



By Gary Petty, president and CEO of the National Private Truck Council. His column appears monthly in *Fleet Owner*. The council's website is [www.nptc.org](http://www.nptc.org).

### CTP CLASS OF 2013 NOW FORMING

Candidates for the Certified Transportation Professional® (CTP) program are encouraged to register now for their places in the Class of 2013. The Eligibility Application deadline is Oct. 1. By earning the CTP designation, you join a group of transportation professionals who have made a commitment to the private fleet industry, to an ongoing pursuit of career advancement, and to continuing enhancement of their knowledge and skills. Top management will readily identify you as a professional with the experience and knowledge to direct and administer a private fleet, traffic, or transportation operation.

Since 1993, nearly 900 transportation professionals have earned the right to use the CTP® designation after their names. To learn more about the CTP® program, visit [www.nptc.org](http://www.nptc.org), or contact Kristen Todd at [ktodd@nptc.org](mailto:ktodd@nptc.org) or call 703-838-8841.

### PRIVATE FLEET MANAGEMENT ONLINE

This month, NPTC and Instructional Technologies Inc. (ITI) launch the Private Fleet Management Online®, which will replace NPTC's Fleet Learning Center. This new program contains the most comprehensive resource guide to private fleet management ever assembled.

It has been carefully written and reviewed by leading subject matter experts in the discipline of private fleet management to ensure that it delivers education and training that is practical, relevant, real-job focused—and both convenient and affordable.

The training focuses on all aspects of a trucking operation: finance; fleet operational management; safety; human resources; and equipment and maintenance strategies.

## NATIONAL SAFETY CONFERENCE 2012

According to the 2012 Benchmarking Survey, NPTC members continued to improve their safety performance. Private fleets reported a lower DOT recordable crash rate of 0.48 crashes per million miles. The Federal Motor Carrier Safety Administration (FMCSA) does not report an industry average crash rate for all motor carriers, but FMCSA does track average recordable truck crash rates for carriers that undergo compliance reviews. The average crash rate for audited carriers for the last three years is 0.725 crashes per million miles.

But that doesn't just happen. It takes a commitment to excellence, effective training programs, strong compliance, precision record-keeping, and a dedication to learning new strategies and industry best practices.

Last month, more than 140 fleet operations and safety managers from more than 50 transportation companies convened for NPTC's 10<sup>th</sup> annual National Safety Conference. They had an opportunity for peer-to-peer learning and exchange of information.

"Private fleets have worked hard to earn a reputation for unsurpassed safety excellence," said Randy Perry, CTP, fleet safety manager for Frito-Lay Inc. and chair of the NPTC Safety Committee.

This highly acclaimed conference features a unique format of presentations, 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.

Attendees heard from Anne Ferro, administrator for the Federal Motor Carrier Safety Administration, who spoke about the various safety initiatives her agency was working on. In addition, 15 other private fleet safety professionals spoke about a wide range of topics including active safety technologies, technology integration, sleep apnea, mitigating legal liability, pre-employment screening, driver wellness, behavior-based safety, and driver training. In addition, the conference offered breakout sessions on dealing with interventions, driver coaching and discipline, worker's comp, and safety metrics.

For more information, contact Tom Moore, CTP, NPTC senior vice president, at 703-838-8898 or [tmoore@nptc.org](mailto:tmoore@nptc.org).

### NPTC, ACT RESEARCH LAUNCH PRIVATE FLEET TRENDS REPORT

Last month, as part of its ongoing partnership, ACT Research and NPTC began collecting data for the Private Fleet Economic Trend Reports. These monthly and quarterly surveys are intended to increase the understanding of select operational and macroeconomic performance metrics in the private fleet arena. ACT and NPTC believe the results will dovetail with the NPTC Annual Benchmarking Survey, adding value by providing a further degree of granularity for use by private fleets in their quest for continuous improvement.

# coming events...

Mark your calendars now and reserve your space at the following upcoming events:

## CTP EXAM APPLICATIONS DEADLINE

November 15, 2012

## CTP EXAM PREPARATION WORKSHOP

January 18, 2013 Jacksonville, FL

## PRIVATE FLEET MANAGEMENT INSTITUTE

January 19-23, 2013 Jacksonville, FL

## CTP EXAMINATION

February 9, 2013 Various Locations

## NPTC ANNUAL CONFERENCE & EXHIBITION

April 28-30, 2013 Cincinnati, OH

## NATIONAL DRIVER ALL-STARS

Last month, as part of its National Safety Conference, NPTC recognized 24 private fleet drivers as NPTC National Driver All-Stars.

