years.


We are pleased to report that out of 110 exhibitors which have registered for NPTC 2021, only 7 exhibitors (just slightly over 6.5%) have pulled out thus far. We suspect, however, that these companies, and more than a few others who have not purchased a booth, may reconsider their decision in the next few months and want back in. The demand for exhibit space may suddenly rise. Many supplier/vendors may fear missing out on a boom of business which could be just on the horizon.

The State of Ohio has just removed any limits on the number of attendees at mass meetings. The Biden administration has announced plans to make all American adults eligible for COVID-19 vaccinations by May 1st. Things could quickly change for the better over the next few months. Many companies are likely to revise current business travel ban policies.

We believe a pent-up demand to reconnect in the NPTC culture could result in a surge of interest in attending for many companies which are now sitting on the fence. If you register or buy a booth and decide to cancel as late as June 12th, we will suspend our cancellation policy and refund your money without penalty.

Thank you for your support and engagement. We want and appreciate your business and look forward to seeing you in Cincinnati. Early bird discounts will be extended to April 25th.

Sincerely,





- **Equipment and Maintenance** – What state of market equipment and maintenance protocols are fleets using? Why is equipment trending to more leasing, less ownership? How and why is technology innovation affecting tighter trade cycles?

A centerpiece feature of the conference is the **Exhibition and Trade Show**. This six-hour event over two days is high-energy, exciting, and enthusiastically attended. Over 100 of the industry's top-tier supplier/vendors have exhibit booths in the Exhibition Hall, which is an enormous learning experience in itself and a great resource for fleets in helping shape their buying decisions. More than 150 separate fleet companies with nearly 400 representatives typically attend. These fleets operate at or near world-class standards, lead the industry in the use of safety technology and equipment, and are of significant size with an average of 318 tractors, 300 drivers, 293 straight trucks, 950 trailers, and more than 41 terminal locations.

Over three days, some **60 expert fleet practitioners will serve as speakers and moderators** at the workshops and roundtable discussions. These presenters showcase the latest and best prevailing new ideas in the industry. Reward and recognition ceremonies highlight “stars” of the industry. The **CTP Class of 2021 graduation ceremony** welcomes 39 new Certified Transportation Professionals®. Seven **Professional Leadership Awards** honoring industry leaders of the year are presented. **Driver Hall of Fame** winners and companies receiving **Fleet Safety Awards** are held up as the year's best drivers and safest fleets.

Our slogan, “You Must Be Present To Win” captures the importance of “being there” in person to meet and greet people you need to know professionally with similar goals: to share best practices’ networking which yields optimal take-away value. Register now and experience for yourself the best-in-show industry event of 2021. **Welcome back!**

NPTC 2021 *Continued*

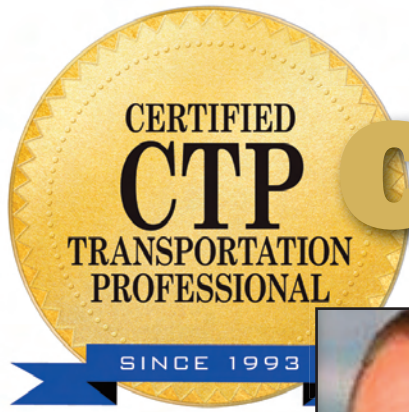
are the following topics and take-away answers to questions such as:

- **Impact of COVID-19** – What are the evolving best practices in response to the pandemic which have positively affected the fleet?
- **Fleet Justification** – What comparative data costing analysis and other benchmarking techniques are managers using to make the case for private fleets?
- **Keeping Drivers** – Fleets continue to find it harder to attract and retain the right kind of talent. What factors most influence a driver's decision to stay with one company? What is the “secret sauce” which works best to keep drivers?
- **Greater Use of Third-Party Service Providers** – Fleets prefer “one-stop shopping” in selecting third-party service companies. They are relying more on 3PPs to provide a wider range of management services and support work previously handled by full-time employees. What “best practices” criteria are used in selecting 3PPs?
- **Technology and Data Management** – What best and newest technology is being used to manage data and KPIs which demand management attention and follow up?

