

# CTP Insider

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

Winter 2023

## Quarterly Highlights

- **NPTC 2023  
Going to Orlando**  
PAGE 3
- **CTP PROFILE –  
David Fontana, CTP**  
PAGE 4
- **2023 Safety Awards  
Application**  
PAGE 5

## Inside This Issue:

- **CTP Exam Prep  
Workshop**  
PAGE 2
- **Coming Events**  
PAGE 5



## NPTC'S 2023 PRIVATE FLEET MANAGEMENT INSTITUTE BEGINS IN TWO WEEKS!

**N**PTC IS PLEASED TO ANNOUNCE THE PRIVATE FLEET MANAGEMENT INSTITUTE (PFMI) WILL BE HELD JANUARY 14-18, 2023, at the Omni Orlando Resort in Championsgate Florida. The PFMI content is specially developed to provide you with the tools and resources to respond effectively to today's transportation and logistics environment in a COVID-shaped world. The program promises to deliver insights into the most forward-thinking solutions of the day.

PFMI provides a rigorous learning environment in which attendees will be exposed to a series of general session presentations; roundtable break-out discussion groups; structured networking activities; applied learning exercises, and collaborative team-building through case study analysis and competitive presentations on the final day. Every attendee is expected to know transportation, have experience in the industry, and be a contributor.

The Institute provides one of the most effective ways of refreshing your knowledge base and preparing for the 2023 CTP Examination set for Saturday, February 11, 2023. This accelerated five-day "graduate level" program details the core curriculum deemed by the industry's leading practitioners as essential for on-the-job success. The knowledge you'll acquire in this interactive learning experience will provide you with a strong foundation in the following areas:

- Private Fleet Benchmarking, Key Metrics and Best Practices
- Understanding and Using Financial Reports and Budgeting
- Developing Effective Communications Strategies
- Data Management Strategies to Strengthen Your Fleet
- Establishing Key Performance Indicators (KPIs) That Drive Improvement



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**PFMI Continued**

- Creating a Culture of Retention
- Inbound Logistics, Backhauling & Collaborative Logistics
- Determining True Fleet Costs
- Delivering Customer Service: The Private Fleet Advantage
- Network Optimization: Right Sizing the Private Fleet vs. Outside Carrier Capacity
- Implementing Active Safety Technologies
- Environmental Sustainability Initiatives
- Total Cost of Ownership, Life Cycle Costing and Trade Cycles
- The Hiring Process: Organizational Assessment and Interviewing
- Lessons Learned from COVID-19
- Optimization Protocols: Routing and Trailer Utilization
- Financial Models for Private Fleets: Profit Center vs. Cost Center
- Managing Remote Locations
- Spec'ing Strategies
- Driver Incentives, Rewards and Recognition
- Return on Investment Measures
- Onboarding and In-Service Training and Coaching
- Integrating Third Parties into Private Fleet Management Protocols
- Key Compliance Strategies – Raising the Bar
- Compensation and Performance Incentive Strategies
- Increasing Driver Utilization
- In-House vs. Outsourced Maintenance Management
- Best Practices in Driver Recruiting and Screening

**NPTC ANNOUNCES PFMI FACULTY**

NPTC is pleased to thank the following private fleet professionals for sharing their insights, best practices and experiences as members of the faculty of the 2023 Private Fleet Management Institute:



**Jeff Eisaman, CTP**  
Sr. Regional Manager  
CLI Transport/Sheetz



**Kathy Fellenstein, CTP**  
Recycling EHS Manager  
International Paper



**Keith Frantz, CTP**  
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**Gary Petty**  
President and CEO  
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Frito-Lay, Inc.



**Steven Roberts, CTP**  
Manager, Fleet Operations  
Deseret Transportation



**Mike Schwersenska, CTP**  
General Manager Brakebush  
Transportation, Inc.



**Gene Tierney, CTP**  
Director Transportation Operations,  
Albertsons Companies



**Cris Wallace, CTP**  
Fleet Safety Manager  
Holland Company, L. P.



**Tracy Whisnant**  
Driver/Dispatch Manager  
Merchants Distributors, LLC



**Duane Wood, CTP**  
Sr. Director of Transportation  
Albertsons Companies



**Cassie Wood, CTP**  
Transportation Manager  
BCT, Inc.

# CTP EXAM PREP WORKSHOP

**NPTC WILL ONCE AGAIN OFFER THE CTP EXAM PREP WORKSHOP ON FRIDAY, JANUARY 13, 2023** at the Omni Orlando Resort in Championsgate Florida. Offered in conjunction with the PFMI and requiring a separate registration fee, the Workshop is one of the most effective ways to prepare for the CTP Exam.

