

# CTP Insider

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

Winter 2017

## Quarterly Highlights

■ **NPTC 2017 Save the Date**  
PAGE 2

■ **CTP Recertification**  
PAGE 6

## Inside This Issue:

■ **CTP PROFILE –  
Cameron Hafer, CTP**  
PAGE 3

■ **2017 Webcast Series**  
PAGE 4

■ **Coming Events**  
PAGE 5

■ **In the News**  
PAGE 5

■ **Awards Applications**  
PAGE 5

## PRIVATE FLEET MANAGEMENT INSTITUTE: *In-Depth Training & All-Star Faculty*

**M**ORE THAN 80 PEOPLE ARE EXPECTED TO ATTEND NPTC's 2017 Private Fleet Management Institute, scheduled for January 14-18, 2017 at the Omni Jacksonville Hotel in Jacksonville, Florida. The Institute features 20 top-notch expert private fleet practitioners as speakers ([click here for Faculty Profile](#)), five days of intense and substantive state of industry topics ([click here for agenda](#)), and a terrific mix of Fleet and Supplier/Vendor representative attendees representing a broad cross-section of business.

"The NPTC 2017 Private Fleet Management Institute will be breaking new ground," said **Mari Roberts, CTP**, Chair of the NPTC Institute Board of Governors and Director, Logistics, Distribution and Transportation for Frito-Lay's Dallas Metroplex. "In today's constantly changing business environment, private fleet managers are being challenged by rising equipment costs, rising labor costs, and rising data demands all while constantly demonstrate a positive return on the corporate investment in the private fleet."

"Not only does the Private Fleet Management Institute help them justify their private fleet operations," she added, "it helps them uncover new ways to enhance their operating knowledge and expand their personal and professional effectiveness."

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.

The PFMI curriculum provides a rigorous learning environment in which attendees will be exposed to the foundational core disciplines of private fleet management through a series of presentations, round-table discussions, structured networking activities and applied learning exercises.

Furthermore, the PFMI provides one of the most effective ways of refreshing your knowledge base and preparing for the 2017 CTP Examination set for Saturday, February 11, 2017. Please note there is a special Exam Preparation Workshop that immediately precedes the Institute, on Friday, January 13. A separate registration is required. There are still sponsorship opportunities available. Please contact Kristen Todd ([ktodd@nptc.org](mailto:ktodd@nptc.org)) for sponsorship details.

## PFMI DAILY PROGRAM

### SATURDAY, JANUARY 14

General Session: Case Study in Private Fleet Excellence

*ROTATIONAL SESSIONS:* Strategic Tools and Resources to Enhance the Private Fleet Value Proposition

- Sustaining Upper Management Support: Ongoing Communications and Justification Selling
- Root Cause Analysis: Converting Data into Actionable Intelligence
- Lean Transportation Management Disciplines

*continued on page 2*



**PFMI 2017** *Continued*

- Delivering Tailored Customer Service Value: The Private Fleet Advantage Networking Reception

**SUNDAY, JANUARY 15**

Networking Breakfast

General Session: Private Fleet Case Study in Excellence

*ROTATIONAL SESSIONS:* Organizational Strategies to Drive Operational Excellence

- Optimization Protocols: Routing, Trailer Utilization, Capacity Management
- Inbound Logistics, Backhauling & Collaborative Logistics
- Right-Sizing Business Models: Private Fleet vs. Outside Carrier Capacity Ratios
- Benchmarking: Establishing Performance Driven Key Performance Indicators (KPIs)

*ROTATIONAL SESSIONS:* Financial Strategies and Tools

- Financial Models for Private Fleets: Profit Center vs. Cost Center
  - Determining True Fleet Costs
  - Understanding and Using Financial Reports and Budgeting to Drive Excellence
  - Return on Investment Measures
- Football Party

