



CTP[®] Insider

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



Spring 2014

NPTC 2014 – See You in Cincinnati!

Quarterly Highlights

- NPTC 2014 – Get Registered
- CTP Exam Results
- Webcast Series



CTP Profile

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Later this month, a record number of attendees are expected to converge on Cincinnati for the National Private Truck Council's 2013 [Annual Education Management Conference and Exhibition](#). The event, set for April 13-15, 2014, promises to deliver valuable information, education, insights and exceptional value. If you have yet to register, you still have time to participate in this conference which is packed with tremendous take-home value.

NPTC 2014 represents an unparalleled learning, networking and resource opportunity. Captured under one roof, and at one time, the conference provides essential and imperative information you need to know to enhance your private fleet management skills from some of the most renowned practitioners and providers in the private fleet community.

This year's conference is packed with tremendous take-home value: two new [general sessions](#) focusing on the latest legislative and regulatory

information; a world-class [exhibit hall](#) packed with 170 companies showcasing the latest products and solutions; unparalleled **networking** opportunities; **recognition** for the private fleet community's best and brightest practitioners' achievements in safety, leadership and environmental responsibility; a **central location in Cincinnati** that allows you to minimize your travel time and expense; and more than [25 education workshops and seminars](#) that provide insights into and best practices of the critical issues that are at the center of your day-to-day world.

NPTC is also pleased to announce a professional and inspirational lineup of keynote speakers. Leading off the Conference on Sunday, April 13, will be Eric Alexander, mountaineer and author of *The Summit: Life Beyond Everest's Death Zone*. Appearing Monday at the NPTC/Lytx, Inc. Driver Hall of Fame Luncheon,



will be James Bradley, author of the *New York Times* best-seller, *Flags of Our Fathers*.

In addition, NPTC General Counsel Rick Schweitzer will deliver his highly anticipated Legislative and Regulatory Update, and John Woodrooffe, Director of the Commercial Vehicle Research and Policy Program for the University of Michigan Transportation Research Institute will address the topic of "Truck Safety Protocol Considerations for Weather Events."

REGISTER NOW! For more information about NPTC 2014 and how to register, visit our website, www.nptc.org.

In The News

Baker Green, CTP, has joined Performance Contracting Inc. as Transportation Manager; and **Alex Popov, CTP**, recently joined Clarke Power Services as Vice President, Operations

New Board Members

Three candidates were elected to serve on the

NPTC Institute Board of Governors during the group's January 20, 2014 meeting in Jacksonville:

- Ryan Streblov, J.J. Keller & Associates
- Mark Melletat, Meritor, Inc.
- Rick Linville, Custard Insurance Adjusters

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.

CTP Exam Results

Class Of 2014

The CTP Exam was held on Saturday, February 8, with 87 candidates sitting in 21 locations. Of those, 69 individuals passed both portions of the exam, a 79% pass rate. Of those that failed to earn their designation, six failed both the short answer essay and the case study; 11 failed the short answer essay portion only and 13 failed the case study portion only. All were eligible for the March 20, 2014 Retake Exam in addition to six candidates who did not sit for the CTP Exam on February 8, 2014.

After the Retake Exam, 14 more candidates passed, bringing the total number of CTPs in the Class of 2014 to **83** – a record number!

Special thanks to those CTP volunteers who helped grade the CTP Exam:

- Bedford Monday, CTP, Schwan's Consumer Brands
- Mari Roberts, CTP, Frito-Lay, Inc.
- Keith Bailey, CTP, CPC Logistics Inc
- Jamie Bates, CTP
- Lee Cummins, CTP, Schwans
- Jason DeShaw, CTP, PeopleNet

- John Gillenwater, CTP, Aurora Logistics
- Dallas Heck, CTP, The Mennel Milling Co.
- Tim Hubbard, CTP, Castellini Companies
- Jeff Mercado, CTP, Midwest Express
- Rob Patton, CTP, Frito-Lay, Inc.
- Rick Pederson, CTP, Frito-Lay, Inc.
- Del Sauer, CTP, Alcoa Wheel
- Jeff Simon, CTP, DOT Services
- Jon Van Winkle, CTP, XRS Corp.
- Craig Zan, CTP, Joseph Cory Home Delivery

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. "I would be curious to know how others are calculating your accident rates. We of course calculate our DOT recordable rate and then we have a total accident rate that is calculated by all accidents, both on-road and off-road (private property type) accidents. When looking at national averages for total accident rates my suspicion is that they are using on-road type accidents only, combining both DOT and non-DOT

accidents and do not include off-road type (WHS, parking lot, private property, etc.) accidents."

A. The answers, as you might expect, were all over the board.

One fleet responded: "We record all accidents. This would include low speed, maneuvering accidents as well as over-the-road. In addition if a driver has to be towed, it can be considered an accident even without

damage or injury. We exclude animals and struck-bys in our communication." responsibility for the costs and over the manner in which its employees and/or independent contractors perform the transportation service, including the equipment provided." It also has an indemnification provision.

To read the responses of other private fleets, please [click here](#).

CTP Profile: Duane Woods, CTP – by Gary Petty



Duane Woods, CTP

"Today, fast-paced corporations like Safeway," says Woods, "need to get new information and new tools into the hands of managers—sooner and more effectively than ever before."

