



# CTP<sup>®</sup> Insider



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

Summer 2009

## Welcome CTP Class of 2009!

### Quarterly Highlights

- CTP Class of 2010
- Private Fleet Optimization Program
- Upcoming CTP Volunteer Opportunities



May 3, 2009 ~ CTP Graduation, Nashville, Tennessee

*Back row, left to right:* Bob Wernke, Bryn Wells, Bob Shipp, Ed Schultes, Gene Tierney, Jeff Simon, Doug Sanford; *Fourth row, left to right:* Steve Vlahos, Scott Roberts, Keith Hazelwood, Doug Gosnell, Nick Goodell; *Third row, left to right:* David Pyan, Kevin Coyne, Kimberlyn Cook, Jim Coffren; *Second row, left to right:* Rob Kookan, Scott Moorman, Thomas Christian, Jr., Ray Byrd, Chris Berrett; *Front row, left to right:* Andy Newkirk, John Plunkett, Amy Daley, Chuck Amen, Mariko Adams, Ricky Abell. *Not pictured:* Brian Corcoran, Darren Gregory, Joe Knoll, Scott Lewis, Jon Massey, Lance Robison, Anthony Saponaro, Brian Wieland.

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Thirty-five transportation professionals achieved the prestigious designation of Certified Transportation Professional<sup>®</sup> (CTP) by the NPTC Institute, the educational and professional certification arm of the National Private Truck Council.

The graduates were honored during a ceremony at the NPTC Annual Education Management Conference and Exhibition, May 3-5, 2009 in Nashville, TN.

Since the CTP designation was first introduced in 1993, more than 600 transportation professionals have earned the right to add CTP after their name. CTPs are raising industry standards, and, in turn, increasing the respect and prestige of the fleet and transportation profession.

The certification is a benchmark of excellence earned by a select few, but available to anyone willing to make the necessary commitment.

“These new CTPs have demonstrated the knowledge and ability to understand complex operational and regulatory issues, identify and evaluate potential costs and savings, and develop systems and practices that best meet their company’s transportation needs and objectives,” said Gary Petty, NPTC President and CEO.

Congratulations to the Class of 2009!

## In The News



Todd Hennis, CTP

### CTPs on the Move

**Pat Gaskins, CTP**, has accepted the position of Vice President for Fleet Advantage; **Todd Hennis, CTP**, has been promoted to Corporate Manager of DOT Compliance & Safety for Lance, Inc.; and **Alex Popov, CTP**, is now the SVP, Business Development, for Liban, Inc.

### Planning the PFMI

Thanks to the following CTPs who participated in the Private Fleet Management Institute Planning Committee meeting in Milwaukee on June 1, 2009 to begin organizing the upcoming PFMI to be held in Jacksonville, Florida, January 16-20, 2010: **Ray Byrd, CTP; Amy Daley, CTP; Dan Norris, CTP; Brett Quigley, CTP; H.J.**

**Rush, CTP; Jeff Simon, CTP; Gary L. Strausbaugh, CTP; Greg Swanson, CTP; and Ron Tartt, CTP.** Each CTP earned 10 Recertification points.

The Committee identified workshops and potential speakers to create an interactive agenda that addresses the needs and concerns of today's private fleets.

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*"Earn Recertification points by volunteering."*

### CTP Exam Writing

Ten CTPs spent two grueling days helping enhance our bank of multiple choice questions for the 2010 CTP exam.

The three-day workshop was led by HumRRO, an independent testing administrator that helps ensure the content validity of the exam.

We'd like to thank the following CTPs who assisted in the CTP Exam

Writing Workshop in Milwaukee June 2-4, 2009: **Ray Byrd, CTP; Amy Daley, CTP; Joe Laskowski, CTP; Dan Norris, CTP; Brett Quigley, CTP; H.J. Rush, CTP; Jeff Simon, CTP; Gary L. Strausbaugh, CTP; Greg Swanson, CTP; and Ron Tartt, CTP.**

The group reviewed and validated hundreds of test questions over the course of three days.