NPTC Announces Omnitracs as Sponsor of Driver Hall of Fame and Fleet Safety Awards



THE NATIONAL PRIVATE TRUCK COUNCIL IS PLEASED TO ANNOUNCE OMNITRACS AS THE NEW, EXCLUSIVE SPONSOR OF THE DRIVER HALL OF FAME AND FLEET SAFETY AWARDS. NPTC's premier awards program, the **Driver Hall of Fame** inducts four drivers each year at the Annual Education Management Conference & Exhibition. Since the program began in 1987, 136 drivers from a broad spectrum of the nation's top private truck fleets have been inducted. The **Fleet Safety Awards** recognize fleets for outstanding and/or improved safety records based on their crash rates; winners are honored at NPTC's Annual Education Management Conference.



CTP PROFILE BY GARY PETTY PRESIDENT AND CEO NATIONAL PRIVATE TRUCK COUNCIL

Sponsored by



Jeffrey Eisaman, CTP
Regional Manager of Transportation
CLI Transport, LP/Sheetz, Inc.

Continuous Improvement

Putting the Sheetz company of today out of business tomorrow

ESTABLISHED IN ALTOONA, PENNSYLVANIA IN 1952, Sheetz, Inc., is one of America's fastest growing family-owned and operated convenience store chains with 20,000 employees. The company operates more than 600 locations throughout Pennsylvania, Virginia, Maryland, Ohio, West Virginia, and North Carolina. Sheetz provides an award-winning menu of M•T•O® sandwiches and salads which are purchased through unique touch-screen order points. All Sheetz convenience stores are open 24 hours a day, 365 days a year.

Since 1993, CLI Transport, LP, has been the private fleet petroleum carrier dedicated to Sheetz. CLI runs 19 locations across the six-state operating footprint of Sheetz and deploys over 150 state-of-the-art tractors and trailers. The company's more than 400 employees drive more than 21 million miles and deliver more than 1.8 billion gallons of petroleum annually to all Sheetz store locations. CLI Transport has been recognized year after year for its outstanding safety record and is a four-time ATA President's Trophy award winner.

Inside store "touch-free" food items and other products are distributed by Sheetz Distribution Services which operates another company private fleet. This consists of some 77 tractor trailer reefers and 67 delivery vans with 150 CDL drivers and 69 non-CDL drivers.

Jeffrey Eisaman, CTP, Regional Manager of Transportation, joined CLI Transport, LP/Sheetz, Inc. eight years ago and was named to his current position in 2020. Prior to that, Jeff served as an Operations Manager for Schneider National Carriers for 14 years. He is a U.S. Army veteran and a retired Deputy Game Warden with the Pennsylvania Game Commission. Jeff is also a National Rifle Association and US Concealed Carry Association Certified Firearms Instructor and a Distinguished Military Gradu-

ate of the U.S. Army ROTC at Indiana University of Pennsylvania. He earned his Certified Transportation Professional (CTP®) designation in 2020.

Jeff was raised in Fulton County, a small community in South Central Pennsylvania, with his mother, father, and sister. His father retired as a career Pennsylvania State Trooper and his mother is a retired Registered Nurse. After graduation from high school in 1990, Jeff enrolled in Indiana University of Pennsylvania on an ROTC scholarship, graduated in 1994, and was commissioned a Second Lieutenant in the U.S. Army Signal Corps.

Jeff served on active duty in the Army for four years stationed at Fort Gordon, GA; Fort Meade, MD; and the Pentagon. Afterwards, he worked full-time in his civilian job while also serving another four years in the Army Reserve. "I transitioned from taking care of soldiers to taking care of drivers", says Jeff.

In addition to his full-time job, and with a lifelong interest in hunting and gun safety, Jeff is part-owner of a booming firearms training business where he serves as an instructor on weekends. He serves as a Hunter Education Instructor with the Pennsylvania Game Commission and is a Training Counselor for the National Rifle Association.

Having experience in both the for-hire side of trucking and private fleets is a plus factor in dealing with drivers. "At many large for-hire truckload carriers with 90% plus annual turnover, the driver is basically a number," says Jeff.

