



CTP® Insider



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

Fall 2010

2011 PFMI – A Learning Opportunity

Quarterly Highlights

- 2011 PFMI – Register Now!
- New CTP Exam Format
- National Driver All-Stars

Inside This Issue:

2011 PFMI	1
In the News	2
Q & A	2
CTP Profile	3
Driver All-Stars	3
Coming Events	4
Benchmarking	4

The National Private Truck Council will hold its **2011 Private Fleet Management Institute** January 15-19, 2011 at the Omni Jacksonville in Jacksonville, Florida.

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 5-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 **2011 CTP Examination** set for Saturday, February 12, 2011.

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, HR 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, visit the NPTC [website](#).



In The News



Dan Norris, CTP (left) and Keith Hazelwood, CTP.

Debora Acierno, CTP, has accepted the position of Safety Manager for ParaTransit; **Pat Gaskins, CTP** is now V.P., Financial Services for AmeriQuest Transportation Services; and **Mike Parrish, CTP**, is now Mgr., National Lease Sales – West, for Mack Leasing System, Inc.

Meanwhile, **Nick Cindrich, CTP, CDS**, of CVS/Caremark, **Jeff**

Overstreet, CTP, of George's Foods LLC, **Dan Norris, CTP**, of Pepsi Beverages Company, and **Keith Hazelwood, CTP**, of Batesville Logistics addressed 178 attendees at the 2010 NPTC National Safety Conference in September in Herndon, Virginia.

Cindrich walked the crowd through a safety audit his company used to make his

company more effective, safe and cost efficient.

Overstreet was one of the panel moderators for the Driver Regulatory Compliance discussion, while Norris and Hazelwood led a breakout workshop on Equipment and Maintenance.

New CTP Exam Format

Earlier this year, the NPTC Institute Board of Governors voted to replace the multiple choice portion of the CTP Exam with a short-answer format.

Beginning with the 2011 exam, the multiple choice portion will be replaced with short essay questions. Questions will be developed in each of the five core areas of competency for private fleet managers. Candidates will then choose to answer a certain number of test questions based upon the previously developed test blueprint. As with the multiple choice, this blueprint will be

based upon a job analysis that thoroughly defines the job characteristics of the typical private fleet manager.

The case study portion of the exam would remain intact. It was believed that the traditional and accepted framework for the CTP Exam – particularly the role of standardized testing in the form of the multiple choice portion of the exam – no longer reflects the skills and aptitudes needed to demonstrate excellence in the field of private fleet management.

Today's CTP Exam focuses not so much on theories, facts and figures (that have been tested through the multiple choice portion of the exam), but on analytical competencies and assessments that require students to demonstrate depth of knowledge and advanced capacities in problem-solving, writing, analytic reasoning, and prescriptive workable management solutions to real-job situations. This objective, we now believe, is best measured in the essay question format.



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. We have a driver who has a pattern of minor (so far) impacts on the right side. It's apparent that he is having difficulty with space and distance management on that side but what to do? I believe he is basically a good driver and may just have a "lazy" right eye syndrome. Any good ideas on how to address this issue?

A. As a motor carrier you have the responsibility to ensure that all drivers are medically qualified at all

times. FMCSA 392.3 III or fatigued operator states, "No driver shall operate a commercial motor vehicle, and a motor carrier shall not require or permit a driver to operate a commercial motor vehicle, while the driver's ability or alertness is so impaired, or so likely to become impaired, through fatigue, illness, or any other cause, as to make it unsafe for him/her to begin or continue to operate the commercial motor vehicle. However, in a case of grave emergency where the

hazard to occupants of the commercial motor vehicle or other users of the highway would be increased by compliance with this section, the driver may continue to operate the commercial motor vehicle to the nearest place at which that hazard is removed."

Several different suggestions emerged from members of NPTC's Safety Committee. To read more on this topic and the suggestions, please [click here](#).

CTP Profile: Erle Bergstrom, CTP



Erle Bergstrom, CTP

"I started to realize how much I needed to know and it was somewhat overwhelming – kind of like drinking from a fire hose."

"Apply yourself. Get all the education you can, but then, by God, do something. Don't just stand there, make it happen."