Tom Moore, CTP, Executive VP of the National Private Truck Council, will guide attendees through a series of instruction and applied learning exercises to provide insights into the construction of the CTP Exam, strategies to successfully navigate the exam.

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

## In the News



**Jeff Eisaman, CTP**, has been promoted to Sr. Regional Manager of Transportation for Sheetz Inc./ CLI Transport, LP.



**Bill Lundquist, CTP**, has started a new position as Service Desk Lead at Foxbox Digital.



**Cris Wallace, CTP**, has been named Fleet Safety Manager at Holland LP.



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## IT'S NOT TOO LATE TO JOIN THE CTP CLASS OF 2023

**N**PTC IS PLEASED TO ANNOUNCE THAT MORE THAN 88 PEOPLE WILL BE SITTING FOR THE CTP EXAM ON FEBRUARY 11. If you are interested in earning your Certified Transportation Professional® (CTP) designation, there is still time.

Candidates are encouraged to register immediately for their places in the Class of 2023. NPTC is pleased to thank J. J. Keller & Associates, Inc., the official sponsor of the CTP program.

By earning the CTP designation, private fleet professionals demonstrate a commitment to the private fleet industry, to an ongoing pursuit of career advancement, and to continuing enhancement of their knowledge and skills. Since 1993, more than 1,500 transportation professionals have earned the right to use the CTP® designation after their names.

The CTP exam will take place on Saturday, February 11, 2023. For program information, please email Kristen Todd, Director of Education and Certification at [ktodd@nptc.org](mailto:ktodd@nptc.org) with any questions.

The Certified Transportation Professional exam shall be delivered virtually, administered by the candidates themselves in an open-book, honor-system format without proctors and further that the grading of the exam shall be conducted using a virtual model with graders working in teleconference calls and online team meeting systems, replacing “live” in-person meetings and eliminating the expense of lodging and travel.



**M**AKE YOUR PLANS NOW TO ATTEND THE NPTC 2023 ANNUAL EDUCATION MANAGEMENT CONFERENCE AND EXHIBITION in May 7-9, 2023, at the at the Hyatt Regency Hotel and the Orange County Convention Center in Orlando, FL. NPTC 2023 will feature general sessions, workshops and interactive roundtable discussions as well as an exhibit – all geared at improving your knowledge of private fleet operations, awareness of best practices from other leading private fleet professionals, and exposure to top private fleet resources, solutions and suppliers.

The Annual Conference Planning Committee, representing both Fleet and Allied NPTC Member companies, has assembled an expanded line-up of 30 high-impact education workshops that will be offered. The Exhibit Hall is quickly filling up with companies that will be showcasing state-of-the-art equipment, technology and services catering to the transportation industry.

**Save the Date: May 7 - 9, 2023 — You Must be Present to Win!**



# CTP PROFILE

BY GARY PETTY  
PRESIDENT AND CEO  
NATIONAL PRIVATE TRUCK COUNCIL



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**David Fontana, CTP**  
Sr. Transportation Manager  
Customer Satisfaction  
AutoZone, Inc.

## “Relationships as Important as Solutions”

**D**AVID FONTANA, CTP, GREW UP IN MONROE, LOUISIANA, and graduated from Louisiana State University in Baton Rouge, where he majored in finance and accounting. He later earned his master’s in finance from the University of St. Thomas in Texas.

Upon graduation from LSU, Fontana took what appeared to be a dream job in Houston. Prior to doing so, he was offered a position at the formerly renowned and later defunct investment firm of Bear Stearns. He turned this down for an apparently better career start as senior specialist analyzing tariff rates at the Enron Corp., the defunct oil and gas giant. At the time of his hire, Enron was the premier derivatives commodities trader in the world. Fontana remained at the company for over three years until it suddenly shut down at the end of 2001.

“It was a prestigious but short-lived gig,” Fontana said. “Enron gave me a great learning opportunity; the silver lining for me was learning skill sets that I’m still using today.”

Fontana decided to leave the energy field and get into transportation. He assumed his current role with AutoZone in 2015.

“The company is a great fit for me,” Fontana said. “I could not be more happy working in such a supportive environment with wonderful people—‘AutoZoners’ as we’re known. Our culture of 100,000 employees is amazingly supportive. Our official pledge puts customers first, cares about people, strives for exceptional performance, energizes others, embraces diversity, and helps team succeed.”