"Coming into the private fleet world, the driver is the differentiating factor to get quality performance. This typically means having one customer (the parent company) and a focus on "white glove" customer service with flexibility of capacity on demand. At Sheetz, we get to know the drivers very well. We treat them as professionals and they stick with us. This helps explain why our

"One of America's fastest growing, family-owned and operated convenience store chains"

Fleet Owner Column, March 2021

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In the News



Kevin Randall, CTP, has been named Warehouse & Logistics Manager at Portage Plastics Corporation.



Rick Ochsendorf, CTP, has been named as Senior Vice President and General Manager, Transportation at ORBCOMM.

At the January 2021 NPTC Institute Board of Governors meeting, the following Board members were elected:



Erle Bergstrom, CTP, Transportation Manager, Orscheln Farm and Home, LLC



Jill Glenn, CTP, President, Dedicated Sleep



Marius Karoy, VP of Channels, Training Solutions, SambaSafety



Bryan Boyd, CTP, Hendrickson, National Account Manager



Ron Honken, Executive Director - National Sales Leader, Transportation and Logistics Practice, Commercial Risk Solutions, Aon



Rich Kurtz, CTP, Director of Sales, BOLT System

Profile *Continued*

annual turnover of drivers is under 5%, including retirements.”

Jeff says a big challenge for the private fleet is building capacity to meet rapid company growth expected over the next decade. “Gas sales were generally down for most of 2020 but are expected to rise significantly in 2021 and beyond. We are opening our 9th full service terminal in 2021.”

Being part of NPTC is of major importance. “In anticipation of our growth, we are taking a new look at how we spec equipment. I gained a great deal of insight by attending the Private Fleet Management Institute last year. I now have a growing network of NPTC members, mostly all CTPs, who I can call on and get feedback on a variety of issues.”

“The NPTC Benchmarking Report is especially important for us. It helps us see how our fleet “stacks up” against national norms and peer-like companies within the membership. Although Sheetz has been an NPTC member for many years, we feel it’s important to send our fleet managers each year through NPTC programs like the Institute, CTP program, and Annual Conference.”

Jeff says his company owners are very forward thinking with an eye toward “putting the Sheetz company of today out of business tomorrow”. In other words, continuous improvement is a primary goal.

“Our engagement with NPTC and the ROI we receive are part of this model.”

NPTC ANNOUNCES CENTERLINE DRIVERS AS SPONSOR OF DRIVER SAFETY LETTER



THE NATIONAL PRIVATE TRUCK COUNCIL (NPTC) HAS ANNOUNCED THAT CENTERLINE DRIVERS has been named the sole and exclusive sponsor of the **Driver Safety Letter**, one of the Council’s primary resources to help boost the safety performance of NPTC members.

The Driver Safety Letter is a Microsoft Word document that NPTC members can print out and post as is, if appropriate, or modify any way desired to make it a better fit for their drivers, including adding their own company logo. If NPTC members are already doing an in-house letter, they are encouraged to cut and paste into their own letter. If you are interested in specific subjects, or have any comments/feedback, contact Tom Moore, CTP, at tmoores@nptc.org or (703)838-8898.

“We are delighted to welcome Centerline Drivers as the sponsor of one of NPTC’s primary and essential resources to its members. The driver plays a front-line role in the private fleet’s efforts to enhance safety,” said **Gary Petty**, President and CEO, in announcing the new sponsorship. “This partnership will go a long way to providing the information that is so critical to our efforts to improve safety.”

“Centerline Drivers is committed to enhancing drivers’ knowledge and education so that they stay safe on the roads,” said **Jill Quinn**, President of Centerline Drivers. “Centerline shares NPTC’s core values of respect and commitment to excellence and we are excited to sponsor the Driver Safety Letter so that we can continue to connect top quality drivers with the private fleet community.”



