

CTP Insider

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

Spring 2017

Quarterly Highlights

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NPTC 2017 Ushers In A New Era In Private Fleet Standards Excellence

NPTC IS PLEASED TO ANNOUNCE AN EXPANDED PROGRAM SCHEDULE of enriched subject-matter content and added take-away value, along with an inspiring and thought-provoking line-up of keynote speakers, planned for the NPTC 2017 Annual Education Management Conference and Exhibition, April 30-May 2, 2017, at the Duke Energy Convention Center and Hilton Cincinnati Netherland Plaza Hotel in Cincinnati, OH.

Under the leadership of some 45 Fleet and Allied/Supplier member company representatives, the NPTC Conference Planning Committee has organized the most comprehensive array of learning opportunities, business networking, workshops, and best practices roundtable discussions ever offered by NPTC. In so doing, NPTC 2017 ushers in a new era of private fleet standards excellence to the highest level in our history. A brief sequence of activities of the three-day convention—highlighted by 32 separate roundtable discussions and educational workshops—is recapped below:

SUNDAY, APRIL 30TH, begins with the traditional First-Timers Orientation Breakfast followed by two concurrent workshops: Strategies to Assess, Measure and Improve the Value of the Private Fleet, and The Zero Sum Game of Driver Recruiting. These workshops are followed by the Kick-Off Brunch featuring the NPTC Professional Leadership Awards recognition ceremony; introduction of the Certified Transportation Professional® Class of 2017 with some 70 new CTPs being recognized, and **KEYNOTE SPEAKER, AMERICA'S MOST FAMOUS FARMER, JOEL SALATIN**, a self-described "Christian libertarian environmentalist capitalist lunatic farmer." His presentation, Rattling the Supply Chain: The Food Box at the Front Door, will focus on integrity-based systems of locally sourced food—with specialized marketing, electronic aggregation, and customized, doorstep deliveries—which are revolutionizing grocery shopping, food choices, and conventional distribution networks.



A third generation alternative farmer and the author of 10 books, Salatin returned to the farm full-time in 1982 and continued refining and adding to his parents' ideas. The farm services more than 5,000 families, 10 retail outlets, and 50 restaurants through on-farm sales and metropolitan buying clubs with salad bar beef, pastured poultry, eggmobile eggs, pigator pork, forage-based rabbits, pastured turkey and forestry products using relationship marketing.

After the brunch, the grand opening of the world-class exhibit hall and trade show begins with an estimated 180 Allied/Supplier companies showcasing the latest products and services for the private fleet industry. The day concludes with the lavish ACT-1 Gala Reception and Dinner at the Hilton's famous Hall of Mirrors and Pavilion Ballroom.

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MONDAY, MAY 1ST, starts off with a **NEW CONFERENCE FEATURE FOR 2017 – FIVE CONCURRENT EARLY BREAKFAST BEST PRACTICES ROUNDTABLE DISCUSSIONS** on the following topics: Union Negotiation Strategies; Leading the Different Generations; Innovative Maintenance Practices; Change Management, and Final Mile Delivery Options. Each roundtable session will be moderated by a member of the Conference Planning Committee.

Workshops planned for the day include: Fuel Cost & Economy; Enhancing Capability Leadership in the Field; Comparing the Private Fleet Operation to Outside Carriers; Collaborative Logistics; The Cost Impact of High Customer Service; Active Safety Technologies; The Future of Automated Vehicle Technology; Best Practices for Complying with the Food Safety Modernization Act; Commercial Vehicle Safety and Law Enforcement: Strategies for Success, and Trends in Driver Compensation.

At noon is the annual Driver Hall of Fame Ceremony and Fleet Safety Awards recognition event featuring **KEYNOTE SPEAKER,**



NOTED AUTOMATED VEHICLE EXPERT, DR. BHARAT BALASUBRAMANIAN, a long-time automotive technology researcher and development engineer at Daimler AG, will speak about Safety First—The Evolution of Autonomous Driving. Automated vehicle technology and advanced driver assistance

systems are producing impressive results in terms of dramatic reductions in accidents and fatalities. One of the world's leading innovators of self-driving vehicles will provide his in-depth look at the technology road map that can be expected in the years ahead and will discuss what the consequences of self-driving technology will have on the trucking industry from a safety, operational and driver perspective.