**MONDAY, JANUARY 16**

Networking Breakfast

General Session: Private Fleet Case Study in Excellence

*ROTATIONAL SESSIONS:* Human Resources – Building the Quality Driver Team

- Recruiting, Cultural-Fit Assessment, Interviewing, Screening and Hiring
- Onboarding and In-Service Training, Coaching, and Professional Development
- Overcoming the Driver Shortage and Capacity Issues with Driver Retention Strategies that Really Work
- Compensation and Performance Incentive Strategies

*ROTATIONAL SESSIONS:* Safety and Compliance

- Ensuring Safest Equipment: The Link Between Safety and Maintenance
  - Building a Strong Safety Culture and Commitment
  - Key Compliance Strategies – Raising the Bar
  - In-Service Performance Metrics
- Sponsored Networking Reception

**TUESDAY, JANUARY 17**

Networking Breakfast

General Session: Private Fleet Case Study in Excellence

*ROTATIONAL SESSIONS:* Safety and Compliance (*Repeat of Monday Sessions*)

*ROTATIONAL SESSIONS:* Equipment and Maintenance

- In-House vs. Outsourced Maintenance: Management Best Practices and Standards
- Lease vs. Buy
- Spec'ing Strategies
- Life Cycle Costing and Trade Cycles

**WEDNESDAY, JANUARY 18**

Networking Breakfast

Case Study Presentations

**PFMI FACULTY**

**Mike Ahart**

*Vice President of Transportation  
Dean Foods Company*

**Brian Antonellis, CTP**

*Fleet Dir., Great Lakes and Mid-West Regions  
PepsiCo North American Beverages*

**Jeremy C. Decker, CTP**

*Transportation Safety Manager  
Mennel Milling Company*

**John Diluna**

*Corporate Fleet Manager  
W.B. Mason Co. Inc.*

**Chris Fada, CTP**

*General Manager  
Ross Transportation Services, Inc.*

**Robyn Goldberg, CTP**

*Director, Fleet and Asset Management  
Southern Glazer's Wine and Spirits – Supply Chain Management*

**Cameron Hafer, BAOL, MSHR, CTP**

*DOT Compliance, CMV Driver Development  
Trans Papa Logistics, Inc.*

**Bill Hartman, CTP**

*Sr. Fleet Manager  
VF Jeanswear*

**Bedford Monday, CTP**

*Facility Operations Manager – South  
Schwan Food Company*

**Tom Moore, CTP**

*Sr. Vice President  
National Private Truck Council*

**Gary Petty**

*President and CEO  
National Private Truck Council*

**Todd E. Porter, Esq., ARM**

*Vice President – Safety & Compliance  
Sentinel Transportation, LLC*

**Mari Roberts, CTP**

*Director, LD&T Dallas Metroplex  
Frito-Lay, Inc.*

**Kirk Rutherford, CTP**

*Manager, Private Fleet Maintenance & Equip.  
Bridgestone Americas Tire Operations, LLC*

**Mike Schwersenska, CTP**

*Director of Transportation/Logistics  
Brakebush Transportation, Inc.*

**Doug Simpson, CTP**

*Driver Recruiting Manager  
Castellini Group of Companies*

**Stacey Stivers, CTP**

*Distribution Center Manager  
Kellogg Company*

**Gary L. Strausbaugh, CTP**

*Vice President, Transportation  
Mennel Milling Company*

**John Van Geest, CTP**

*Manager Canadian Logistics and Fleet Services  
John Deere Canada ULC*

**Edward Welch, CTP, MBA**

*Capital Sourcing Manager  
Perdue Foods*

**Clint Wenger, CTP**

*Logistics Manager  
Coborn's, Inc.*

**Duane Woods, CTP**

*Director, Transportation Operations  
Albertson's Companies*



**NPTC2017: APRIL 30-MAY 2**

**NPTC IS PLEASED TO ANNOUNCE** its 2017 Annual Education Management Conference and Exhibition will be held April 30-May 2 in Cincinnati, OH. Formal registration will begin next month. Until then, mark your calendar and watch the *Weekly Update* for updates.

