



CTP® Insider

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



Winter 2014

PFMI – In-Depth Training, All-Star Faculty

Quarterly Highlights

- Private Fleet Management Institute
- NPTC 2014 – Save the Date!
- Safety Awards Applications Due

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The National Private Truck Council (NPTC) will hold its annual Private Fleet Management Institute

January 18-22, 2014 at the Omni Jacksonville Hotel in Jacksonville, FL. The Private Fleet Management Institute is a five-day intensive educational program offering courses on Fleet Finance, Operations, Legal, Regulatory and Safety Compliance, Human Resources, Maintenance and Equipment.

Over the five-day course, beginning January 18th through January 22nd, the PFMI will have more speakers and a larger line-up of highly interactive roundtable discussions featuring multiple, dynamic cross-currents of new ideas and best practices – all centered around the five core subject-matter areas of fleet finances; operations; legal/HR; safety and regulatory compliance, and maintenance/equipment.

More than ever before, the 2014 is an even deeper, more comprehensive immersion into best practices, benchmarking and operational excellence found among leading

private fleet practitioners – many operating at world class levels of excellence.

Also new in 2014 is a break-away metric to scorecard the PFMI as a total learning experience expressed in tactical terms: attendees will be exposed to dozens of new, innovative take-away ideas which can be put into practice in managing or providing services to a private fleet operation.

These ideas come from a wide range of topics including: the long-range outlook for private fleets as a major component in the matrix of corporation transportation solutions; benchmarking strategies to enhance fleet value and improve customer service; justification of the private fleet up the corporate hierarchy; understanding the importance of constantly “selling” and communicating to customers and upper management the continued private fleet differentiated value; and understanding the importance of continuing education for fleet practitioners to keep up with latest technology and products, among others.

The program provides an excellent resource for those studying to take the Certified Transportation Professional certification examination scheduled for February 8, 2014 at some 40 locations across the country. In fact, the PFMI is preceded by a full-day workshop to help candidates prepare for the exam.

For more information about PFMI or the CTP Exam Prep Workshop, visit NPTC’s website at www.nptc.org.

With 105 attendees, PFMI 2014 will enjoy the largest registration in the history of the program, and the CTP Class of 2014 has the potential of breaking the all-time record of 69 graduates set in 2012 with more than 70 candidates scheduled to sit for the CTP Exam in February.



In The News



Randy Perry, CTP

Randy Perry, CTP, Fleet Safety Manager with Frito-Lay Corporation, has been elected to the Trucker Buddy Board of Directors; **Matt Woodruff, CTP**, is now Sr. Customer Project Manager at PeopleNet; **Brett Quigley, CTP**, is now Director of Fleet Management and DOT

Compliance at Nuverra Environmental Solutions; **Steve Ferrell, CTP**, is now Director - Supply Chain Integration at PepsiCo; **John Anderson, CTP**, is now Senior Manager Business Development at Omnitracs; **Mick Wenger, CTP**, is now Manager,

Business Development at Omnitracs, LLC; **Joey Wood, CTP**, is now Field Services Manager at PeopleNet; and **Brian Antonellis, CTP**, was recognized for running the Pepsi Beverages Fleet Shop of the Year award.

NPTC 2014 Annual Conference ~ Save the Date!



Make your plans now to attend the NPTC 2014 Annual Education Management Conference and Exhibition **April 13-15, 2014** 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 2014 Annual Education Management Conference and Exhibition include:

- Managing Big Data
- Lean Six Sigma

- Positioning Your Private Fleet for Success
- Enhancing Asset Management
- The Driver's Role in Enhancing Fuel Economy
- Professional Driver Training
- Enhancing Customer Service
- Using For-Hire Authority to Improve Backhaul Efficiency
- Natural Gas Technology
- Route Optimization

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, tmoore@nptc.org.

Q. What's the best way to prepare for the CTP Exam or to get the most out of the Private Fleet Management Institute?

A. While that answer varies depending upon individual experience, NPTC and Instructional Technologies, Inc. are encouraging CTP candidates and PFMI attendees to prepare by using the [Private Fleet Management Online](#)®, an interactive, multimedia

e-book that's a how-to guide and reference manual for managers of private fleets. safety, adherence to company standards, regulatory compliance, and community service.

The comprehensive, five-volume e-book set spans the five core disciplines of private fleets, and is based on best practices, strategies and operational excellence gleaned from the nation's leading private fleet practitioners.

The content is part training material, part resource for best practices, and part reference guide for ever-changing regulations and technologies. The 900+ "pages" cover Equipment and Maintenance, Operations, Safety and Compliance, Human Resources and Finance.

For more information, visit Instructional Technologies: www.instructiontech.net/pfmo

CTPs Fill Out the Faculty at the 2014 PFMI

A faculty consisting of nearly 20 of the nation's most respected and experienced private fleet management professionals – the largest number in PFMI history – will guide the learning experience through a series of workshops, panel/individual discussions, and lecture formats to enhance the educational experience of attendees and ensure an enriched understanding and appreciation for the key private fleet management disciplines.

