



CTP[®] Insider



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

Spring 2009

2009 Private Fleet Management Institute

Quarterly Highlights

- Looking Ahead: NPTC 2009
- Upcoming Summer CTP Volunteer Opportunities

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PFMI attendees pose with their certificates after graduation on the final day.

A total of 67 private fleet professionals attended the Private Fleet Management Institute in Jacksonville January 17-21, 2009. The quality of the instruction and training generated the highest ratings ever – thanks in large part due to the contributions of a faculty consisting of some

of the nation's most experienced and respected private fleet management experts.

The speakers, through a series of presentations and hands-on interactive sessions, helped immerse the attendees into the core private fleet management curriculum including Finance, Human Resources, Safety, Operations and Equipment and Maintenance.



Graduation Day

Next year's PFMI will be held January 16-20, 2010 at the Crowne Plaza Jacksonville Riverfront.

To see further highlights of the 2009 Private Fleet Management Institute, please click [here](#).



Group Case Studies

NPTC 2009: Nashville, May 3-5

The National Private Truck Council's 2009 Annual Education Management Conference and Exhibition, to be held May 3-5, 2009, in Nashville, promises to deliver valuable information, education, insights, and exceptional take-away value for fleet professionals.

Heading this year's Conference is a professional and stimulating lineup of keynote speakers including: **Major General Keith Thurgood, CTP**, Commanding General of the Army and Air Force Exchange Service and former Assistant Division

Commander of the 95th Division in Oklahoma City will kick-off the conference with remarks that will honor the latest graduates of the CTP program.

Dan Baker, back by popular demand, is a nationally-known speaker, teacher, and consultant to the trucking industry, and will be speaking at a luncheon honoring the new inductees into the NPTC/Bridgestone Bandag Driver Hall of Fame program.

Chris Sultemeier, Senior VP of Corporate Transportation Services for Wal-Mart, will speak in the final General

Session about how Wal-Mart's private fleet continues to serve as an essential element in meeting the numerous challenges in the market today.

NPTC 2009 provides exceptional take-home value for you. But to get the most from NPTC, "YOU MUST BE PRESENT TO WIN!" To learn more, click [here](#).



In The News



Bedford Monday, CTP

CTPs on the Move

Jim Angel, CTP, has accepted a position in Product Management for PeopleNet; **Anthony Pellegrino, CTP**, moved to Wills Trucking Company as the Operations Development Manager; and **Bedford Monday, CTP**, has been promoted to Logistics Manager for Schwans Logistics.

CTP Exam Grading

A big 'thank you' to those CTP volunteers who helped with grading the case study portion of the Exam: **Gary Strausbaugh, CTP**; **Max Clary, CTP**; **Kevin Choate, CTP**; **Rick Evans, CTP**; and **Keith Bailey, CTP**.



These graders literally poured

over hundreds of pages of case study analysis to ensure that candidates had developed comprehensive, credible and insightful solutions that demonstrated an understanding of the five key core disciplines – finance, human resources, operations, safety, and equipment and maintenance.

To see a copy of this year's case study, click [here](#).

Each CTP earned 25 points towards their recertification.

"Earn Recertification points by volunteering."

CTP Exam Validation

We had numerous volunteers who helped validate the multiple choice portion of the exam including: **Jeff Bogart, CTP**; **George Carpenter, CTP**; **Kathy Grabowsky, CTP**; **Ted Kabase, CTP**; **Bob Lauser, CTP**; **Wade Moss, CTP**; **Dave Mullen, CTP**; and **Jeremiah Stokes, CTP**. The cut score is the minimum score on an exam that one must receive to become certified.

These volunteers combed

through the multiple choice portion of the exam and evaluated each question in terms of relevance to the task, fairness of the question, and to ensure that the candidates demonstrated proficiency in all five core competency areas of the job: financial, safety, human resources, operations and equipment and maintenance.

This vetting process, in which subject matter experts reviewed the test questions both before and

after the exam, ensures the integrity of the testing process by making sure the questions are relevant to the job of the private fleet professional and are fairly written and understood.

WE WANT YOUR



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

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 & A

Q. What are industry best practices governing the use of cell phones in company vehicles?

A. The Department of Transportation has identified "Talking/Listening on a Cell Phone" as the number one Distraction Contributing Factor for Driver at Fault Incidents.

"We've recently taken an aggressive stand by banning the use of cell phones by our drivers whether they have hands-

free devices or not," responds Dan Bernert, General Manager of BCT (Boise Cascade Trucking).