This year's show will feature an expanded series of educational workshops, insightful and informative keynote speakers, awards and recognition of the nation's top private fleet professional, peer-to-peer networking activities – all in a city that is centrally located for the majority of our members. Our long-term commitments to Cincinnati—the Hilton Cincinnati Netherland Plaza Hotel and the Duke Energy Convention Center—allow us to achieve excellent room rates, peerless service, and the top culinary selections to make your time in Cincinnati rewarding on all fronts.

**NOTE:** It has come to NPTC's attention that an organization identifying themselves as National Travel Associates may be contacting NPTC members informing them that the Hilton is sold out but that they (National Travel Associates) would book a room at one of our overflow properties. Neither NPTC nor the Hilton has authorized this activity. As this is likely a scam, we strongly urge you to refrain from having any discussions with this firm.

# CTP PROFILE BY GARY PETTY PRESIDENT AND CEO NATIONAL PRIVATE TRUCK COUNCIL



## **Cameron Hafer, CTP, MSHR**

Sr. Mgr. Transportation and Dot Compliance  
Trans Papa Logistics  
Papa John's International, Inc.  
Earned CTP in 2015  
Faculty Member of PFMI  
Speaker at Annual Conference; National Safety Conference; Webcast Series  
Member of The Board, NPTC Institute Board of Governors  
Member NPTC Safety Committee

## **“There’s Something To This”**

**R**AISED IN THE SAN FRANCISCO BAY AREA near Silicon Valley in the town of San Jose where his father was an IBM engineer, **Cameron Hafer, CTP**, attended excellent public schools and joined the U.S. Air Force after high school graduation. Initially trained as a firefighter, Cameron later specialized in radar systems and became an air crew member of AWACS surveillance aircraft monitoring the war between Iran and Iraq in the 1980s. After nine years of service in the Air Force, and cutbacks in military budgets, he decided to transition into civilian life working in the supply department of a county hospital. While doing this job for several years, he completed a bachelor's degree in organization leadership and a master's degree in human resources.

Later, Cameron worked for UPS at a sorting and package delivery facility for nine years, and six years after that for Cardinal Logistics running a delivery operation made up of owner-operators. In 2006, he joined Trans Papa Logistics, Papa John's Inc., as a transportation manager just as the company was beginning a major transition from use of outside 3PLs and for-hire carriers to bringing transportation operations under in-house management through a private fleet.

This transition evolved over several years and was completed in 2014. The result today is a private fleet of 480 employee drivers working from 10 quality control centers providing 100% of outbound deliveries to 3400 domestic restaurant locations twice a week and 60% of inbound shipments made to Papa John's Quality Control Centers.

“I have been privileged to be a part of this significant corporate transition.” says Cameron. “Change management is a big process which has helped us raise our quality standards even higher on a path of continuous improvement. We have a successful transportation team focused intensely on day-to-day involvement with delivery excellence, outstanding driver performance, and ongoing safety enhancements.”

Next year, the company will open its 11th Quality Control Center in Atlanta, a state-of-art facility which will introduce new ideas of operation, different types of trucks and possibly non-CDL drivers.

Papa John's first involvement with NPTC began in the fall of 2014 under the leadership of Cameron's boss, Eric Hartman, Vice President of QCC Support Services for PJ Food Service and Trans Papa Logistics, who authorized Cameron to attend the National Safety Conference and experience the Council's culture for the first time. “What I saw immediately is that NPTC, in an atmosphere of trust and confidence, makes a very focused effort to present true and honest feedback from successful fleet managers who unselfishly share their knowledge and experiences—objective and free of commercial selling pitches. The result is take-away value that can be put into the mix of decision-making back home.”

