



CTP® Insider

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



Winter 2013

PFMI 2013 – A Learning Opportunity

Quarterly Highlights

- PFMI 2013
Jacksonville, FL
- NPTC 2013
Save the Date!
- Award Applications



CTP Profile

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This January, NPTC will hold its 2013 Private Fleet Management Institute.

Providing the most comprehensive and intensive instruction, education and learning experiences designed to enhance your personal and professional mastery of private fleet management, the five-day session will be held **January 19-23** at the Omni Jacksonville Hotel in Jacksonville, Florida. It will be preceded by the CTP Exam Prep Workshop, on Friday, January 18, at the same venue.

The Institute provides one of the most effective ways of refreshing your knowledge base and preparing for the 2013 CTP Examination set for Saturday, February 9, 2013. This accelerated five-day training delves into the core curriculum deemed by the industry's leading practitioners as essential for on-the-job success. The knowledge contained in this interactive learning experience provides a strong foundation in the five core disciplines of private fleet management.

Specific sessions will focus on Benchmarking Strategies, Private Fleet

Justification, Private Fleets and Supply Chain Integration; Capacity Management Strategies; Collaborative Logistics; Technology Integration, Measuring and Enhancing Customer Service, Financial Models for the Private Fleet, Establishing Meaningful KPIs; Driver Training, Coaching and Development; Recruiting, Screening and Hiring; ; Building a Safety Culture; Managing CSA Scores and Interventions; Maintenance Strategies; Life Cycle Costing; Equipment Acquisition Strategies; Spec'ing Strategies; Fuel Management; and Lean Transportation Management Strategies among many others.

An all-star faculty consisting of some of the top practitioners and educators in the private fleet community will present the core curriculum at the Institute. The speakers include:

- Stacey Stivers, CTP, Frito-Lay, Inc.
- David Pyan, CTP, Benjamin Moore & Co.
- Bedford Monday, CTP, Schwans Consumer Brands, Inc.



- Gary Strausbaugh, CTP, The Mennel Milling Co.
- Billy D'Souza, CTP, BCT, Inc.
- David Gadberry, CTP, Toyota Quality Parts Express, Inc.
- Ed Welch, CTP, Perdue Farms
- Mari Roberts, CTP, Frito-Lay, Inc.
- Mike Breeden, Cummins Inc.
- Sam Richardson, ADM Trucking
- Keith McWilliams, CTP, Kellogg Company
- Bill Hartman, CTP, GNC Transportation, LLC
- Randy Perry, CTP, Frito-Lay, Inc.
- Dan Norris, CTP, Pepsi Beverages Company
- Kirk Rutherford, CTP, Bridgestone Americas Tire Operations, LLC
- Duane Woods, CTP, Safeway, Inc.

REGISTER NOW!

For more information about the **Private Fleet Management Institute** and how to register, visit [NPTC's website](http://www.nptc.org).

class of 2013

In The News

There are 58 candidates in the upcoming CTP Class of 2013. New this year, candidates have the option of taking the CTP Exam on a computer.

Proctors hosting the CTP Exam will monitor the candidates' computers during the short answer essay and case study

portions of the exam.

Earn Recertification Points

Exam grading will take place Thursday, February 14 and Friday, February 15 in Cincinnati, OH. Watch your email for a formal call for volunteers 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": ktodd@nptc.org.

NPTC 2013 Annual Conference ~ Save the Date!



Make your plans now to attend the NPTC 2013 **Annual Education Management Conference and Exhibition** April 28-30, 2013 at the Hilton Cincinnati Netherland Plaza Hotel in Cincinnati, OH. The Annual Conference Planning Committee, representing both Fleet and Allied NPTC Member companies, has been hard at work putting together a value-packed program featuring two general sessions and 28 workshops, and top-shelf keynote speakers.

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.

Some of the hard-hitting lineup of educational workshops for the 2013 Annual Education Management Conference and Exhibition include:

- The Natural Gas Future

- The Impact of the New Greenhouse Gas Emissions
- Predictive Maintenance
- Fuel Savings
- Justifying the Private Fleet
- Driver Wellness Programs
- Interpreting and Enhancing CSA Ratings
- Managing Remote Locations
- Inbound Management Strategies

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.

Q. "What are the industry averages for maintenance costs for tractors per year as the tractor ages?"

A. NPTC's Economic Research Partner, ACT Research Inc., estimates Class 8 Tractor Maintenance Expense at the following levels:

New truck = 2 cents per mile
1 year old = 3 cents
2 year old = 4 cents
3 year old = 5 cents
4 year old = 8 cents

5 years and older = 12 cents

Miles	Cost/mile (cents)
<175k	3.1
250k	3.7
350k	4.6
500k	6.0
550k	4.9

The following is from MacKay and Company, which surveys large fleets to determine concerning their quarterly utilization rates and aftermarket demand on a select number of

components:

For a Class 8 tractor/truck, in Years 1-3, the non-warranty parts consumption on average is equal to \$2,240 per year, making the three-year total \$6,720. For Years 4-6, the annual average is \$5,758 with the three-year total \$17,274.

To see one fleet's final analysis, please [click here](#).

CTP Profile: Richard Evans, CTP



Richard Evans, CTP

"The CTP designation provided me with not only solid credentials to advance my career but also with an opportunity to measure my skills against peers from different backgrounds within the private fleet community and to broaden my knowledge of trends and best practices."