COMING EVENTS:

NPTC/J. J. KELLER & ASSOCIATES INC. WEBCASTS:

- April 28, 2021, “Driver Training Strategies”
- May 19, 2021, “Adoption and Integration of In-Cab Video Technology”

NPTC 2021 ANNUAL CONFERENCE AND EXHIBITION

June 13-15, 2021, Cincinnati, OH

NATIONAL SAFETY CONFERENCE

September 8-10, 2021, Orlando, FL



THE CTP EXAM of 2021



Gary Petty
President and CEO
National Private Truck Council

NPTC would like to thank all CTP candidates, the graders, and webcast presenters for helping make "The CTP Exam of 2021" a success.

OVER A YEAR AGO before the COVID-19 crisis, NPTC's Board approved the CTP Exam administration to be offered entirely online in an "open book" format without proctors, and CTP Exam grading also to be entirely online without face-to-face meetings. This policy took effect with the CTP Class of 2021.

The goals of this change were to improve the time and cost efficiencies of managing the exam process, using the latest online testing technology, and to further enhance the high standards and integrity of the CTP exam itself. As reported in feedback below from candidates and graders, these goals were generally achieved.

"Due to cancellation of all NPTC live meetings in January," said **Tom Moore, CTP**, Executive Vice President, "NPTC offered virtual webcasts and on-call mentoring—all without cost—to help candidates prepared for the exam. This online training was intended as a temporary solution and not a replacement for the Private Fleet Management Institute."

Moore organized and moderated the webcasts from the week of January 4th through the week of February 8th in 60 to 90-minute sessions. Each weekly webcast was repeated the following day to optimize participation.

"Sessions focused each week on a different core subject area tested on the exam including Legal and Human Resources; Safety; Operations; Finance, and Equipment and Maintenance," said Moore. "The final week covered CTP Examination Strategies. We were fortunate to recruit several Fleet expert presenters—all CTPs—who have served on the Faculty of the PFMI."

Exam day came off without a hitch. **Serena Porter**, Membership Manager said, "we built a robust virtual exam platform through NPTC's website that provided a professional exam experience for the CTP candidate, using off-the-shelf software adapted specifically for our purposes. An intuitive and accessible format was the priority. The exam could be accessed from any computer internet connection and Microsoft word—no additional programs were required."

Porter added that candidates could print out both sections of the exam. There were invited to navigate among the topical short answer sections as they preferred. "To uphold the integrity and security of the exam, cutting and pasting into short answer fields

was disabled and time stamps were automatically captured at the start and the submission of each exam portion," she noted.

Exam grading also came off without a hitch and was completed in record time of only two days. **Kristen Todd**, Education Manager, praised "the historically high number of 72 CTP volunteers as graders who produced a total of 650 grades recorded. This means that each CTP candidate's exam answer was read by an average of eight CTPs, thereby infusing the process with a high degree of fairness, corroboration, and integrity. It was also a great way for so many CTPs to earn recertification points."

"A total of 39 candidates sat for this year's exam," said Todd. "Of those, 31 passed on their first try. This is an initial passing rate of 79% which is slightly higher than our historical initial pass rate of 76%, but certainly in line with it. All remaining eight candidates sat for and passed the retake exam. The combined initial and retake exam pass rate of 100% is consistent with combined pass rates of previous years which typically range from 95%-100%. Most, but not all, of the CTP candidates-examinees participated in the online webcasts and also took advantage of the on-call mentoring offered to all candidates at no charge."

NPTC would like to thank all CTP candidates, the graders, and webcast presenters for helping make "The CTP Exam of 2021" a success. We look forward to welcoming the new CTP Class of 2021 at the **Graduation Ceremony, Sunday, June 13th**, at the **NPTC Annual Conference** in Cincinnati, Ohio.

I would also like to recognize the incredible hard work and long hours of Tom, Serena, and Kristen over the past several weeks. Tom planned the webcasts and made himself available as mentor to candidates every day at any hour. Serena took full responsibility for planning and managing the online testing which she basically created with technical help through NPTC's website. Kristen took endless calls and emails from candidates while also recruiting all 72 CTP Exam graders and helping them through the process.