Many thanks to the speakers, presenters and facilitators without whose

help the Institute would not be possible:

- Stacey Stivers, CTP, Kellogg Company
- Elizabeth Wells, CTP, Bridgestone Americas Tire Operations, LLC
- Douglas Sanford, CTP, The Britt Hunt Company
- Bedford Monday, CTP, Schwans Consumer Brands, Inc.
- Chris Fada, CTP, Ross Transportation
- Gary Strausbaugh, CTP, The Mennel Milling Company
- Billy D'Souza, CTP, BCT, Inc.
- Jill Glenn, Dedicated Sleep
- Ed Welch, CTP, Perdue Farms
- Mari Roberts, CTP, Frito-Lay, Inc.
- Scott Roberts, CTP, Daryl Flood Relocation & Logistics
- Bill Hartman, CTP, NEP Broadcasting
- Randy Perry, CTP, Frito-Lay, Inc.
- Jeremy Decker, CTP, The Mennel Milling Company
- Sam Richardson, ADM Trucking, Inc.
- Dan Norris, CTP, Pepsi Beverages Company
- Kirk Rutherford, CTP, Bridgestone Americas Tire Operations, LLC
- Dawn O'Connell, True Value Company

Private Fleet Management Learning Opportunities

NPTC/IDEALEASE 2014 SAFETY SEMINARS

NPTC, in partnership with Idealease of North America, is again offering a series of one-day Safety & Compliance Seminars in 37 locations throughout North America. The one-day seminars will focus on basic safety and compliance, regulation changes and CSA. The seminars will be available to all NPTC members at no charge. The seminar provides important information applicable for both the novice and experienced transportation professionals. To view the schedule and register for an upcoming seminar in 2014 click on the following link:
www.idealase.com/safety

NPTC/J.J. KELLER 2014 WEBCAST SERIES

NPTC has teamed with J. J. Keller & Associates to bring you an informative 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 37 presentations for you to download and review at your convenience.

Not only are these topics included as part of the new CTP training curriculum, existing CTPs can get recertification points for "attending." While downloading an 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!

This year's schedule includes:

Hours of Service/Electronic Data Devices

March 5, 2014

Managing Your CSA Scores

May 14, 2014

How to Survive a DOT Intervention

July 23, 2014

Regulatory Update

October 22, 2014

For more information or to register for an upcoming event, please visit:
www.jjkeller.com/nptcinfo

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James Stevenson, TMW Systems Inc.
Gary Strausbaugh, CTP, The Mennel Milling Company
Ryan L. Streblow, J.J. Keller & Associates
Don Thornton, DAT
Neil Vonnahme, PACCAR Leasing Company
Ed Welch, CTP, Perdue Farms, Inc.
Monica Wyly, CTP, Omnitrac, LLC
Gary Petty Ex-Officio, National Private Truck Council

Coming Events

CTP Exam Prep Workshop
January 17, 2014, Jacksonville, FL

PFMI
January 18-22, 2014 Jacksonville, FL

2014 CTP Exam
February 8, 2014 at regional locations

NPTC Annual Conference
April 13-15, 2014, Cincinnati, OH

Award Applications Due February 7

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

FLEET SAFETY AWARDS

These awards, co-sponsored by DriveCam powered by Lytx, 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 7, 2014.

DRIVER HALL OF FAME

The NPTC Driver Hall of Fame, sponsored by DriveCam powered by Lytx, 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 7, 2014.

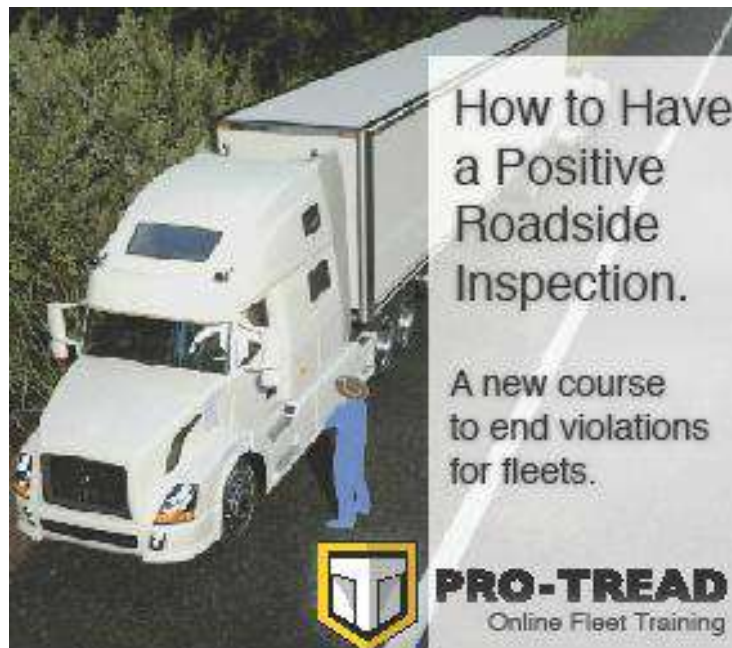
About NPTC

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.



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