Balasubramanian joined the faculty of the University of Alabama College of Engineering in 2012 after 40 years in research and development for Mercedes-Benz in Stuttgart, Germany. In his most recent role, he served as vice president of group research and advanced engineering responsible for product innovations and process technologies.

His keynote presentation will be followed by the Exhibition Hall Reception Extravaganza, and later a “free” evening for business and social networking.

TUESDAY, MAY 2ND, opens—again new for 2017—with early concurrent breakfast Best Practices Roundtable Discussions on the following issues: Enhancing Driver Utilization; The Rise of Automated Transmissions; Combatting the Technician Shortage; The New Tolling Reality; and the Digital Economy and its Impact on Freight Movement and the Private Fleet.

Workshops which follow on Tuesday are: Sleep Apnea and Fatigue Management Strategies; Driver Wellness: Driver Fitness Programs That Get Results; Truck Rodeo – Dos and Don'ts; Best Practices for Implementing Video-Based Safety Programs; Best Practices in Driver Onboarding; Driver Finishing Programs; Total

Cost of Ownership; Mergers and Acquisitions: The Successful Fleet Integration Strategy; Trailer Tracking: The Impact on the Private Fleet, and Top 10 Emerging Technology Trends. The conference concludes with a luncheon keynote speech and **PRELIMINARY OVERVIEW OF NPTC'S 2017 “BENCHMARKING SURVEY REPORT.”**

Over and above the keynote speakers and the workshop sessions, key value take-aways from NPTC 2017 also include:

- **EXHIBITS:** NPTC 2017 features an extensive and impressive array of fleet products and services from leading industry suppliers. Come participate in a virtual showcase of solutions and take advantage of this unparalleled opportunity to learn first-hand about potential business solutions. Sample resources from nearly 190 trucking industry suppliers exhibiting the latest in product development and state-of-the-art technology solutions for today's demanding private fleet operations
- **NETWORKING:** Unparalleled peer-to-peer interaction.
- **RECOGNITION:** Honoring the private fleet community's best and brightest practitioners for their achievements: the Certified Transportation Professional (CTP®) Class of 2017; the Driver Hall of Fame and Fleet Safety Award winners (*sponsored by Lytx, Inc.*), and the NPTC Professional Leadership Award winners for 2017 (*sponsored by SmartDrive Systems*).
- **SOCIAL:** NPTC's outstanding host-city partners—the Hilton Cincinnati Netherland Plaza Hotel and the Duke Energy Convention Center—provide the highest level of customer service in quality food, beverages, lodging and meeting rooms to ensure that all events and social activities take place in an optimized, engaged and enjoyable learning atmosphere.
- **LOCATION:** Our host city Cincinnati provides the “best value” convenient and cost-effective “home” location for NPTC that allows you to minimize your travel time and expense. Our outstanding host-city partners—the Hilton Cincinnati Netherland Plaza hotel and the Duke Energy Convention Center—continue to deliver the highest levels of customer service ensuring that quality food, beverages, lodging, and meeting rooms are all premium grade experiences for everyone!



Plaza hotel and the Duke Energy Convention Center—continue to deliver the highest levels of customer service ensuring that quality food, beverages, lodging, and meeting rooms are all premium grade experiences for everyone!

- **TAKE-AWAY VALUE:** This event is an experience in learning about new solutions, resources and best practices that lead to improved performance; greater efficiency; heightened safety awareness, enhanced technology optimization; savings of time and cost; and much more.



CTP PROFILE

BY GARY PETTY
PRESIDENT AND CEO
NATIONAL PRIVATE TRUCK COUNCIL



Keith A. McWilliams, CTP

Regional Transportation & Commercial Motor Vehicle Safety Manager
Kellogg Company

“A Logistician At Heart”

WINNER OF THE 2015 “EXCELLENCE IN MEMBERSHIP” NPTC PROFESSIONAL LEADERSHIP AWARD, **KEITH MCWILLIAMS, CTP**, has over the past ten years distinguished himself as an enthusiastic and persuasive promoter of NPTC and the Certified Transportation Professional® program during his time as manager at two private fleet member companies of NPTC, Batesville Casket Company and Kelloggs.

Keith completed his Bachelor of Science in Business Administration (Management) at the University of Florida; earned Six Sigma Green Belt from Villanova University, and earned his Certified Transportation Professional® credential in 2008.