Cameron says Papa John's engagement with NPTC has helped the transportation team raise its skill level in terms of best practices and benchmarking data, and also helped make the business case for critical investment changes in technology and management systems. “Attending the Private Fleet Management Institute, going through the CTP program, and speaking at and attending NPTC events has given me access to the collective expertise of industry leaders,” he says. “Having earned the CTP gives credibility and validation to new solutions recommended for the company. Senior leadership looks at NPTC and the CTP program and has concluded ‘there's something to this’ which brings value to the company.”

In 2015, the company sent Cameron through the CTP program. In 2016, two other managers—David Fortener, CTP, Senior Transportation Manager, and Troy Kays, CTP, Corporate Transportation Safety Manager, completed the certification program. In 2017, Papa John's will be sending four individuals through the CTP program while challenging them with the objective of bringing back new ideas and innovative solutions based on their experiences.

“We see NPTC's Certified Transportation Professional® program as a proven winner and an important long-term corporate investment.”

# Webcast Series

**NPTC AND J.J. KELLER & ASSOCIATES HAVE TEAMED UP ONCE AGAIN** to host eight all-new safety related webcasts. The webcasts, which are free to all NPTC members, kick off in March and will be held in May, July and October. Topics that will be discussed this coming year include:

## March 15, 2017 “Pre-Employment Screening Protocols”

**Background:** Hiring qualified drivers with a long history of accident and violation free driving should be the goal for any transportation company. Technology is now available to assist in this process through a program developed by the Federal Motor Carrier Safety Administration (FMCSA). Motor carriers are able to screen driver applicants by registering in the Pre-employment Screening Program (PSP) where crash and inspection information is provided on potential new hires.

**Purpose:** This webcast will share information about what data is available, how it can be accessed, and how it can help improve your driving hiring effectiveness.

[Registration Link for NPTC.org:](https://jkkeller.adobeconnect.com/e2vk7dzghmp/vent/registration.html?campaign-id=NPTC.org)

<https://jkkeller.adobeconnect.com/e2vk7dzghmp/vent/registration.html?campaign-id=NPTC.org>

## March 16, 2017 “Entry Level Driver Training”

**Background:** As of February 2020, all entry-level drivers will be required to meet specific training requirements in order to obtain a commercial driver’s license (CDL), according to a long-awaited rule released late last year by the Federal Motor Carrier Safety Administration (FMCSA). The final rule establishes minimum training standards for interstate and intrastate drivers applying for their initial CDL, upgrading their current CDL, or obtaining a hazardous materials, passenger, or school bus endorsement for the first time. Individuals subject to the entry-level driver training requirements must successfully complete a prescribed program of instruction provided by an entity listed on FMCSA’s Training Provider Registry (TPR).

**Purpose:** This webcast will look into how fleets – ahead of mandated federal regulations – can build training programs that are compliant in both theory (knowledge) and behind-the-wheel (range and public road) instruction.

[Registration Link for NPTC.org:](https://jkkeller.adobeconnect.com/e4xn8nvsnx/vent/registration.html?campaign-id=NPTC.org)

<https://jkkeller.adobeconnect.com/e4xn8nvsnx/vent/registration.html?campaign-id=NPTC.org>

## May 10, 2017 “Drug and Alcohol Clearinghouse”

**Background:** The Federal Motor Carrier Safety Administration’s final rule for a DOT drug and alcohol clearinghouse requires FMCSA-regulated trucking companies, Medical Review Officers, Substance Abuse Professionals, and private, third-party USDOT drug and alcohol testing to record information about a driver who fails a drug and/or alcohol test; refuses to submit to a drug and/or alcohol test; and successfully completes a substance abuse program and is legally qualified to return to duty.