BCT believes this is a necessary and responsible move given the fact that it's the distraction of the cell conversation (not the equipment being used) that creates the safety danger.

BCT goes on to note that many drivers and managers within the

trucking industry don't realize the potential liability. For instance, Bernert says the legal community is becoming more diligent about discovery of cell phone and text messaging records. With increased sophistication about electronic discovery, this will be an even more important factor in accident litigation. For a more in-depth look at cell phone policies, click [here](#).

CTP Profile: Bill Perry, CTP ~ Hill's Pet Nutrition



Bill Perry, CTP

"One of the many gifts I received was that people believed in me."

"If I have seen further than others, it was only by standing upon the shoulders of giants." That statement, widely attributed to Sir Isaac Newton back in the 17th Century, could just as easily have been authored by Bill Perry, CTP, CDS, Safety & Compliance Specialist for Hill's Pet Nutrition, who humbly credits a number of people for helping him to "reach whatever success I have enjoyed to this point." Yet he is quick to note that his personal and professional journey towards excellence is a journey without a destination. He is always looking to learn. To grow. To improve.

That spirit of humility and graciousness for those who

have helped shape him is a gift that he believes in paying forward by re-investing in others. "I was raised to be thankful for what I had," he explains, "and not to worry about what I didn't have. One of the many gifts I received was that people believed in me. That's why I have a responsibility to invest in others."

Perry spends much time giving back to the community that he credits with giving so much to him. He has mentored numerous candidates for the CTP exam, proctored the exam, participated in the Private Fleet Management Institute, and served on various NPTC committees including the Board of

Directors, the Institute Board of Governors, and the NPTC Safety Committee.

At Hill's, he takes that personal commitment to the next level, always seeking new and creative ways to enhance those efforts and ensuring that all associates have the skills, the training, and the guidance to do their jobs without getting hurt. That focus ultimately translates into more job fulfillment.

"I believe we have the responsibility to pay forward," he concludes. That means reaching out to help others with no expectation that the favor will be returned.

To read the full article, please click [here](#).

Upcoming CTP Volunteer Opportunities

"Earn Recertification points by volunteering."



We will have two upcoming workshops this summer related to the 2010 Private Fleet Management Institute and the 2010 CTP Exam. Both will take place in Milwaukee, WI.

2010 PFMI PLANNING WORKSHOP

This one day workshop on Monday, June 1, 2009 will help plan the content, speakers and workshops for the NPTC Institute that will be held January 16-20, 2010. Over the past two years, we have taken steps to enhance the quality of the content of

the CTP program. In addition, we have continued to enhance the delivery of that content and upgrade the quality of the Institute program. You will receive 10 points toward your CTP recertification.

2010 CTP EXAM WRITING WORKSHOP

This three-day workshop, conducted by our independent test administrator, HumRRO, on June 2-4, 2009, consists of reviewing the existing questions, weeding out those that are no longer

no longer relevant, updating those that can be salvaged, and adding new items to the question bank. It is a rigorous, two-day effort, but it is well worth the time because it constitutes a valuable learning exercise. You will receive 25 points toward your CTP recertification.

Details on the specific location and times will go out to all CTPs in early May.

We hope to have another dozen or so volunteers gathering in Milwaukee!

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Coming Events

NPTC 2009 ANNUAL CONFERENCE

May 3-5 in Nashville, Tennessee

NATIONAL SAFETY CONFERENCE

September 10-11, 2009 in Dulles, Virginia

CTP CLASS OF 2010:

CTP ELIGIBILITY APPLICATIONS DUE

October 1, 2009 - Download @ www.nptc.org

CTP EXAM APPLICATION DUE

Nov. 15, 2009 – Download @ www.nptc.org

CTP EXAM PREP WORKSHOP

Friday, January 15, 2010

Jacksonville, Florida

2010 PFMI

January 16-20, 2010

Jacksonville, Florida

2010 CTP EXAM

Saturday, February 13, 2010 at various locations across the U.S. and Canada

2009 NPTC Benchmarking Survey

The benchmarking survey has been sent out to the NPTC fleet members to begin the data collection efforts for the 2009 Benchmarking Survey.

NPTC conducts an annual Private Fleet

Benchmarking Survey 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, and (3) identify the significant trends affecting private fleet practitioners. The final report will be ready for the Annual Conference and Exhibition in Nashville.

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.



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