During his years of active engagement with NPTC, Keith has encouraged and sponsored several fleet professionals to participate in NPTC’s Private Fleet Management Institute, earn their CTP designation, and regularly attend NPTC’s Annual Conference, National Safety Conference, and contribute to NPTC events as speakers and committee members.

In addition, Keith took the lead in helping several drivers compete successfully for the NPTC National Driver All-Star program and NPTC Driver Hall of Fame recognition awards. He also encouraged his employer companies to compete for NPTC’s annual Fleet Safety Award programs as well as to contribute data for the Annual Benchmarking Survey Report.

Over the years, Keith has served on the NPTC Safety Committee; been elected several times to serve on the NPTC Board of Directors; chaired the PR/Marketing Committee; served as a speaker, moderator, or panelist at the PFMI, Annual Conference, and National Safety Conference. He also has served many times as proctor and grader for the CTP Examination.

Keith’s leadership roles in NPTC have their roots in his twenty-two years of service to the United States Marine Corps. Born in Detroit, Michigan, and raised in Fenton, Michigan, south of Flint, Keith enlisted as an active duty Marine in 1979 during the Iran Embassy crisis. After completing his basic training at Camp Pendleton in California, he was deployed at various infantry assignments in South East Asia, and later served in the Desert Storm war.

In 1984, he was one of a select group of 55 Marines throughout the Corps to participate in the special Marine Enlisted Com-

missioning Program. Keith completed his officer training at Quantico in northern Virginia and was commissioned a Second Lt. During his 11 years of active duty and 11 years of active reserve duty, Keith managed battalion motor pools with up to 200 vehicles and 108 personnel; maintained 99% active vehicle readiness rate throughout ground combat operations, and retired as a Major following six straight years of Command time. Looking back on his military service, Keith says “there are very few things I did not like about the Marine Corps. It is a distinguished and legendary organization which it was my distinct honor to serve.”

With his successful career in the Marine Corps concluded, Keith worked for in various warehouse and transportation management roles for Poland Spring and Perrier Group of America/Nestle Waters North America including positions as Warehouse Manager; Regional Supply Chain Manager; and Regional Distribution Manager. He later joined Batesville Casket Company as Texas Regional Distribution Manager, moving up after four years to Director of Transportation and Fleet Services where he was responsible for the company’s private OTR fleet composed of 123 tractors and 450 trailers operating out of six locations nationally, and two company maintenance facilities.

Since joining Kelloggs in his current role as Regional Transportation & Commercial Motor Vehicle Safety Manager, Keith has provided support for all transportation-related activities at 16 Kellogg Distribution Centers; grew backhaul revenue by 400%; conducted training, investigation and follow-up for DOT Compliance and all vehicle crashes; and led and participated in multiple Kaizen events.

In commenting on his involvement with the NPTC, Keith says that getting his CTP and developing a resourceful network of professional colleagues and friends active with the Council have been important milestones of his civilian career.

“I’m pretty much a logistician at heart and appreciate how the profession is practiced from various perspectives at different companies. Being able to learn and share with other NPTC members, especially those who earned their CTP, has been a tremendous advantage to me in my professional development and success.”

FREE Webcast Series

For more information, please visit www.jjkeller.com/nptcinfo.

EARLIER THIS MONTH, NPTC AND J.J. KELLER & ASSOCIATES TEAMED UP ONCE AGAIN TO HOST TWO SAFETY RELATED WEBCASTS. Many thanks to NPTC Fleet Members **Lisa Thompson**, Director of Safety and Compliance, America's Service Line, and **Randy Perry, CTP**, National Fleet Safety Manager, Frito-Lay, Inc., who were our featured speakers for the webcasts which focused on Pre-Employment Screening Protocols and Entry Level Driver Training respectively. Future webcasts scheduled for the year include:

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:

<https://jjkeller.adobeconnect.com/e5hhupfwwtz/evnt/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:

<https://jjkeller.adobeconnect.com/e2uhx7fhjnv/evnt/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:

<https://jjkeller.adobeconnect.com/e4zrt0y5beq/evnt/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:

<https://jjkeller.adobeconnect.com/e1s7qowkn8k/evnt/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:

<https://jjkeller.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:

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

In the News



On January 17, the NPTC Board of Directors met via teleconference. The day before, **James Wood** of Penske Truck Leasing was elected to the NPTC Institute Board of Governors at the NPTC Institute's Board of Governors' winter meeting.



