



# CTP<sup>®</sup> Insider

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



Summer 2012

## Largest Class of CTPs Earns Designation

### Quarterly Highlights

- CTP Class of 2012
- National Safety Conference
- New Leadership



CTP PROFILE

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CTP Class of 2012, Cincinnati, Ohio

Sixty-nine 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 Annual Education Management Conference and Exhibition held April 29, 2012 in Cincinnati.

Since the CTP designation was first introduced in 1993, nearly 900 fleet and 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.

“These new Certified Transportation Professionals 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 Bedford Monday, CTP, Chair of the NPTC Institute Board of Governors that oversees the program.

“The CTP designation is a benchmark of excellence earned by a special few, but available to any fleet or transportation specialist will to make the necessary commitment of dedicated effort.”

Congratulations to the CTP Class of 2012!

## In The News



Jamie Bates, CTP

**Jamie Bates, CTP**, has joined Mountain Valley Transportation as General Manager; **Walt Bendell, CTP**, has retired from Moen, Inc.; **Thomas M. Christian, Jr., CTP**, is now Transportation Manager for SteriCycle, Inc.; **Scott Mishoe, CTP**, has joined KelleyAmerit Fleet Services as VP of Sales; and **Mike Pughes, CTP**, has retired from General Parts, Inc./CARQUEST.

### **Save the Date!**

Watch your email this summer for an upcoming opportunity to earn CTP recertification points.

We will be looking for CTP volunteers to proctor the 2013 CTP Exam scheduled for Saturday, February 9.

### **WE WANT YOUR**



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

## National Driver All-Stars – It's Not Too Late!



All fleet members have been sent application materials for NPTC's **National Driver All-Stars program**.

This unique program is designed to recognize NPTC private fleet drivers for meeting high performance standards in the fields of customer service, safety and compliance. It will recognize the top

drivers of NPTC Fleet member companies based on how they perform against their own internal customer service metrics. This program provides a way to recognize any private fleet drivers for delivering the high levels of customer service with which private fleets distinguish themselves. **The application deadline is Thursday, July 5, 2012.**

To access the PDF application form, [click here](#). If you would like to learn more about the program, please contact Tom Moore, CTP, at [tmoores@nptc.org](mailto:tmoores@nptc.org).

## Q & A

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

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

**Q.** "With the spate of tornados and other severe weather that occurred earlier this year, what best practices are fleets using to alert and/or re-route drivers while on the road?"

**A.** Here are some replies from the NPTC Safety Committee:

"We use our onboard computer's email system to alert our drivers of changes to the original plan whether operational, customer, or weather related."

"We alert the drivers to the bad

weather and allow them to make the best decisions in interest of their safety and well-being.

"Our drivers are told in the case of emergency, if possible head to the closest one of our stores where they can get help and be safe. IF none is available they are told to trust their instincts and get to the safest location."

"We have in cab GPS communication. Weather is monitored by both dispatch and

our Loss Prevention/Security department, and alerts are sent to the drivers to take cover if necessary."

One company provided a checklist that addresses the following areas: Communications, Driver Preparation and Sustainment, Equipment Preparation and Sustainment, Customer Management, Transportation Support, and Delivery Concerns.

To see the checklist, please [click here](#).

## CTP Profile: Joey Wood, CTP – 2012 Top Graduate



Joey Wood, CTP

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*“Those CTP initials really mean something. They give you more credibility.”*

One of the highlights of the National Private Truck Council Annual Education Management Conference and Exhibition is always the recognition of those who have successfully completed the rigorous Certified Transportation Professional (CTP) training and certification program. This year’s conference in Cincinnati, OH, was no exception.

*Fleet Owner*, which sponsors the Top CTP Graduate Award, was also on hand to help honor Joey Wood, platinum customer manager for PeopleNet and the CTP top Graduate for 2012. He received a crystal eagle as a symbol of his achievement.