Later in the year, all graduates of the CTP Class of 2021 will be given a special incentive offer to attend the **Private Fleet Management Institute** in 2022 and experience first-hand an invaluable and irreplaceable part of being a Certified Transportation Professional (CTP)[®].

continued on next page

As a follow up, Tom Moore invited all CTP Exam Candidates and CTP Exam Graders to share their experiences. Here are the responses he received:

Feedback from CTP Exam Candidates –

“The exam was very well prepared and I found the online format to be innovative compared to other credential testing I have done in the past. I must admit that the online training sessions with the NPTC team were vital in aligning myself in the right direction for study and preparation. Without this, I believe I would have been grossly underprepared for the examination.”

“Thank you very much for your tutelage along the way. I certainly benefited from your feedback.”

“My thoughts on the process: Training—I will state that I was disappointed in not being able to participate, physically, with my fellow CTP registrants at the PFMI. This, to me, would still be the preferred method to take the training. I was looking forward to cultivating the process in order to build a foundation with those I might be able to leverage for knowledge and understanding over the next few years. Participating virtually lacked that quality, that personal touch. Studying: One of the bright spots of the training is in the area of being able to study, read up, supplement knowledge, etc., in the protracted setting that we did go through—one week in between sections, versus one week to cover all sessions. Feedback: I could not imagine the amount of feedback, all hours of the day and night, you had to keep up with. I offer you kudos for not only getting back to me every time, but to get back to me timely—either that night, or early enough the next day. Your feedback helped to ease the trepidation along the way. Having to do that for 30-50 people each week might test one’s resolve.”

“Overall, I found it to be a great amount of information that will help me to be better able to do my job, as well as being able to cultivate the understanding of how all the other departments either directly or indirectly affect our jobs on a short term, as well as a long-term basis. I am certainly going to use the information in the study guides to help me to better prepare my responses for the company.”

“In terms of feedback, I think the last six weeks were very informative, and appreciated in terms of preparing us for the exam.”

“I really appreciated all the time you put into the support group, especially as the exam date approached. I know it led to many long days, but the feedback was invaluable. Here are my comments: I did find weekly online classes helpful, though they would have been more useful to me personally if I were further along in my studying at that point. I was not planning to go to Jacksonville for the week-long study session, and am not sure if that would have added more value than the weekly classes. I would suggest offering the weekly online classes again next year as an alternative to going to Jacksonville for a week. I took the week before the test off from work to study, and that was time well spent. Taking the practice exams was the absolute best thing to

do along with the feedback you provide. All in all, a good experience. I’m glad I did it. I’m glad I passed.

“Thank you for all your help through this process. The study/training program that you and your team developed is the reason I passed this exam successfully. And the fact that you spent the time to critique my work, which was of great benefit to me. The exam process was easy to follow, with clear instructions, and knowing that if anything went wrong you or your staff were available for support. I have a college degree, and proud of it, but I feel a greater sense of accomplishment having passed the CTP exam, if that makes any sense. I am very proud of the fact that I was able to pass the CTP exam. Taking the exam itself was quite stressful for me, given the time limit. However, I knew I had a good grasp of the material and focused on the task at hand. I am one to spend quite a bit of time thinking an issue through, so I had to go completely out of my comfort zone to take this exam. Again, if it was not for you and your staff providing the tools and resources needed to successfully pass this exam, it would have been difficult if not impossible for me to have passed. Although stressful, I thoroughly enjoyed the process leading up to the exam, and the satisfaction I have in passing the exam and becoming a CTP; I have learned so much this past month and feel more confident in my job because of it. I am looking forward to my role as a CTP, and ready to share my experience with others that may have an interest in pursuing CTP designation.”

“I can’t express my relief in getting my notification yesterday. I really do believe this experience has really helped my perspective and how I will address opportunities as they arise—so I’m thankful and feel there was a lot of value here going through the CTP course.”

“The actual exam I thought went well. My initial thought was ‘open book!, man I got this’. After your sessions, and then answering some of the essays I quickly learned that it was going to be hard to rely on the open book if I was going to answer timely. That was exactly the case. I didn’t refer to anything when completing the essays—I had to reply on what I learned during the previous weeks—no time for reference materials! I had all of the study guides open and ready to reference, but just didn’t have time to use them.”

