



CTP[®] Insider



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

Fall 2013

Quarterly Highlights

- PFMI 2014 Preview
- Benchmarking Survey
- Webcast Series Finale



CTP Profile

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PFMI 2014 – A Learning Opportunity

The National Private Truck Council will hold its 2014 [Private Fleet Management Institute](#) January 18-22, 2014 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 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 PFMI provides one of the most effective ways of refreshing your knowledge base and preparing for the 2014 CTP Exam, scheduled for Saturday, February 8, 2014.

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 that 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
- Improving Fleet Planning, Make-Up and Utilization
- Attracting, Recruiting and Developing Drivers
- Developing Effective Safety Programs
- Building a Culture of Safety
- Creating, Understanding and Using Financial Reports
- Reverse Logistics: Building Backhaul Profitability



Register Now!

For more information on the **Private Fleet Management Institute** and how to register, visit [NPTC's website](#).



In The News



Vince Rogers, CTP

Scott Mishoe, CTP, has joined Ameriquest Transportation Services as VP of Financial Services; and **Vince Rogers, CTP**, has joined MedTrans, LLC as Regional Transportation Manager.

New Board Leadership

The NPTC Institute Board of Governors elected four new members at its September 11, 2013 meeting: **Steve Katz, CTP**, Telogis; **Tom Nartker**, Safeway; **Chris Silver, CTP**, DriveCam, Inc.; and **Monica Wyly, CTP**, Omnitrac, Inc, a Qualcomm company.

WE WANT YOUR



If you've been promoted, had a change in companies or responsibilities, let us know! Send an email to the "CTP Insider": ktodd@nptc.org.

2013 Benchmarking Survey



NPTC has released its 2013 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 75-question survey that was emailed to all NPTC Feet Member companies. Preliminary information was presented on May 1 at the Benchmarking Summit, where industry professionals divided into operationally distinct group to scrub and refine the data. A total of 93 companies participated in the survey.

The survey delved into key operational, safety,

technology, equipment, maintenance and labor metrics. One of the primary take-aways is that private fleets remain incredibly buoyant about the future. Fully two-thirds of the respondents reported that their private fleet would grow or handle more of its company's freight over the next five years.

[Click here](#) to receive your copy.

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, tmoores@nptc.org.

Q. With customer service as the number one reason why companies operate a private fleet, how do we as a community capture, recognize and relate those achievements?

A. One of the best ways our community recognizes customer service is through the National Driver All-Stars. This program recognizes private fleet truck drivers who demonstrate high performance standards

against their peer drivers throughout the country based on customer service, safety, adherence to company standards, regulatory compliance, and community service. The awards are co-sponsored by International Truck/Navistar, Inc.

These drivers embody all the characteristics, skills and attitudes that are the heart of what enables the private fleet to continue to deliver exceptional levels of customer service. They are

ambassadors, not only for their company, but for the entire private fleet community. We are honored to recognize these private fleet drivers for meeting high performance standards in the fields of customer service, safety and compliance.

To see the metrics and a list of all the 2013 drivers, please [click here](#).

CTP Profile: Mari Roberts, CTP



Mari Roberts, CTP

"I try to learn something new every day to continue to develop not only my own capability, but the capability of those around me."

Mari is currently the Director of Transportation Optimization and Technology for Frito-Lay North America, based in Plano, TX headquarters. Frito-Lay is the division of PepsiCo that manufactures, markets and sells corn chips, potato chips and other snack foods. In her present role, she and her team are responsible for the transportation optimization, network efficiency and technology solutions for the company's 31 traffic centers in the US and Canada.

Mari studied Supply Chain Management at Arizona State University, where she grew fascinated by the logistics/transportation sector of the industry. She began her career at the

Casa Grande Plant in Arizona where she served as Network Resource and then Traffic Manager.

"Coming out of college, I had an immediate respect for the Frito-Lay drivers and I wanted to make a difference for them," she recalls. "Plus, they all had bets I wouldn't last more than 6-12 months so I had to stick around to prove them wrong! The ever changing, fast paced, challenging environment the transportation industry offers is right up my alley!"

After seven years in the field, she joined the HQ Transportation Team as West Division Network Efficiency Manager supporting 11 traffic centers

and then was promoted to Logistics Capability Manager developing the National Capability Strategy for Transportation.