That quote from American businessman Lee Iacocca, who is best known for his revival of the Chrysler Corporation in the 1980s, has inspired Erle Bergstrom, CTP (Class of 2010), Transportation Manager for Orscheln Farm and Home Company to put to good use – both in his company and in his expanded involvement with the National Private Truck Council.

When Bergstrom obtained his CTP designation in April, it culminated the end of long journey. However, little did

he know that when he walked across the stage at the NPTC Annual Education Management Conference in Cincinnati that the recognition was actually just the beginning of another demanding, yet equally rewarding journey.

For years prior to joining Orscheln, Bergstrom had thought about obtaining his CTP designation. "I believed it represented the pinnacle in my life as a private fleet manager," he recalls. "For me, the certification represented the culmination of 25 years of learning and experience that I had achieved on the job. In fact, I almost made it a precondition of my employment with Orscheln. Fortunately, they shared the same desire."

After achieving his goal, Bergstrom realized that he had yet to arrive at his destination. "The whole process just meant so much to me that I wanted to contribute more. Working in the agricultural business, I've learned that you reap so much more than what you sow in this life," he says. "I wanted to give something back."

And give back he did. Bergstrom is now active on the NPTC Annual Conference Planning Committee and appeared as the guest speaker on the August 25 webcast that focused on customer service.

To read the more about Erle's experience, please [click here](#).

2010 National Driver All-Stars

Fourteen private fleet drivers were inducted last month into the inaugural class of **NPTC National Driver All-Stars** program.

The recognition, which took place during the NPTC National Safety Conference, honors 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 14 inductees are:

Larry Allen
William Baker
Glen Foede
Daniel Gasper
Ray Mertz
Bobby Mann
John Nebbeling
Joseph Nemeth
Steve Royse
Alvin Redd
Chris Trice
Wayne Schutte
Jeffrey Van Buren
Charlie Winstead

ADM Trucking, Inc.
CPC Logistics/Firestone Industrial Products
TFE Toro Transport Express
Baxter Healthcare Corp.
Marathon Petroleum
CPC Logistics/Hospira Worldwide, Inc.
Spartan Stores, Inc.
Kellogg Company
Kraft Foods Global, Inc.
CVS Transportation, LLC
CPC Logistics/Bridgestone Americas Tire Ops
Batesville Casket Company
Hill's Pet Nutrition, Inc.
Frito-Lay, Inc.



NPTC Institute Board of Governors

J. Bedford Monday, CTP, Chair, Schwans Logistics, LLC
Patrick R. Robinson, CTP, Vice-Chair, BCT, Inc.
Brad Aitken, TransCore
Lawrence Bongle, CTP, ConAgra Foods, Inc.
Peter Borgen, C.H. Robinson Worldwide, Inc.
Robert J. Boyich, CTP, CPC Logistics Inc.
Mike Breeden, Cummins, Inc.
Gary A. Ciapetta, CTP, Hendrickson
Nick Cindrich, CTP, CDS, CVS/Caremark
Bill Cromling, CTP, Ross Transportation Services
Haig Dikjian, CTP, Verizon Logistics
David R. Ellis, J.J. Keller & Associates, Inc.
Rick Foster, CDS, Wal-Mart Transportation, LLC
David R. Gadberry, CTP, Toyota Quality Parts Express
Duane Gingrich, Schneider National, Inc.
Nick Goodell, CTP, ThoughtDrivers, LLC
Harry J. Haney, III, Kraft Foods, Inc.
Keith Hazelwood, CTP, Batesville Logistics, Inc.
David E. Helge, CTP, CDS, Idealease of North America
Steven Hirt, Optima Associates, Inc.
Tommy Holst, PrePass
Garland Jackson, Jr., PeopleNet
Marius Karoy, Instructional Technologies
Stephen Katz, CTP, Cadec Global
Joe Laskowski, CTP, MedTrans
Mike Lickert, CTP, Talon Logistics, Inc./Giant Eagle
Brian MacKenzie, Silver Eagle Manufacturing Co.
Bob Mann, Navistar, Inc.
Craig Montgomery, SkyBitz, Inc.
John Obenhaus, Pepsi Beverages Company
D. Mike Pennington, ArvinMertor
William E. Perry, CTP, CDS, Hill's Pet Nutrition, Inc.
Michael A. Pughes, CTP, General Parts, Inc./CARQUEST
Brett Quigley, CTP, Kellogg Company
Mariko Roberts, CTP, Frito-Lay, Inc.
Gayle Robertson, BOLT System
James R. Rogers, CTP, McKee Foods Transportation
James E. Sahil, Eaton Corp. Roadranger
Delmar Sauer, CTP, Alcoa Wheel & Trans. Products
James P. Scales, Qualcomm, Inc.
Craig Sharkey, Wal-Mart, Inc.
Robert W. Slaughter, CTP, Murphy-Brown, LLC
Cheryl Sooter, Custard Insurance Adjusters
Ralph K.F. Stockmayer, CTP, Penske Truck Leasing
Gary Strausbaugh, CTP, The Mennel Milling Company
Ron Tartt, CTP, Bridgestone Americas Tire Ops.
Ed Welch, CTP, Perdue Farms, Inc.
Don Wilemon, Walgreens Oshkosh, Inc.
Gary Petty Ex-Officio, National Private Truck Council