“I do think I missed out on the opportunity for networking, that we would have gotten had some of the in-person classes not having to be cancelled.”

“All in all, a valuable experience and I am glad to have participated and completed successfully.”

Feedback from CTP Exam Graders –

“This was a great way to handle moving the CTP program forward event with the difficult COVID situation. Congrats to you and your team. Solid development on the online tool really was a game

changer. I know how hard someone had to work to make that happen so wanted to call that out.”

“It certainly was a great experience. Just seeing the different points of view even if I disagreed with their position was enlightening.”

“The only feedback I would like to offer, is that I am curious how “accurate” my own scoring turned out to be so I could review my own grading to see if it was consistent.”

“I’m happy and relieved to know that there were multiple eyes grading each exam. It relieves some of the pressure of feeling like you might be too harsh on some of the grading, knowing that other graders will balance things out.”

“I enjoyed my first round of grading and would anticipate volunteering again.”

“Overall, the process was fairly easy.”

“I liked the suggested acceptable answer(s) for the essay and short answers.”

“My feedback—better to grade in Florida with it warm outside than looking out my window in Michigan in snow and freezing temps! Overall easy process though!”

“Thank you for the opportunity. For me it was a good review of basic principles. I hope to be able to participate again next year.”

“I admit I did this for selfish reasons. I wanted to exercise my brain on the five competencies. I felt like I was getting rusty and not have been able to participate in a conference for over a year and a half had me feeling disconnected. I am looking forward to June and hope to be in attendance in Cincinnati.”

“Grading isn’t just 25 points, for me. It was somewhat of a refresher on the CTP and gets my mind back focused on what makes the private fleet so valuable.”

“I for one, liked this way of doing it...it allows me to do my job and still grade exams as I can in between & thereby be way more productive with both!”

“I really enjoyed the opportunity to grade this. It was very interesting to read through these and it definitely brought back memories for when I sat in 2008.”

“Thank you, it was a great experience. Would it be possible for us to see some of the best answers on the exam (short answer and case study) as a way to see what the top minds are thinking in response to the questions posed in the exam as they are real world? Thinking it may spur thoughts on my end on things I have not thought about.”

“I am amazed by the speed of this process. Initially, I was shocked that at the expectation for all the grading to be done in two days (still am). But, it was my first time grading and...well, you certainly have the process down to a science. Bravo!”

“It was a pleasure and a great experience.”

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Laura Johnson, CTP, General Manager, NIC Federal

Rick Joyce, CTP, National Account Executive, FleetNet America

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

Marius Karoy, VP, Channels, Training Solutions, SambaSafety, which recently acquired Instructional Technologies, Inc.

Kelly Kiger, CTP, Director, Leasing & Rental Sales, Channel Sales Development, Mack Leasing System

Rich Kurtz, CTP, Director of Sales, BOLT System

Rich Lacey, Chief Product Officer, SambaSafety

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

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Ed Schultes, CTP, Director of Logistics – North East Region, Walgreen Co.

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

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/J.J. KELLER WEBCAST DRAWS 200 REGISTRATIONS

NPTC AND J.J. KELLER & ASSOCIATES, INC., OPENED ITS 2021 WEBCAST SERIES with a webcast on drivers that drew a combined total of more than 200 registrants, *Driver Hiring Protocols* – March 18, 2021. The webcast focused on how to hire qualified drivers that align with your company's values. Our special thanks and appreciation are extended



to **Ellen Ingram, CTP,** Director of Human Resources for America's Service Line, who was our featured fleet expert presenter. Ellen shared how her company gains a clear picture of the driver applicant's attitude, work history, and driving record, and how ASL actually has built a waiting list of candidates wanting to go to work for them. The webcast also delved into the host of regulatory requirements and best practices surrounding the hiring and screening process. The webcast is now available for downloading on the J.J. Keller website at www.jjkeller.com/nptcinfo.