The recognition, in its fourth year of existence, honors those drivers for achieving heightened levels of customer service. In addition, the award, which is co-sponsored by Navistar Inc., recognizes those drivers who demonstrated high performance standards against their peer drivers throughout the country based on customer service, safety, compliance with company standards, regulatory compliance and community service.

The 24 all-stars were:

- Ronald Hake, ADM Trucking Inc.
- Kenneth Wasiewicz, CPC Logistics Inc., assigned to Benjamin Moore & Co.
- Mark Murphy, CPC Logistics Inc., assigned to Bridgestone Americas Tire Operations LLC
- Daniel Quinn, Castellini Group of Companies
- Troy Tarvin, CVS/Caremark
- Kevin McCusker, Frito-Lay Inc.
- Clinton Glover, Centerline Drivers LLC, assigned to GAF Materials Corp.
- Matthew Strickland, CPC Logistics Inc., assigned to Hospira Inc.
- Dana Alitz, CPC Logistics Inc., assigned to John Deere & Company
- Charles Hartley, Kraft Foods Inc.
- Steven Martin, Maines Paper & Food Service
- Freddie Spivey, Marathon Petroleum Co. LP
- Gary Pugh, CPC Logistics Inc., assigned to Moen Inc.
- Joshua Luebke, CPC Logistics Inc., assigned to NAPCO
- James K. Walker, CPC Logistics Inc., assigned to National Gypsum Co.
- Terry Medill, CPC Logistics Inc., North West Foods
- John Michael Dunbar, Orscheln Farm & Home LLC
- Dennis Loar, Shenandoah's Pride Dairy/Dean Foods
- Dean Sweinhart, Contract Transportation System/Sherwin Williams
- Leonardo Montes-Corral, CPC Logistics Inc., assigned to Toyota Quality Parts Express
- Robert Akey, True Value Co.
- Jerrold Fecio, Upstate Niagara Cooperative
- Gary Knappenberger, CPC Logistics Inc., assigned to Walgreen Oshkosh Inc.
- Bob Aukamp, Wenger Feeds Inc.

Go to [www.nptc.org](http://www.nptc.org) for more information.

## A LEARNING OPPORTUNITY

The National Private Truck Council will hold its 2013 Private Fleet Management Institute January 19-23, 2013, at the Omni Jacksonville in Jacksonville, FL.

No matter what your official title is, today's transportation and logistics environment demands excellence. You need a variety of skills that lead to outstanding performance in every aspect of your job. NPTC's five-day Private Fleet Management Institute provides the most comprehensive and intensive instruction, education and learning experiences led by the industry's top practitioners and designed to enhance your personal and professional mastery of private fleet management.

In addition, the Institute provides one of the most effective ways of refreshing your knowledge base and preparing for the 2013 CTP examination set for Saturday, Feb. 9, 2013. 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:

- Justifying the private fleet
  - Network optimization
  - Communicating private fleet value by partnering with corporate finance, human resources, and safety
  - Improving fleet planning, make-up and utilization
  - Attracting, recruiting and developing drivers
  - Developing effective safety programs
  - Creating, understanding and using financial reports
  - Creating maintenance standards—managing outsourced relationships
  - Reverse logistics: building backhaul profitability
- For more information about the Private Fleet Management Institute and how to register, go to [www.nptc.org](http://www.nptc.org).

## 2012 BENCHMARKING SURVEY

NPTC has released its 2012 Annual Benchmarking Survey, which examines a number of private fleet-related issues and is designed to validate private fleet performance based on comparative peer data; to identify areas of improvement and opportunity; and to highlight significant trends affecting private fleet practitioners.

Working together with a Benchmarking Steering Committee, NPTC staff designed and updated a 60-question survey that was emailed to all NPTC Fleet Member companies. Preliminary information was presented on May 1 at the Benchmarking Summit, where industry professionals divided into operationally distinct groups to scrub and refine the data. A total of 96 companies participated in the survey.