**Purpose:** This webcast will discuss how fleets can build strategies to comply with the new regulations.

[Registration Link for NPTC.org:](https://jkkeller.adobeconnect.com/e5hhupfwzwt/vent/registration.html?campaign-id=NPTC.org)

<https://jkkeller.adobeconnect.com/e5hhupfwzwt/vent/registration.html?campaign-id=NPTC.org>

## May 11, 2017 “Sleep Apnea and Fatigue Management”

**Background:** Insufficient sleep can decrease a commercial motor vehicle (CMV) driver’s level of alertness, which may increase the risk of a crash, yet little is known about effective ways to minimize that risk. Current research on the connection among hours of service, fatigue, and accident frequency for CMV operators is complicated by the difficulty of measuring driver fatigue objectively, the invasive nature of capturing measures of the amount and quality of drivers’ sleep, and many factors contributing to crashes that are unrelated to lack of sleep. In fact, an estimated 4,000 fatalities due to truck and bus crashes occur each year, 10 percent to 20 percent of which are estimated to involve fatigued drivers.

**Purpose:** This webcast will cover the current regulations governing driver fatigue as well as how fleets are ensuring a driver force which is well rested and ready to drive safely.

[Registration Link for NPTC.org:](https://jkkeller.adobeconnect.com/e2uhx7fhjnv/vent/registration.html?campaign-id=NPTC.org)

<https://jkkeller.adobeconnect.com/e2uhx7fhjnv/vent/registration.html?campaign-id=NPTC.org>

## July 12, 2017 “CSA and the Safety Management System”

**Background:** The Safety Management Cycle is a model that systematically assesses your company’s safety management practices and makes improvements where necessary. According to the FMCSA, safety can be achieved within your organization by putting this model in place. In fact, the agency recently trained 1000+ Federal and State Partner employees on this improved investigative process. The SMC moves beyond identifying what the safety violation is to why the safety performance issue is occurring so motor carriers can develop or refine policies, practices and operations to improve their safety performance.

**Purpose:** This webcast shows how to enhance efficiencies and reduce costs and fines

- in every aspect of safety programs by finding ineffective and wasteful procedures;
- saving time and money in paying fines and responding to regulatory compliance issues, and
- reducing the financial costs of crashes.

[Registration Link for NPTC.org:](https://jkkeller.adobeconnect.com/e4zrt0y5beq/vent/registration.html?campaign-id=NPTC.org)

<https://jkkeller.adobeconnect.com/e4zrt0y5beq/vent/registration.html?campaign-id=NPTC.org>

## July 13, 2017 “Roadside Inspections”

**Background:** Vehicle inspections make good sense, but are also required under law. A regimen of a complete pre-trip at the beginning of the day, walk-around inspection every time the vehicle is parked, and a post-trip at the end of the day is the best practice. Drivers also need to know what to check on the vehicle and how to spot defects, who to call when there is a problem, and how and when to submit documentation. This, coupled with a competent maintenance department or service, helps keep vehicles on the road in good shape while maintaining low CSA BASIC scores.

**Purpose:** This webcast reviews critical information and understanding about: performing vehicle inspections; filing out vehicle inspection forms; the consequences of a roadside DOT inspection; protecting equipment, and upholding a driver and organization’s reputation.

[Registration Link for NPTC.org:](https://jkkeller.adobeconnect.com/e1s7qowkn8k/vent/registration.html?campaign-id=NPTC.org)

<https://jkkeller.adobeconnect.com/e1s7qowkn8k/vent/registration.html?campaign-id=NPTC.org>

## October 18, 2017 “Hours of Service and the 34-Hour Reset”

**Background:** The federal HOS regulations have been around since the 1930s and are designed to keep fatigued truck drivers off the nation’s roadways. They are among the most-often violated of the FMCSA regulations—comprising about one-third of all roadside violations—and within the past decade have become disruptive, confusing, and the most-frequently revised of all federal driver safety regulations.

**Purpose:** This webcast will examine the federal HOS rules as they stand today including the most recent revisions, review the most significant changes that have been implemented, and discuss ways to deal with HOS compliance challenges.