The wide range of professional experiences Richard Evans accumulated in the nearly 20 years leading up to 1996, when he sat for CTP Exam, helped prepare him not only to pass the exam but to do so with a score that earned him Top Graduate honors. Not content to rest on his laurels, he put the CTP to good use to help navigate a variety of complex and demanding transportation challenges he has held since.

Evans began his career as a driver for several different companies. After five years behind the wheel, he joined Carter's Childrenswear in Griffin, GA in 1981, first as Dispatcher and later as Operations Manager.

After attaining his CTP in 1996, he became Private Fleet Manager for Johns Manville, based in the Shenandoah Valley of Virginia. Later he assumed the role of Northern Region Transportation Manager and then Logistics Manager for the company's Roofing System Group. In 2005, he accepted a position as Transportation Manager with Valley Proteins in Winchester, VA. In 2007, he was named to his current role as Director of Transportation.

"As I think back over more than 30 years in transportation and see the tools that we have today it's hard to realize that in my first role as a dispatcher all that I had was a handwritten

dispatch sheet, a Rolodex and a phone."

Evans has relied on his skills and updated knowledge base to handle the diverse transportation requirements of Valley Proteins.

A central value proposition offered by the company is the safe, sanitary handling practices that customers can ensure that their used cooking grease and frying oil is collected and recycled, that their fat and bone by-products from meat cutting is removed; and that their grease traps are pumped.

To read about transportation challenges Richard faces, please [click here](#).

Private Fleet Management Online



The Private Fleet Management Online® (PFMO) program officially launched October 15 as a joint enterprise of the National Private Truck Council and Instructional Technologies. This exceptional learning system breaks new ground in the field of training with an interactive, multimedia e-book, how-to guide, and reference manual targeted specifically for private fleet management professionals at all levels.

PFMO consists of a five-volume, comprehensive e-book with more than 900 pages. It features the five core disciplines of private fleet management —

Operations, Safety, Human Resources, Finance and Equipment and Maintenance — and is based on best practices, strategies and operational excellence practiced by the nation's leading private fleet companies.

The combination of NPTC's network of top private fleet practitioners with their subject matter knowledge and Instructional Technologies' sophisticated state-of-the-art technology systems and applied expertise makes this new system the most innovative and comprehensive fleet management training service ever available to the private fleet industry.

The PFMO was designed for two primary groups. The first group uses it to study, to help advance their career, to broaden their horizons, or to tackle new responsibilities at work. They want to understand the fleet and how it runs. For those people, PFMO lets you take notes, bookmark sections, and learn through text, video, and more. The second audience — and every fleet manager, for that matter — will use PFMO on a daily basis as a reference guide in their pocket. PFMO works on any mobile device or web browser. Visit www.instructiontech.net/pfmo for more information.

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

Coming Events

**PRIVATE FLEET MANAGEMENT
INSTITUTE** January 19-23, 2013
Jacksonville, FL

NPTC 2013 ANNUAL CONFERENCE
April 28-30, 2013 Cincinnati, OH

NATIONAL SAFETY CONFERENCE
September 12-13, 2013 Herndon, VA

Award Applications Due February 1

NPTC is now receiving applications for the following recognition awards to deserved individuals and companies for their loyalty, hard work and accomplishments.

FLEET SAFETY AWARDS

These awards, co-sponsored by Bridgestone Bandag Tire Solutions, recognize fleets for outstanding and/or improved safety records based on their crash rates. First, Second and Third Place awards are given for Large and Small fleets in each of the three operational

categories (local, regional, mixed). These awards also present Gold, Silver and Bronze Seal Certificates to private fleets that have reduced their vehicle accident frequency rates. [Applications](#) must be postmarked by Friday, February 1, 2013.

DRIVER HALL OF FAME

The NPTC Driver Hall of Fame, sponsored by Bridgestone Bandag Tire Solutions, honors four exceptional drivers each year who are inducted into this elite

group. The minimum qualifications – a driver must have driven two million miles, 20 years or 50,000 hours with no preventable accidents. In addition, NPTC awards “honorable mention” to up to another four drivers. Drivers must be a regularly-employed full-time, leased, or dedicated driver of an NPTC member company who is actively driving until time of induction. [Applications](#) must be received by Friday, February 1, 2013.

About NPTC...

Founded in 1939, the National Private Truck Council is the only national trade association exclusively representing the interests of the private truck industry and corporate/business private truck fleet management. With an actively engaged leadership team of Board representatives, member volunteers and staff, NPTC in the past decade has grown significantly to serve a rising professional class of private fleet practitioners meeting the

challenges of modern corporate transportation. NPTC is the leading learning resource center, government affairs advocate, and business networking culture for America's top private fleet and supplier member companies. The Council produces benchmarking, best practices, and economic data reports on the private fleet market; administers the highly regarded Certified Transportation Professional (CTP) training

program, and conducts the Annual Education Management Conference and Exhibition, the Private Fleet Management Institute, and the National Safety Conference.

The NPTC Institute is an IRS-approved 501 (c) (3) non-profit corporation that oversees the education, training and certification programs of NPTC.



Editor:

Tom Moore, CTP
Sr. Vice President
tmoores@nptc.org

Managing Editor:

Kristen M. Todd
Education Manager
ktodd@nptc.org

Contact Us:

NPTC
950 N. Glebe Road
Suite 530
Arlington, VA 22203-4183

PHONE:
(703) 683-1300

FAX:
(703) 683-1217

www.nptc.org