Volunteers for this workshop earned 25 points toward their CTP Recertification.

**WE WANT YOUR**



If you've been promoted, had a change in companies or responsibilities, let us know! Send an email to: [kfeeney@nptc.org](mailto:kfeeney@nptc.org).

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This Question and Answer column is designed as a forum to help answer questions that you may encounter in your operation.

Please submit questions and/or comments to Tom Moore, CTP, [tmoore@nptc.org](mailto:tmoore@nptc.org).

## Q & A

**Q.** We are being challenged by some of our drivers about the setting of trucks at 62 when the legal speed limit is faster. They believe that the slower governed speed creates a safety hazard since our trucks can't "get out of the way." Do you have any research/data/facts that we can use to refute their claims and/or suggestions for how they should handle such situations?

**A.** According to many fleets contacted, this type of feedback is typical. One fleet manager who implemented a 62 mph governed speed 10 years ago

reported that his fleet had not experienced one rear-end collision or side-swipe in the 10 years since he implemented the program. He credited the slower speeds for improving reaction times.

"When you're driving at 62 mph, you're not driving with the rat pack and you're not making as many decisions," he said. "You're not in the thick of all the action."

Plus, he said, that from an equipment and maintenance standpoint, his equipment was lasting better because the

slower speeds reduced wear and tear on the brakes, the clutch and the drive train. He urged such governed speed policies to be used in conjunction with onboard computers to monitor aggressive driving characteristics.

Also, from a fuel economy standpoint, for every 1 mph reduction in speed limit results in a 1/10th of a mpg savings in fuel savings. Many fleets allow their drivers to participate in the savings through incentive programs.

## CTP Profile: 2009 Top Graduate ~ Amy M. Daley, CTP



Amy M. Daley, CTP

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*"Since I was relatively new to transportation, I needed to build credibility with my role as the product manager."*

When Amy M. Daley was named Mobile Product Manager for J.J. Keller & Associates, she realized right away that she was going to have to increase her understanding of the private carriers that were among the target audience.

"We needed to gain a better understanding of all the changes that were going on in the world of our private fleet customer base," she said. "And for me personally, since I was relatively new to transportation, I needed to build credibility within my role as the product manager."

Earning her Certified Transportation Professional® designation seemed like the perfect way

of those objectives.

However, drawing on her natural tenacity, disciplined preparation and her quiet competitiveness, Daley began her preparation by attending the Private Fleet Management Institute last January in Jacksonville

"I walked into that room on the first day and felt completely overwhelmed," she recalls. "I felt like the new kid on the block. It's difficult for somebody like me to walk into a room and have credibility, especially when you look around and see all the people who have been doing this their whole lives."

The experience helped whet Daley's appetite to ensure success on the

CTP Exam.

"Had I known how much work was involved," Daley said, "I would have started a lot sooner." But time was not on her side. She spent evenings and weekends in preparation, reading the course materials and writing practice case studies.

When the second Saturday in February arrived, she felt confident but says she has never been more scared in her life. So when the notice came that she had passed, she was never more relieved. "Being named the top graduate was just the icing on the cake."

To read the more about Amy's experience, please click [here](#).

## Private Fleet Assessment Program

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*"Earn Recertification points by volunteering."*



The Private Fleet Assessment Program, a web-based management resource designed to help private fleets on their journey to world class performance, has been launched by the National Private Truck Council (NPTC), Optima Associates, and Schneider National, Inc.

The new Private Fleet Assessment Program represents the next generation of the organization's annual benchmarking study.

The Private Fleet Assessment Program evaluates private fleet performance and targets improvement opportunities

for private fleets in "Eight Pillars" of scoring: safety and fleet organization, network planning, customer management, fleet management, information management, driver management, continuous improvement and financial management.