Wood, who joined PeopleNet in 2009, says that he did not expect to graduate at the top of his class, but that he is proud of the CTP certification. “Training is valued pretty highly at this organization,” he said. “When they asked me if I wanted to participate in the CTP program, I said ‘yes;’ [it was a great opportunity].”

Back in January, Wood began working toward his certification by attending the annual CTP training program offered by the NPTC Institute. After that, he settled down to a month of studying and practicing—especially for the case study portion of the certification test.

Fellow PeopleNet employees who had already earned the certification were also a huge help, he notes. “We had people right here at the company that I could talk with about the test,” Wood says. “That made a big difference.”

“I am not an advertiser when it comes to this stuff; I don’t like to be boastful,” he adds.” In fact, when they e-mailed me to say I was the top graduate, I wrote back asking ‘Are you sure you got the right person?’ I was just hoping to pass the test the first time so that I did not have to retake it again in March.”

To read the full article, please [click here](#).

## 2012 National Safety Conference – Register Now!



NPTC’s **National Safety Conference**, scheduled September 13-14, 2012 at the Hyatt Dulles in Herndon, VA., which is located close to Dulles International Airport, is an intense, concentrated overview of key issues of interest and importance to running private fleet operations at an exceptionally high standard of safety. The program includes an update on federal regulations; private fleet case studies; a recap of several leading safety technologies; a recognition ceremony honoring top performing drivers; safety-in-the round breakout sessions; liability mitigation strategies; data mining and predictive modeling; and best safety practices. Speakers are recognized experts including more than 15 private fleet practitioners who manage

outstanding safety programs at their respective companies.

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.

The program kicks off with Anne Ferro, Administrator of the Federal Motor Carrier Safety Administration and the government’s top motor carrier safety official. She will provide insight into the federal government’s safety compliance initiatives.

To enhance the level of interaction and take-home

value, this year’s conference will feature five concurrent, interactive sessions focused on driver distraction, driver coaching and discipline, dealing with interventions, worker’s compensation, and benchmarking and safety key performance metrics.

As in years past, the conference will be highlighted by the annual National Driver All-Stars recognition ceremony, in which nearly 20 drivers from individual NPTC Fleet members will be recognized for their exceptional performance in the fields of safety, compliance and customer service.

To learn more and to register, visit the NPTC website at [www.nptc.org](http://www.nptc.org).

## NPTC Institute Board of Governors

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Dan Umphress, Fleet Advantage  
Neil Vonnahme, PACCAR Leasing Company  
Ed Welch, CTP, Perdue Farms, Inc.  
Gary Petty Ex-Officio, National Private Truck Council

## Coming Events

**NATIONAL SAFETY CONFERENCE**  
September 13-14, 2012  
Dulles, VA

**NPTC 2013 ANNUAL CONFERENCE**  
April 28 – April 30, 2013 Cincinnati, OH

**CTP CLASS OF 2013:**  
**CTP ELIGIBILITY APPLICATIONS DUE**  
October 1, 2012 - Download @ [www.nptc.org](http://www.nptc.org)

**CTP EXAM APPLICATION DUE**  
Nov. 15, 2012 – Download @ [www.nptc.org](http://www.nptc.org)

## New NPTC Leadership

Six new members were elected to the NPTC Institute Board of Governors April 28 in conjunction with the Council's Annual Education Management Conference and Exhibition. The NPTC Institute is a wholly-owned and operated subsidiary non-profit corporation of the National Private Truck

Council. The Board of Governors oversees the the research, education, training and certification arm of the NPTC.

The six new members were: Joseph N. Evangelist, Executive Vice President, Transervice Logistics, Inc.; Henry Popplewell, SVP of Sales, SkyBitz; William L. Showen,

Senior Manager, Strategic Accounts, Eaton Corporation – Roadranger Marketing; James Stevenson, VP & General Manager, TMW Systems Inc.; Dan Umphress, Vice President, Fleet Services, Fleet Advantage; and Neil Vonnahme, President, PACCAR Leasing Company.

## 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.

## The Book On Private Fleet Management (the e-Book, actually)

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### Including

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- Finance
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