



# CTP<sup>®</sup> Insider



A quarterly publication for the Certified Transportation Professional (CTP<sup>®</sup>), published by the NPTC Institute.

Winter 2009

## CTP Profile: Jeff Simon, CTP

### Quarterly Highlights

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- NPTC 2010 Cincinnati
- 2010 Webcasts

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Jeff Simon, CTP

There's an old Chinese saying that states, "Learning is like rowing upstream: not to advance is to drop back."

Jeff Simon, CTP, Senior Consultant at Optima Associates, represents the physical embodiment of this self-improvement adage. The 33-year industry veteran has continuously challenged himself to improve his knowledge, experience and contributions to our industry. So much so that today, unlike many transportation executives, he does not find himself stuck up the creek without a proverbial paddle.

Indeed, Simon's paddle has been the Certified Transportation Professional<sup>®</sup> (CTP) designation. Armed with those new-found skills, contacts, best practices and resources, he has been able to take his passion for self-improvement and world-class to a new level that will inspire and ignite other private fleet professional in their journey.

Despite being in the transportation industry for more than 30 years, Simon believed he was too specialized in his field with minimal experience in finance and human resource issues. "I was not confident at all of the depth of knowledge in those areas as well as some of the new

concepts learned at the Private Fleet Management Institute," he says.

He earned his CTP designation in 2009 and credits the program for providing him the cross-disciplinary skills in finance, human resources and operations, safety and equipment and maintenance.

"The CTP has been perfect for my own personal and professional growth," he says. "My customers are more confident that I not only understand their issues but that I can bring them value."

To read Jeff's full profile, click [here](#).

## NPTC's Private Fleet Management Institute

We're just two weeks away from NPTC's annual Private Fleet Management Institute, January 16-20, 2010 at the Crowne Plaza Jacksonville Riverfront Hotel in Jacksonville, FL. Already, we have more than 80 people registered to attend.

One of those is "This will be the third consecutive PFMI that I and my team have attended and my fifth since receiving my Certified Transportation Professional Certification (CTP) in 2000," says Robert M. Polka, CTP, Director, Fleet Services, Utility Shared Services.

"Attending the PFMI

provides an excellent platform for team building, not only amongst us, but with others within the fleet industry. Also, many of the attendees are new to the fleet management industry and by attending year after year it allows us "seasoned" veterans an opportunity to share our failures and successes that we have experienced in our careers with the new generation of fleet managers."

So whether you are a first-time attendee or coming back to refresh your knowledge, the PFMI represents an ideal forum to engage with other private fleet professionals

in the five core private fleet management curriculum. A faculty consisting of the nation's most experienced and respected private fleet management leaders will guide the learning experience.

Click [here](#) to view the most current program agenda. Click [here](#) to see who's already registered to attend.



## In The News



Dave Mullen, CTP

**Ray Byrd, CTP**, has been promoted to Fleet Operations Manager for the Pepsi Bottling Group; **Mike Eccleston, CTP**, is now the Director of Operations for Taylor Gas; **Keith McWilliams, CTP**, has joined Kellogg Company as the Regional Transportation Manager, and **Steve Vlahos, CTP**, was recently promoted to Director, Transportation & Safety for Centerline Drivers, LLC.

Meanwhile, **Scott Roberts, CTP**, of Joseph Cory Holdings, LLC, was the featured speaker during the last NPTC/J.J. Keller webcast of 2009. The webcast drew more than 400 registrations focused on Accident Management Strategies, detailing the training program he has developed for his fleet. The webcast can be downloaded at: <http://www.jjkeller.com/nptcinfo>.

### **Dave Mullen, CTP**

NPTC and the transportation industry lost a great friend and colleague this fall. **Dave Mullen, CTP**, passed away in October.

He was employed for many years with Unisource Worldwide, Inc.

Dave, 61, received his CTP designation in 2008.

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*“Earn Recertification points by volunteering.”*

### **Earn Recert Points**

**Exam Grading:** The NPTC Institute will be recruiting CTP volunteers to grade the case study portion of the exam. Specific details about the grading will be released shortly. Exam graders will receive 15 points toward their recertification.

**Cut-score Workshop:** A group of CTPs will be needed to participate in a cut-score workshop that will help determine the cut (or passing score) for the

multiple choice portion of the exam. This workshop will be conducted via web-conference. It will take approximately six hours with an appropriate break.

HumRRO, the company used as our independent test administrator, will provide rating materials ahead of time and will facilitate discussion about subject matter experts (SME's) ratings during the WebEx meeting.

And for all of the hard work, volunteers will

receive 15 recertification points for this exercise!

We'll call for volunteers in mid-January.