**Registration Link for NPTC.org:**

<https://ijkeller.adobeconnect.com/e36jsldeord/evnt/registration.html?campaign-id=NPTC.org>

## October 19, 2017 “Electronic Logging Devices”

**Background:** The federal mandate of electronic logging devices that becomes effective at the end of this year will spur a dramatic increase in technology adoption next year, but implementation could be challenging as many carriers continue to wait as long as possible before installing the devices. What are the requirements of the new rules? What technologies comply? How do drivers comply during a roadside inspection? What benefits come with use of electronic logs?

**Purpose:** This webcast looks into strategies fleets have employed to comply with new federal regulations.

**Registration Link for NPTC.org:**

<https://ijkeller.adobeconnect.com/e26e6fu3f7z/evnt/registration.html?campaign-id=NPTC.org>

## COMING EVENTS:

**CTP EXAM PREP WORKSHOP**  
January 13, 2017, Jacksonville, FL

**PFMI**  
January 14-18, 2017 Jacksonville, FL

**2017 CTP EXAM**  
February 11, 2017 at regional locations

**2017 CTP EXAM GRADING**  
February 20-21, Jacksonville, FL

**2016 RETAKE EXAM**  
March 11, 2017, at regional locations

**NPTC ANNUAL CONFERENCE**  
April 30-May 2, 2017, Cincinnati, OH

## In the News



**Amy Mason, CTP**, has a been named Customer Manager at PeopleNet.



**Mari McGowan, CTP**, has been named VP of Business Development for LaunchIt PR.

## NPTC’S 2017 DRIVER HALL OF FAME AND FLEET SAFETY AWARDS –

## APPLICATIONS NOW AVAILABLE!

**A**PPPLICATIONS FOR NPTC’S DRIVER HALL OF FAME AND FLEET SAFETY AWARDS are now available. Each of these awards, co-sponsored by NPTC and Lytx, Inc., recognize deserving performance and accomplishments in our field. These awards are a great way to showcase the outstanding performance of your fleet. Following is brief information on each of the awards.



**DRIVER HALL OF FAME:** The NPTC Driver Hall of Fame, co-sponsored by Lytx, Inc., honors four exceptional drivers each year who are inducted into this elite group. Applicants will be asked to attach a copy of their current PSP record. As part of the application process, the PSP records will be provided without net cost. Detailed instructions are included in the application. Minimum requirements for Driver Hall of Fame applicants

include the following: a career of at least three million miles, 20 years or 50,000 hours with no preventable accidents. Drivers must be regular employee drivers or leased drivers working on a full-time basis for an NPTC fleet member company and must be actively serving in this role at the time of induction. Applications must be received by Friday, January 27, 2017. [Click here to download application.](#)



**FLEET SAFETY AWARDS:** The NPTC Fleet Safety Awards, co-sponsored by Lytx, Inc., recognize member fleets for outstanding and/or improved safety records based on their crash rates. First, Second and Third Place Fleet of the Year awards are given for company applications in each of the three operational categories (local, regional, mixed). These awards also present Gold, Silver and Bronze Seal Certificates to private fleet

terminals or distribution centers that have reduced their vehicle accident frequency rates since the previous year. Applications must be received by Friday, January 27, 2017. [Click here to download application.](#)

For more information, please contact Serena Porter at [sporter@nptc.org](mailto:sporter@nptc.org).