AutoZone is the largest retailer of aftermarket automotive parts and accessories in the United States. The company’s private fleet makes more than half a million store deliveries safely and on time each year to over 6,000 domestic AutoZone retail stores. Operating at this scale requires the kind of flexibility that a static fleet cannot offer. For the past 20 years, AutoZone has taken a unique approach to backhaul by partnering with its trusted vendor community.

The company works with key vendors and uses a combination

of their private store delivery fleet and 3PL carriers to pick/haul inbound products to AutoZone’s 10 distribution centers. Half of all inbound freight is moved this way allowing better visibility of purchase orders and improved lead times over vendor-managed freight.

A cross-dock process combines these orders along with other AutoZone freight for more than 80% efficiency on daily outbound loads. This combination of AutoZone drivers and carriers allows the private fleet to be flexible with business needs so there is always capacity for on-time retail store deliveries. With operating at less than 1% inbound and outbound empty miles, AutoZone’s private fleet has brought great value to the total business. In recognition

of their successful program, AutoZone was honored with NPTC’s Excellence in Back-haul Award for 2022.

AutoZone has been active with NPTC for several years. Fontana attended the CTP Exam Prep Workshop, the Private Fleet Management Institute, and graduated with the CTP Class of 2019. “The level of professionalism and wealth of knowledge is extraordinary,” Fontana said. “I highly recommend the experience to anyone. The opportunity to connect with other CTPs is priceless, especially from other companies with similar retail environments.”

Fontana sees NPTC’s Benchmarking Report as a great tool for fleet justification. “We’re big believers and have participated over the past several years. Learning about best practices from other CTP-member companies has helped our fleet meet the challenges of AutoZone’s double-digit growth the last three years.”

“The PFMI and CTP program covers a tremendous amount of material and it’s very challenging. You get exposed to the fleet and supplier/vendor perspectives and appreciate even more how critical these partnerships are to success. As a fleet manager, I am constantly looking for a better way.”

“A big takeaway from my NPTC engagement is that relationships are as important as solutions,” Fontana emphasized.

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“The opportunity to connect with other CTPs is priceless, especially from other companies with similar retail environments.”

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**Adrian Knight**, President & CEO, SleepSafe Drivers  
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**Rodney Wilson**, CTP, Director of Logistics – Central/SE Region, Walgreen Oshkosh  
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## NPTC ANNOUNCES 2023 SAFETY AWARD APPLICATIONS

**NEXT**  
eMOBILITY SOLUTIONS

**NPTC and NEXT eMOBILITY SOLUTIONS** have teamed up once again to offer two different ways in which your fleet and your drivers can be recognized for improving highway safety:

**FLEET SAFETY AWARDS:** These awards recognize fleets for out-standing and/or improved safety records based on their crash rates. First, Second and Third Place awards distinguish fleet companies in the operational categories of Local, Regional, and Mixed. These awards also present Gold, Silver and Bronze Seal Certificates to private fleets with terminals that reduced their vehicle accident frequency rates. Applications must be received by Friday, February 3, 2023.

**DRIVER HALL OF FAME:** The NPTC Driver Hall of Fame honors four exceptional drivers each year who are inducted into this elite group. Driver applicants must meet the minimum qualifications of three million miles, 20 years or 50,000 hours with no preventable accidents. 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 3, 2023.

## MONTHLY LEGISLATIVE/REGULATORY COMMITTEE CONFERENCE CALLS

**AS A REMINDER, ALL NPTC MEMBERS ARE INVITED AND ENCOURAGED TO PARTICIPATE IN THE WASHINGTON REPORT,** the monthly conference call of the Legislative and Regulatory Committee sponsored by Centerline. The call features NPTC General Counsel Rick Schweitzer's Washington Report. The meeting is held on the second Monday of each month at 11:30 a.m. EST. Last month more than 70 members registered to participate in the conference call presentations for each monthly report by logging in.



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## COMING EVENTS:

**CTP EXAM PREPARATION WORKSHOP**  
January 13, 2023, Orlando, FL

**PRIVATE FLEET MANAGEMENT INSTITUTE**  
January 14-18, 2023, Orlando, FL

**CTP® EXAMINATION**  
February 11, 2023

**NPTC ANNUAL CONFERENCE & EXHIBITION**  
May 7-9, 2023, Orlando, FL

**NATIONAL SAFETY CONFERENCE**  
September 6-8, Orlando, FL



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