### **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": [kfeeney@nptc.org](mailto:kfeeney@nptc.org).

This **Question and Answer** column is designed as a forum to help answer questions that you 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 exploring the feasibility of setting up a sleep apnea program and wanted to know what other fleets had experienced in determining testing requirements, payment options, and treatment options.

**A.** Put simply, sleep apnea occurs when the airway is blocked during sleep. People move their diaphragm and chest in an attempt to breathe, but their throat is blocked, which stops any air from reaching the lungs. After a few seconds, the oxygen in the blood falls to

critical levels, and the person wakes up gasping for air. Some of the risk factors for developing sleep apnea include being overweight, having a neck circumference of 17" or greater, heavy snoring, headaches upon waking, and daytime sleepiness. The consequences of untreated sleep apnea include twice as many traffic accidents, twice the healthcare cost, 50% increase in hospital stays, an elevated risk of cardiovascular disease, heart attack, stroke, and much more. We estimate that about one-third of commercial drivers suffer

with untreated sleep apnea.

You can find good information about sleep apnea pathology, risk factors and prevalence at government websites like the Center for Disease Control available at [www.cdc.gov/sleep/disorders.htm](http://www.cdc.gov/sleep/disorders.htm)

There are also some great resources from the National Sleep Foundation available at [www.sleepfoundation.org](http://www.sleepfoundation.org).

To read more about this topic, please click [here](#).

## NPTC 2010: April 18-20 ~ Cincinnati, OH



[Register today!](#)

During today's economic uncertainty and business turmoil, private fleet professionals must leave no stone unturned in their search for new ideas and programs that deliver the greatest value to their fleet operations.

In this climate, and with those expectations in mind, NPTC is pleased to unveil a hard-hitting lineup of educational workshops for the 2010 Annual Education Management Conference and Exhibition in Cincinnati:

- Environmental Sustainability
- Proper Costing Techniques
- Private Fleet Justification
- Customer Service Skills
- Effective Communication Skills
- Energy and Fuel Markets Overview
- Maintenance Data
- Investing in Safety
- Trailer Tracking
- Managing in the New Economy
- Activity-based Compensation
- Coaching the Driver: What a Driver Should Know
- Lean Manufacturing
- Supply Chain Collaboration
- CTP Orientation
- Regulatory Update
- Integrating Technology
- Team Building/Managing Remote Locations
- Workers' Comp
- Trailer Tracking
- Equipment Spec'ing
- Surviving the DOT Audit
- Enhancing Driver Engagement
- CSA 2010
- Benchmarking and Best Practices

Registration information is now available on our website. Please click [here](#).

## Webcasts to Enhance Training

Free Webcasts!

Since 2005, NPTC has teamed with J. J. Keller & Associates to bring you a series of free webcasts on topics that are of high interest to unlocking improved fleet productivity, performance and efficiency. We now have an archive of 20 presentations for you to download and review at your convenience.

These topics will be included as part of the training curriculum for future CTP testing requirements.

While downloading the event gives you the opportunity to review the materials on your own time, there's no substitute for having the opportunity to participate in the Q&A by attending a live webcast!

For the coming year, NPTC and J.J. Keller editorial calendar will include the following topics include:

- DOT Regulatory Update – CSA 2010, Enforcement Measures and More!

- Private Fleet Viability – Customer Service
- Enhanced Driver Qualification – Testing, Physicals and Background Checks
- Private Fleet Viability – Driver Recruiting & Retention

Click [here](#) to sign-up or to download, today!

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## Coming Events

### CTP EXAM PREP WORKSHOP

Friday, January 15, 2010  
Jacksonville, Florida

### 2010 PFM

January 16-20, 2010  
Jacksonville, Florida

### 2010 CTP EXAM

Saturday, February 13, 2010

### NPTC 2010 ANNUAL CONFERENCE

April 18-20, 2010 in Cincinnati, Ohio

### CTP CLASS OF 2011:

### CTP ELIGIBILITY APPLICATIONS DUE

October 1, 2010 - Download @ [www.nptc.org](http://www.nptc.org)

### CTP EXAM APPLICATION DUE

Nov. 15, 2010 – Download @ [www.nptc.org](http://www.nptc.org)

## New ITTM Board Members

The NPTC Institute for Truck Transportation Management (ITTM) Board of Governors announces the election four new members:

- Mark Jurman, Vice President of Commercial Sales for Silver Eagle Manufacturing
- Marius Karoy, Director, Business Development for Instructional Technologies
- Craig Montgomery, Senior Vice President of Marketing and Business Development


The new members will take their seat at the next Board of Governors meeting January 21, 2010.

## 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.



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