Fleets navigating the program visit the Optima website, enter key operating information, and assess their performance against some 40 qualitative and quantitative attributes. Fleet performance is scored against world-class standards that were derived from hundreds of industry benchmarks and subject matter experts. Not only does the fleet receive

a report comparing its performance to world-class standards, but it receives a set of detailed recommendations to help it improve performance.

In addition to identifying opportunities for improvement, this model can also provide a sliding scale of the impact of proposed changes-- the "what if" scenarios that have been too complex to thoroughly consider up until now.

If you'd like more information on how to take part in the program, please click [here](#).

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President & CEO  
National Private Truck Council

## Coming Events

### NATIONAL SAFETY CONFERENCE

September 10-11, 2009 in Dulles, Virginia

### CTP CLASS OF 2010:

#### CTP ELIGIBILITY APPLICATIONS DUE

October 1, 2009 - Download @ [www.nptc.org](http://www.nptc.org)

#### CTP EXAM APPLICATION DUE

Nov. 15, 2009 – Download @ [www.nptc.org](http://www.nptc.org)

#### CTP EXAM PREP WORKSHOP

Friday, January 15, 2010

Jacksonville, Florida

### 2010 PFMI

January 16-20, 2010

Jacksonville, Florida

### 2010 CTP EXAM

Saturday, February 13, 2010 at various locations across the U.S. and Canada

### NPTC 2009 ANNUAL CONFERENCE

April 18-20, 2010 in Cincinnati, Ohio

## 2009 National Safety Conference

NPTC will hold its seventh annual National Safety Conference September 10-11, 2009 at the Hyatt Dulles in Herndon, VA.

“Private fleets have earned a reputation for unsurpassed safety excellence,” said Greg Whisenant, CTP, Chair of the NPTC Safety Committee.

“Programs such as the National Safety Conference – during which subject matter experts from throughout the industry share their insights, best practices, and winning strategies – are one of the reasons why.”

This highly-acclaimed conference features a unique

format of presentations, discussions with key government representatives, expert panels and leading safety advocates and practitioners.

For more registration and program information, visit NPTC's website at [www.nptc.org](http://www.nptc.org).

## About Our Organization...

Founded in 1939, NPTC is the only national trade association exclusively representing the interests of the private truck industry and corporate/business private truck fleet management. NPTC is the premier marketplace of information, networking and skill building for private fleet professionals as it leads in shaping the future of corporate transportation.

The Institute for Truck Transportation Management (ITTM) is the non-profit 501(c)(3) education and research affiliate of the National Private Truck Council (NPTC). As a leader in transportation education and research, the NPTC Institute's goal is to move fleet managers and industry suppliers toward greater efficiency and effectiveness in their corporate environments.

The NPTC Institute is an exclusive information resource for: Certified Transportation Professional® (CTP) program, Fleet Management Institute and the Fleet Learning Center. Through NPTC, both fleet and allied members come together to share information that enables them to meet the demands of changing business, safety and regulatory issues as well as competitive challenges.



## ThoughtDrivers

866-97-RESULT | 40 24th Street | Pittsburgh PA 15222 | [ThoughtDrivers.com](http://ThoughtDrivers.com)

### TD SAFETYBOX

*Keeping your fleet safe and your bottom line sound.*

ThoughtDrivers' SafetyBox software drives increased efficiency by making compliance simple. By bringing together all aspects of your company's safety performance and driver regulatory compliance, SafetyBox gives you a head start in keeping your fleets safe and compliant, clearing the way for your success in the industry.

#### SafetyBox lets you:

- ✓ Easily update records
- ✓ Keep sensitive information private
- ✓ Eliminate duplicate data entry
- ✓ Quickly access data for DOT or OSHA audits
- ✓ Avoid regulatory fines
- ✓ Customize to fit your unique needs



*Increased efficiency. A safer fleet. A simpler process.  
With SafetyBox, you're on the road to success.*

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