Kathy Fellenstein, CTP, has been named EHS Manager at Jone Lang Lasalle Amazon.



Gene Emory CTP, PMC, has joined Verizon Telematics, Inc. as Senior Product Manager.



Terry Hemiller, CTP, has a new position at Lipsey Logistics Worldwide LLC.



Jeffrey Ferrell, CTP, has been named Sr. Director Public and Private Fleets for SmartDrive Systems.



Joe Patterson, CTP, has been named General Manager Roanoke Distribution Center for Albertsons Companies.



Rosemary Schaffer, CTP, has been named Executive Account Manager at Penske Truck Leasing



Adam Schipper, CTP, has been named Manager of Sales at Omnitracs.



Brad Turner, CTP, has a new position at Whirlpool Corporation.

WASHINGTON REPORT CONFERENCE CALL



ALL NPTC MEMBERS ARE INVITED to attend the Washington Report (the monthly Legislative and Regulatory Advisory Committee teleconference call), sponsored by Viggillo, which occurs the second Monday every month at 11:30 a.m. EST. The NPTC Washington Report features **Rick Schweitzer**, General Counsel and Government Affairs Representative giving the latest update on key legislative and regulatory compliance issues of interest to private fleets.

COMING EVENTS:

NPTC ANNUAL CONFERENCE 2017

April 29-May 2 Cincinnati, OH
"You Must Be Present to Win"

NPTC/J.J. KELLER WEBCASTS:

May 10 Drug and Alcohol Clearinghouse
May 11 Sleep Apnea and Fatigue Management
July 12 CSA and the Safety Management System
July 13 Roadside Inspections
October 18 Hours of Service and the 34-Hour Reset
October 19 Electronic Logging Devices

NATIONAL SAFETY CONFERENCE

September 14-15 Dulles, VA

NPTC/IDEALEASE 2017 SAFETY SEMINAR SCHEDULE

NPTC AND IDEALEASE HAVE KICKED OFF THE 2017 SERIES OF SAFETY SEMINARS IN 2017. The one-day seminar this year will focus on the new Electronic Logging Device (ELD) regulation, basic safety and compliance, regulation changes and CSA. The seminars and will be provided to all Idealease customers, potential customers and NPTC members at no charge. The schedule follows:

04/04/17	Milwaukee, WI
04/05/17	Lexington, KY
04/06/17	Altoona, IA
04/12/17	Lodi, CA
04/12/17	Memphis, TN
04/13/17	Birmingham, AL
04/18/17	Chattanooga, TN
04/19/17	Atlanta, GA
04/20/17	Tampa, FL
04/25/17	Youngstown, OH
04/26/17	Weirton, WV
05/03/17	Grand Rapids, MI
05/04/17	Fort Wayne, IN
05/04/17	Aurora, CO
05/09/17	Ontario, Canada
05/10/17	Greensboro, NC
05/17/17	San Leandro, CA
05/18/17	Los Angeles, CA
09/12/17	Santa Rosa, CA
10/03/17	Charlottesville, VA
10/04/17	Erie, PA

PFMI 2017 Ranks *"Best of the Best"* As Learning & Networking Event

THIS YEAR'S PFMI ACHIEVED THE HIGHEST STANDARDS OF PERFORMANCE IN THE PROGRAM'S

TWENTY-YEAR HISTORY, and ranks overall as one of the most successful events based on take-away substance and perceived value ever conducted by NPTC.

An enthusiastic and intensely focused group of 96 private fleet professional attendees participated in the NPTC 2017 Private Fleet Management Institute which ended January 18 in Jacksonville, Florida. Participants included both Fleet and Allied/Supplier member representatives who were the first from their companies to enroll in PFMI; several from companies with a long history of Institute attendance and CTP graduates, and a few returning after completing a PFMI program and CTP exam in previous years. Anecdotal feedback from virtually every attendee throughout the five-days gave PFMI "thumbs-up" ratings as *one of the most significant business learning and networking experiences in their professional careers*.