Safeway, Inc., has one of the largest and most successfully innovative private fleet operations in the United States. Under the leadership of Tom Nartker, Vice President-Transportation, a member of the NPTC Board of Directors, Safeway has been actively involved in the Council's Certified Transportation Professional (CTP[®]) program. Eight managers from the company thus far have earned their CTPs and several others from the company are prospective candidates.

Safeway also recently became a FIVE STAR member of the Council. Our CTP PROFILE, Duane Woods, was one of the first "pioneer" CTP graduates from Safeway in 2011 and was recently elected to the NPTC Institute Board of Governors. He is a frequent presenter at the Private Fleet Management Institute and Annual Conference; is a member of the NPTC Conference

Planning Committee, and a member of the Annual Benchmarking Survey Report Advisory Committee.

* * * * *
The grocery store business and transportation have been part of Duane's entire working life. Raised south of Portland, Oregon, Duane worked after hours while in high school at local independent grocery store as a bagger, shelf-stocker, and warehouse clerk. His early transportation career started with Consolidated Freightways as a dock supervisor. Duane transitioned to become one of Safeway's youngest Driver Supervisors at Clackamas, Oregon in 1991.

Three years later, Duane moved to Phoenix, AZ., as a Traffic/Backhaul Coordinator where he implemented routing solutions and improved backhaul. In 1998, he continued his Traffic Coordinator role, but moved backstage in the

buying/merchandising department. A year later, he completed his college education earning a Bachelor of Science Degree, and several promotions followed.

Why would a seasoned practitioner with this much experience like Duane Woods--with over 20 years of varied and successful performance in transportation management roles at one of top private fleet companies in American, with a college degree and certification in Lean/Green Belt Six Sigma--be interested in the Certified Transportation Professional[®] program and become engaged as an active contributor to NPTC training programs and networking events?

To read more about Duane's background and experiences, please [click here](#).

Private Fleet Management Institute - A Success!



A record attendance of 103 private fleet professionals attended the Private Fleet Management Institute in Jacksonville January 19-23. The Institute is a concentrated, five-day immersion in the core private fleet management curriculum designed to meet the demanding needs of today's professionals: Fleet Finance; Operations; Safety and Security; Human Resources; and Maintenance and Equipment. Private fleet management professionals who are registered to sit for the Certified Transportation Professional Examination February 8, 2014, found the program especially beneficial. The program featured an all-star faculty that included:

- Stacey Stivers, CTP, Kellogg Company
- Elizabeth Wells, CTP, Bridgestone Americas Tire Operations, LLC
- Douglas Sanford, CTP, The Britt Hunt Co.
- Bedford Monday, CTP, Schwan's Consumer Brands, Inc.
- Chris Fada, CTP, Ross Transportation Services
- Gary Strausbaugh, CTP, The Mennel Milling Company
- Billy D'Souza, CTP, BCT, Inc.
- Ed Welch, CTP, Perdue Farms
- Mari Roberts, CTP, Frito-Lay, Inc.
- Dawn O'Connell, True Value Co.
- Jill Glenn, CTP, Dedicated Sleep
- Scott Roberts, CTP, Daryl Flood Relocation & Logistics
- Bill Hartman, CTP, NEP Broadcasting
- Jeremy Decker, CTP, The Mennel Milling Company
- Sam Richardson, ADM Trucking, Inc.
- Dan Norris, CTP, Pepsi Beverages Company
- Brian Antonellis, CTP, Pepsi Beverages Co.
- Kirk Rutherford, CTP, Bridgestone Americas Tire Operations, LLC
- Randy Perry, CTP, Frito-Lay, Inc.

Also, a special thanks goes out to the [19 member companies](#) that sponsored the networking reception.

NPTC Institute Board of Governors

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Ryan Strelbow, J.J. Keller & Associates, Inc.
Don Thornton, DAT Solutions, LLC
Neil Vonnahme, PACCAR Leasing Company
Ed Welch, CTP, Perdue Farms, Inc.
Duane Woods, CTP, Safeway, Inc.
Monica Wyly, CTP, Omnitrac, LLC
Gary Petty Ex-Officio, National Private Truck Council

Coming Events

NPTC 2014 ANNUAL CONFERENCE

April 13-15, 2013 Cincinnati, OH

NATIONAL SAFETY CONFERENCE

September 11-12, 2014 Dulles, VA

CTP CLASS OF 2015

[Eligibility Application](#) Due October 1

[Exam Application](#) Due November 15

PFMI

January 17-21, 2015 Jacksonville, FL

NPTC/J.J. Keller Free Webcast Series

J.J. Keller & Associates and NPTC partnered to produce its first webcast of 2014 on Wednesday, March 5 on Hours of Service/Electronic Logging Devices, with more than 250 people registered. Thanks to Mark Nave, Safety Manager, Blac Frac Tank's Inc., for sharing his story. Other 2014

webcasts currently scheduled include:

- **CSA Scoring, Managing the Data** – May 14, 2014
- **How to Survive a DOT Audit** – July 23, 2014
- **Regulatory Update with FMCSA** – October 22, 2014

Registration is open to all NPTC members free of charge.

To download previous webcasts or register for the May webcast, please [click here](#).

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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