## NPTC INSTITUTE BOARD OF GOVERNORS

**CHAIR:** Mari Roberts, CTP, Director, LD&T Dallas Metroplex, Frito-Lay, Inc.

**VICE-CHAIR:** Duane Woods, CTP, Director of Transportation Albertson's Company

**John Anderson, CTP,** Sr. Manager, Business Development, Omnitracs, LLC

**Mike Baker,** Vice President, Sales, SmartDrive Systems.

**Peter Borgen, Mgr.,** Corporate Carrier Sales, C.H. Robinson Worldwide, Inc.

**Robert J. Boyich, CTP,** Executive Vice President, CPC Logistics, Inc.

**Steven G. Bryan,** CEO, Vigillo, LLC

**Brian Casey,** Director, Inbound Transportation, Pepsi Beverages Company

**Meghan Chan, CTP,** Fleet Safety & Compliance Manager, Mondelez Global, LLC

**Gary A. Ciapetta, CTP,** Regional Director, Fleet Sales, Hendrickson

**Nick Cindrich, CTP, CDS,** Director, Enterprise Safety & DOT Compliance, CVS Health

**Terry Clouser, CTP,** Vice President, Fleet Services, Fleet Advantage

**Bill Cromling, III, CTP,** President, Ross Transportation Services

**Luann Dunkerley,** National Sales - Truck Fleets, CEI Group

**Joseph N. Evangelist,** Executive Vice President, Transervice Logistics, Inc.

**Keith Frantz,** D.O.T Manager, ADM

**David R. Gadberry, CTP,** Operations & Compliance Admin., Toyota Motor Sales USA, Inc.

**Steven Garrish, CDS, MBA,** Sr Vice President - Business Development/New Ventures, SleepSafe Drivers, Inc.

**Cameron Hafer, CTP,** Sr. Mgr. Transportation & DOT Compliance, Trans Papa Logistics, Inc. / Papa John's International

**Jim Harmon,** Account Executive, National Accounts, Cummins, Inc.

**Chair, NPTC Board of Directors Bill Hartman, CTP,** Senior Fleet Manager, VF Jeanswear

**Keith Hazelwood, CTP,** Director of Transportation, Batesville Logistics, Inc.

**David E. Helge, CTP, CDS, V.P.,** Maintenance & Safety, Idealase, Inc.

**Samuel Johnson,** V.P. Customer Loyalty & Market Insights/Global Mkg., Ryder System, Inc.

**Jacob Klingbeil, CTP,** Director, Fleet Operations, Walgreens Oshkosh, Inc.

**Bob Larsen, Sr. Dir.,** Business Services Marketing, J. J. Keller & Associates, Inc.

**Joe Laskowski, CTP,** Director, Fleet Safety & Compliance, MedTrans LLC

**Rick Linville,** Chairman, Custard Insurance Adjusters

**Del Lisk, CTP,** Vice President, Safety Services, Lytx, Inc.

**Brian MacKenzie,** Director of Sales, Silver Eagle Manufacturing Co.

**Robert L. Mann, V.P.,** Dealer Sales, International Truck/Navistar, Inc.

**Laura McMillan,** Vice President Training Development, Instructional Technologies, Inc.

**Mark Melletat,** Director, Field Operations, Meritor WABCO.

**Michael P. Parrish, CTP,** National Account Mgr., Mack Leasing System, Inc.

**William E. Perry, CTP, CDS,** Safety & Compliance Specialist, Hill's Pet Nutrition, Inc.

**Justin Reed,** Strategic Alliance Manager, HireRight

**Robert Reid,** Executive Vice President & Co-founder, SpeedGauge, Inc.

**Gayle Robertson,** President, BOLT System

**Patrick R. Robinson, CTP,** Driver Recruiting Manager, BCT, Inc.

**Ken Roemer,** President, PACCAR Leasing Company

**Brant Schneider, CTP,** Northeast Fleet Sales Manager, Alcoa Wheel & Transportation Products

**Angela Shue,** General Manager, PeopleNet

**John Simourian, II,** President & CEO, Lily Transportation Corp.

**Robert W. Slaughter, CTP,** Director of Fleet Maintenance, Murphy-Brown LLC

**Gary L. Strausbaugh, CTP,** Vice President, Transportation, Mennel Milling Company

**Ron Tartt, CTP,** Managing Partner, DRC, Inc.

**Scott Willert,** Vice President, Logistics America's Service Line, LLC

# CTP RECERTIFICATION

**F**ROM THE TIME OF ITS CHARTER CLASS GRADUATION IN 1993, the National Private Truck

Council's Certified Transportation Professional

(CTP)<sup>®</sup> program's guiding vision was to create

a widely recognized and respected credential of professional achievement

for private fleet managers and suppliers. By

earning CTP designation, you joined a group of

transportation professionals who have made the commitment

to the private fleet industry, to an ongoing pursuit of career advancement, and to continuous enhancement of the necessary knowledge and skills. You should feel proud of the accomplishment you have achieved for both yourself and your company and a designation you will want to keep for your entire career.