"PFMI is an in-depth, five-day, 10-hour plus daily immersion – commonly described as continuously drinking from a firehose – into private fleet management's five core subject matter disciplines," says **Mari Roberts, CTP**, Chair of the NPTC Institute Board of Governors, NPTC Board member, and veteran star faculty member of six PFMI events since she enrolled as an attendee and earned her CTP in 2009. "I think this year's class was the 'best-of-the-best' in so many ways – everyone and every session just seem to click together well with almost magical harmony."

Bill Hartman, CTP, Chair of the NPTC Board of Directors and another veteran star PFMI faculty member of many years said, "After initially feeling overwhelmed with information, attendees soon found themselves energized through connecting and networking with fellow participants which are organized into teams from the 'opening bell' session in preparation for 'final exam' group presentations held on

the final day. I thought this year was our high-water mark for the program."

A high percentage of attendees are candidates for the Certified Transportation Professional® Class of 2017 and are preparing for the CTP Exam in February. Many PFMI attendees also participated in the CTP Examination Preparation Workshop held the day before the PFMI began.

PFMI 2017 featured 50-hours of general session presentations and multiple rotational break-out sessions conducted by some of the most experienced and widely respected private fleet managers in the field. This year's faculty of star performers named below in order of appearance included:

Robyn Goldberg, CTP, Director, Fleet & Asset Management, Southern Glazer's Wine and Spirits; **Jeremy Decker, CTP**, Transportation Safety Manager, The Mennel Milling Company; **Duane Woods, CTP**, Director, Transportation Operations, Albertsons' Companies; **John Van Geest, CTP**, Manager, Canadian Logistics and Fleet Services, John Deere Canada ULC; **Mari Roberts, CTP**, Director, LD&T Dallas Metroplex, Frito-Lay, Inc.; **Mike Schwersenska, CTP**, Director of Transportation, Brakebush Transportation, Inc.; **Gary L. Strausbaugh, CTP**, Vice President, Transportation, The Mennel Milling Company; **Ed Welch, CTP**, Capital Sourcing Manager, Perdue Farms, Inc.; **Mike Ahart**, Vice President of Transportation, Dean Foods Company; **Bedford Monday, CTP**, NPTC Board Treasurer; Facilities Operations Manager-South, The Schwan Food Company; **Chris Fada, CTP**, Operations Manager, Ross Transportation Services, Inc.; **Doug Simpson, CTP**, Driver Recruiting Manager, Castellini Group of Companies; **Bill Hartman, CTP**, Sr. Fleet Manager, VF Jeanswear; **Brian Antonellis, CTP**, Fleet Di-



rector, Pepsi Beverages Company; **Cam Hafer, CTP**, Sr. Manager, DOT Compliance & Transportation Safety, Trans Papa Logistics—Papa John's; **Clint Wenger, CTP**, Logistics Manager, Coborn's, Inc.; **Todd Porter, V.P.**, Safety, Sentinel Transportation, LLC; **John DiLuna, CTP**, Corporate Fleet and Safety Manager, W. B. Mason Company, Inc.; **Stacey Stivers, CTP**, Distribution Center Manager, Kellogg Company; and, **Kirk Rutherford, CTP**, Maintenance & Equipment, Bridgestone Americas Tire Operations, LLC. NPTC wishes to express thanks and appreciation for the time and talent which these exceptional leaders contributed to making PFMI 2017 such a spectacular experience for everyone in attendance.

We also offer special thanks to the 18 Allied members which sponsored the Monday evening networking reception held on January 19 which easily ranked as one of PFMI's best-ever combinations of social and business networking and absolutely great food and service provided by NPTC's long-standing successful partner, the OMNI Jacksonville Hotel. The support from our sponsors for this event is greatly appreciated!

NPTC INSTITUTE BOARD OF GOVERNORS

CHAIR: Mari Roberts, CTP, Customer Integration Director, Frito-Lay, Inc.

VICE-CHAIR: Duane Woods, CTP, Director of Transportation, Albertsons Company

John Anderson, CTP, Sr. Manager, Business Development, Omnitrac, 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 Bryan, President, Vigillo, A SambaSafety Company

Brian Casey, Director, Inbound Transportation, Pepsi Beverages Company

Meghan Chan, CTP, Fleet Safety & Compliance Manager, Mondelez International LLC

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

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 Trucking, Inc.