At that time, she also decided to pursue her Certified Transportation Professional (CTP), which she obtained in 2009.

"Being around so many outstanding transportation professionals at every NPTC event exposes us to fresh, innovative and creative approaches to many of the problems we face every day," Mari says.

To read more about Mari's experience with the CTP program, please [click here](#).

NSC 2013 - A Great Success!



The Federal Motor Carrier Safety Administration's Assistant Administrator and Chief Safety Officer, Jack Van Steenburg, addressed the [168](#) attendees of the NPTC National Safety Conference on September 12. He discussed a number of the agency's ongoing safety initiatives and rulemakings.

In addition to Van Steenburg, attendees heard Rick Schweitzer, NPTC General Counsel, discuss Private Fleet Top Safety Challenges; Ricky Abell, CTP, MedTrans, LLC, share his company's screening strategies; and

Nick Cindrich, CTP, CVS/Caremark, talk about driver scorecarding.

The following day, attendees heard presentations on Integrating Sleep Apnea and Wellness Services for Fleets from Jill Glenn, Dedicated Sleep; on OSHA Compliance from John Koch, General Nutrition Centers; on Effective Driver Vehicle Inspection Reports by Keith McWilliams, CTP, Kellogg Company; and, on Wheel and Tire Safety and Training from Dan Norris, CTP, Pepsi Beverages Company and Kevin Rohlwing, Tire Industry

Association.

Finally, Frank Cruice, Sr. Director, Safety & Security, Perdue Farms Inc., and Thomas Pollard, CDS, CDT, Corporate Fleet Safety Manager, Perdue Farms, Inc.; took us behind the scenes to share their perspective on the Role of Active Safety Technologies in Enhancing Safety Technology.

Thanks, too, to the 22 allied member [sponsors](#) of this year's Safety Conference!

To read the full post-conference wrap-up, please [click here](#).

NPTC Institute Board of Governors

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Don Thornton, DAT
Neil Vonnahme, PACCAR Leasing Company
Ed Welch, CTP, Perdue Farms, Inc.
Monica Wyly, CTP, Omnitrac, Inc., a Qualcomm company
Gary Petty Ex-Officio, National Private Truck Council

Coming Events

CTP Class of 2014

Eligibility Application Due October 1
Exam Application Due November 15

CTP Exam Prep Workshop

January 17, 2014, Jacksonville, FL

PFMI

January 18-22, 2014 Jacksonville, FL

2014 CTP Exam

February 8, 2014 at regional locations

NPTC Annual Conference

April 13-15, 2014, Cincinnati, OH

NPTC National Safety Conference

September 11-12, 2014, Dulles, VA

NPTC/J.J. Keller Free Webcast Series

NPTC and J.J. Keller and Associates, Inc., resumed their 2013 Webcast Series October 2, 2013 on the subject of Physical Qualification of Drivers: DOT Physicals, Med Cards, Functional Capacity Testing. Statistics from the National Institute of Health paint a grim story: 54 percent of male truck drivers smoke

cigarettes, 92 percent don't exercise regularly, 50 percent are overweight, and 66 percent are unaware they have high blood pressure.

Mike Walker, Director of Transportation for Metal Sales Manufacturing Corporation based in Louisville, Kentucky, was

the special guest speaker and shared insights into his screening programs to ensure his drivers can perform the work requirements.

Check out www.jjkeller.com/nptcinfo to download the webcast.

About NPTC...

Founded in 1939, the National Private Truck Council is the only national trade association exclusively representing the interests of the private truck industry and corporate/business private truck fleet management. With an actively engaged leadership team of Board representatives, member volunteers and staff, NPTC in the past decade has grown significantly to serve a rising professional class of private fleet practitioners meeting the

challenges of modern corporate transportation. NPTC is the leading learning resource center, government affairs advocate, and business networking culture for America's top private fleet and supplier member companies. The Council produces benchmarking, best practices, and economic data reports on the private fleet market; administers the highly regarded Certified Transportation Professional (CTP) training

program, and conducts the Annual Education Management Conference and Exhibition, the Private Fleet Management Institute, and the National Safety Conference.

The NPTC Institute is an IRS-approved 501 (c) (3) non-profit corporation that oversees the education, training and certification programs of NPTC.



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Earn 35 Points Toward
CTP Recertification
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