Coming Events

CTP CLASS OF 2011:

CTP ELIGIBILITY APPLICATIONS DUE

October 2010 - Download @ www.nptc.org

CTP EXAM APPLICATION DUE

Nov. 15, 2010 – Download @ www.nptc.org

CTP EXAM PREP WORKSHOP

Friday, January 14, 2011
Jacksonville, Florida

2011 PFMI

January 15-19, 2011
Jacksonville, Florida

2011 CTP EXAM

Saturday, February 12, 2011 at various
locations across the U.S. and Canada

NPTC 2011 ANNUAL CONFERENCE

April 17-19, 2011 in Cincinnati, Ohio

2010 National Safety Conference – Record Crowd!

More than 175 people attended the NPTC National Safety Conference September 9-10 at the Dulles Hyatt in Herndon, Va., just outside of Washington, D.C. Through a unique format of presentations, discussions with key government representatives, workshops, expert panels, and networking opportunities,

this year's program helped provide attendees, "Raise the Bar" on what is already an outstanding safety performance.

This year's NPTC National Safety Conference was designed to optimize return-on-investment for all attendees. Topics and speakers were carefully chosen and represent the

safety information available in the industry today. Each presentation contained valuable "take-away" items that attendees could take back and implement in their operation. This value-focused approach helps attendees find just the right combination of safety ideas best suited for adaptation at their own companies.

About Our Organization...

Founded in 1939, NPTC is the only national trade association exclusively representing the interests of the private truck industry and corporate/business private truck fleet management. NPTC is the premier marketplace of information, networking and skill building for private fleet professionals as it leads in shaping the future of corporate transportation.

The Institute for Truck Transportation Management (ITTM) is the non-profit 501(c)(3) education and research affiliate of the National Private Truck Council (NPTC). As a leader in transportation education and research, the NPTC Institute's goal is to move fleet managers and industry suppliers toward greater efficiency and effectiveness in their corporate environments.

The NPTC Institute is an exclusive information resource for: Certified Transportation Professional® (CTP) program, Fleet Management Institute and the Fleet Learning Center. Through NPTC, both fleet and allied members come together to share information that enables them to meet the demands of changing business, safety and regulatory issues as well as competitive challenges.



ThoughtDrivers

866-97-RESULT | 40 24th Street | Pittsburgh PA 15222 | ThoughtDrivers.com

TD SAFETYBOX

Keeping your fleet safe and your bottom line sound.

ThoughtDrivers' SafetyBox software drives increased efficiency by making compliance simple. By bringing together all aspects of your company's safety performance and driver regulatory compliance, SafetyBox gives you a head start in keeping your fleets safe and compliant, clearing the way for your success in the industry.

SafetyBox lets you:

- ✓ Easily update records
- ✓ Keep sensitive information private
- ✓ Eliminate duplicate data entry
- ✓ Quickly access data for DOT or OSHA audits
- ✓ Avoid regulatory fines
- ✓ Customize to fit your unique needs



*Increased efficiency. A safer fleet. A simpler process.
With SafetyBox, you're on the road to success.*

Editor:

Tom Moore, CTP
Vice President of Education
tmoores@nptc.org

Managing Editor:

Kristen M. Todd
Education Manager
ktodd@nptc.org

Contact Us:

NPTC
950 N. Glebe Road
Suite 530
Arlington, VA 22203-4183

PHONE:
(703) 683-1300

FAX:
(703) 683-1217

www.nptc.org