Following is the schedule for the remainder of the first half of the year:

April 28, 2021 "Driver Training Strategies" Next year, all entry-level drivers will be required to meet specific training requirements in order to obtain a commercial driver's license (CDL), according to a long-awaited rule released late last year by the Federal Motor Carrier Safety Administration (FMCSA). But many fleets are looking to build their own training programs – from entry level to in-service and from orientation to remedial. We are even seeing training programs extend beyond specific job requirements and help drivers navigate basic life skills. This webcast, featuring **James Berry,** Safety and Regulatory Manager for Universal Forest Product Industries, will look into how fleets – ahead of mandated federal regulations – can build strong and effective training programs.

May 19, 2021 "Adoption and Integration of In-Cab Video Technology" In-cab camera technology has proven itself effective in reducing collision frequency, mitigating liability in accidents and providing data to help improve driver behavior and performance. How can you successfully make your case for installing event recorders from a financial and safety perspective while, at the same time, ensuring that drivers will accept the technology? Explore how fleets have successfully made the case for event-based recordings by highlighting the benefits of protecting drivers with personalized coaching insights proven to increase safe driving behaviors, and powerful video evidence that can exonerate them from false claims



BENCHMARKING DATA COLLECTION LAUNCHED

NPTC HAS LAUNCHED THE DATA COLLECTION for the **2021 Private Fleet Benchmarking Survey Report**, sponsored by **Penske Truck Leasing**. With the help of the Benchmarking Steering Committee, the Survey has been fine-tuned and was released to NPTC membership in the Weekly Update on February 1st.

This survey is designed for the benefit of our fleet members as they seek to compare their operation to other best-in-class performers, to identify strategic areas of opportunity, and to enhance their value proposition. 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.

Last year, nearly 110 NPTC Private Fleet members contributed data—a tremendous response given the impact of the COVID-19 pandemic. We hope to meet and exceed this target for 2021.

BENCHMARKING SURVEY REPORT



CTP *Recertification*

AT ITS FOUNDING AND FROM THE TIME OF ITS CHARTER CLASS GRADUATION IN 1993, the National Private Truck Council's Certified Transportation Professional (CTP[®]) program's guiding vision was to create a widely recognized and respected credential of professional achievement for private fleet managers and suppliers. By earning your Certified Transportation Professional (CTP) designation, you joined a group of transportation professionals who have made the commitment to the private fleet industry, to an ongoing pursuit of career advancement, and to continuous enhancement of the necessary knowledge and skills. You should feel proud of the accomplishment you have achieved for both yourself and your company and a designation you will want to keep for your entire career.

In order to maintain your certification in the program, there are several points you must remember:

- CTPs must recertify **every three (3) years**;
- 50 recertification points must be earned during the 3-year period (*to check your current point balance and recertification year cycle, [click here](#)*);
- A Recertification Application need only be filed once during the 3-year period to register recertification points or may be filed annually; and,
- Recertification Applications are available for completion online ([click here](#)). (*For a matrix of opportunities to earn points, [click here](#)*).

Earlier last month, you received your annual **\$100 invoice required to maintain active status**. While your company may pay your annual \$100 fee, ultimately you are responsible for payment of this fee as the certification is a personal designation. You can pay your \$100 CTP annual fee [online here](#).

Aside from the prestige of holding the industry's highest certification achievement, CTPs receive:

- The NPTC Weekly Update, a timely, comprehensive summary of current legislative and regulatory issues that affect private fleets
- More educational programs that reach beyond your current level of achievement and allow for continued advancement
- Increased opportunities for networking with fellow CTPs
- Access to our Training and Certification specialist to answer all questions relating to private fleet operations

Please do not hesitate to contact **Kristen Todd** (ktodd@nptc.org) with any questions.



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MONTHLY LEGISLATIVE/ REGULATORY COMMITTEE CONFERENCE CALLS

AS A REMINDER, ALL NPTC MEMBERS ARE INVITED and encouraged to participate in the **Washington Report**, the monthly conference call of the Legislative and Regulatory Committee. The call features NPTC General Counsel Rick Schweitzer's Washington Report. The meeting is held on the second Monday of each month at 11:30 a.m. EST. Last month more than 80 members registered to participate in the conference call.

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