In order to maintain your certification in the program, there are several points you must remember:

- CTPs must recertify every three (3) years;
- 50 recertification points must be earned during the 3-year period ([to check your current point balance and recertification year cycle, click here](#));
- A Recertification Application need only be filed once during the 3-year period to register recertification points or may be filed annually; and,
- Recertification Applications are available for completion online here ([for a matrix of opportunities to earn points, click here](#)).

Earlier this month, you received your annual \$100 invoice required to maintain active status. While your company may pay your annual \$100 fee, ultimately you are responsible for payment of this fee as the certification is a personal designation. [You can pay your \\$100 CTP annual fee online here.](#)

Aside from the prestige of holding the industry's highest certification achievement, CTPs receive:

- The NPTC Weekly Email Update, a timely, comprehensive summary of current legislative and regulatory issues that affect private fleets

- More educational programs that reach beyond your current level of achievement and allow for continued advancement

- Increased opportunities for networking with fellow CTPs

- Access to our Training and Certification specialist to answer all questions relating to private fleet operations

Please do not hesitate to contact Kristen Todd (ktodd@nptc.org) with any questions.

## CTP EXAM AND GRADING OPPORTUNITY

**T**HE CTP EXAM WILL TAKE PLACE ON **SATURDAY FEBRUARY 11, 2017.** This year, we have more than 60 candidates sitting for the test. This triggers a call to action for existing CTPs to help grade the exam, **leading to the following volunteer opportunity to earn CTP Recertification Points.**

We need CTPs to grade the short answer essays and case study portions of the exam. Your assistance is vital in the process. While it is demanding work, everyone who has graded CTP exams in the past has found it an enjoyable and informative learning experience. We will meet at the Omni Jacksonville Hotel in Jacksonville, FL. The hours for grading are as follows:

Monday, February 20, 8:00AM - 5:00PM

Tuesday, February 21, 8:00AM - 4:00PM

You are responsible for making your own travel arrangements and expenses. We've secured a special room rate of \$144.00 single or double occupancy. Please click on the following link: <https://www.omnihotels.com/hotels/jacksonville/meetings/national-private-truck-council-february>

Participants will receive 25 recertification points for their participation.

If you are able to participate in this valuable volunteer opportunity, please let Kristen Todd know by February 3, 2017.



# PROTECT YOUR BRAND. PROTECT YOUR FLEET.

When is your fleet at the most risk?  
What coaching would be most effective?  
How do you protect your drivers against false claims?

For Private Fleets, safe driving is good for business. Video provides the fleet insights your company needs to protect your brand by helping your good drivers become great drivers.

SmartDrive gives you the flexibility to align our program with your safety priorities, not the other way around.

Click below to learn how SmartDrive Private Fleet Customers have used our video safety program to reduce collisions and remove risk from their fleets.

LEARN MORE

[WWW2.SMARTDRIVE.NET/PRIVATE-FLEETS](http://WWW2.SMARTDRIVE.NET/PRIVATE-FLEETS)

“ WE’RE A TARGET. THE PROGRAM IS FOR OUR OWN SAFETY AND THE SAFETY OF OTHERS. ”

GARY LEGGE  
17-YEAR DRIVER



TRYUSON@SMARTDRIVE.NET  
[WWW2.SMARTDRIVE.NET/PRIVATE-FLEETS](http://WWW2.SMARTDRIVE.NET/PRIVATE-FLEETS)