David R. Gadberry, CTP, Operations & Compliance Admin., Toyota Motor North America

Steven Garrish, CTP, CDS, SVP, Safety & Regulatory Compliance, SleepSafe Drivers

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

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

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

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

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

Samuel Johnson, Vice President, Global Marketing, 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

Bedford Monday, CTP, NPTC Treasurer, Facility Operations Manager-South, The Schwan Food Company

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

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

Michael Quimby, SVP/GM, Element Fleet Management

Justin Reed, Strategic Alliance Manager, HireRight

Gayle Robertson, President, BOLT System

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

Ken Roemer, President, PACCAR Leasing Company

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

Angela Shue, General Manager, PeopleNet

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

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

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

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

James Wood, Vice President, Sales, Penske Truck Leasing

CTP EXAM RESULTS

ON FEBRUARY 11, WE HAD 82 CANDIDATES THAT SAT FOR THE 2017 CTP EXAM at 37 locations. Of those, 63 candidates passed both portions of the exam. That is a 76% pass rate – right in line with where we have traditionally been (76 % in 2016; 77% in 2015). The 2017 Top Graduate was **Scott Duvall** of Dot Transportation, Inc.

Of the twenty candidates who failed:

- 8 candidates failed both portions of the exam
- 8 candidates failed the short answer essay only
- 3 failed the case study only

On March 11, seventeen candidates sat for the CTP Retake Exam and of those 15 passed. So, the 63 candidates from the original February exam plus the fifteen candidates from the March 11, 2017 retake exam bring this year's class to a total of 78 new CTPs.

Special thanks go out to the CTP volunteers who met in Jacksonville to grade the exams:

Jeremy Decker, CTP, *The Mennel Milling Company*

Joe Dilley, CTP, *Oldcastle Precast*

Eric Eveslage, CTP, *Coborns, Inc.*

Bill Hartman, CTP, *VF Jeanswear*

Jake Jacobs, CTP, *Bridgestone Americas Tire Operations*

Laura Johnson, CTP, *NIC Federal*

Keith McWilliams, CTP, *Kellogg Company*

Rob Paton, CTP, *Frito-Lay, Inc.*

Rick Pederson, CTP, *Frito-Lay, Inc.*

Ken Pruitt, CTP, *CPC Logistics, Inc.*

Jerry Ring, CTP, *Idealease*

Mari Roberts, CTP, *Frito-Lay, Inc.*

Gina Vecchioni, CTP, *PacLease*

Bryn Wells, CTP, *Cemex/New Line Transport*

Mick Wenger, CTP, *Omnitracs, LLC*

Frances Crowley Yuronich, CTP, *J. J. Keller & Associates*

CERTIFIED
CTP
TRANSPORTATION
PROFESSIONAL

2017 BENCHMARKING SURVEY

THE BENCHMARKING SURVEY HAS BEEN SENT OUT TO THE NPTC FLEET MEMBERS. NPTC conducts an annual Private Fleet Benchmarking Survey, sponsored by PeopleNet, designed to (1) validate private fleet performance based on comparative peer data, (2) identify areas of improvement and opportunity, and (3) identify the significant trends affecting private fleet practitioners. This survey is designed for the benefit of our members and the private fleet community. The purpose is to help members benchmark their operation to other best-in-class performers, thereby validating performance and identifying areas of opportunity.



ELIMINATE THE GUESSWORK

WITH VIDEO SAFETY AND TRANSPORTATION INTELLIGENCE

MORE INSIGHT. **MORE PROTECTION.**

What if you could...

- Easily identify your riskiest drivers?
- Pinpoint key indicators of future collisions?
- Design personalized programs to improve driver performance and avoid future collisions?

LEARN MORE

INFO.SMARTDRIVE.NET/NPTC

SmartDrive helps innovative Private Fleets eliminate the guesswork when it comes to safety. By delivering more insight and more protection – combined with video safety and transportation intelligence – we help protect your brand and drivers from the unknown.

Quickly uncover new opportunities to improve fleet efficiency and performance with insightful intelligence across safety, operations and maintenance. By preventing collisions and lowering costs with a flexible safety program, your drivers will trust you and the program protecting them.

Stop guessing and start acting with SmartDrive. Learn how Private Fleets are using video safety to reduce collisions and remove risk from their fleets.