

# CTP Insider

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

Spring 2022

## Quarterly Highlights

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NPTC 2022  
CINCINNATI  
APRIL 10-12, 2022

You must be Present to Win!

## AN ENTHUSIASTIC COMEBACK

*NPTC 2022 ANNUAL CONFERENCE TAKES CENTER STAGE —*

*The Premier Networking Event For Private Fleets*

**I**N JUST SEVERAL DAYS, NPTC KICKS OFF ITS ANNUAL EDUCATION MANAGEMENT CONFERENCE AND EXHIBITION with more than 1,100 people in attendance. The event will be presented April 10-12, 2022, at the Cincinnati Hilton Netherland Plaza Hotel and Duke Energy Convention Center, in Cincinnati, Ohio.

“We expect an enthusiastic comeback from the past two years,” says **Chuck Amen, CTP**, incoming Chair, NPTC Board of Directors, Manager Transportation Operations, Hillyard, Inc., and active leader in NPTC for more than 10 years.

“Due to the COVID-19 pandemic, the 2020 conference was cancelled outright, and our 2021 show reduced to about 60% of our pre-COVID attendance. But in just a matter of days, we are approaching our ‘full house’ capacity.”

NPTC’s yearly meeting is the largest annual gathering of private fleet professionals in the industry, typically attracting more than 1,250 total attendees. These include around 150 separate fleet companies represented by 350-400 managers and directors from a wide range of industries and business sectors.

Also typically participating are around 150 exhibitor supplier member companies displaying the latest products and services and state-of-art technology to help fleets better meet the formidable challenges inherent now in corporate transportation.

Over the past year, many industries and businesses have experienced significant disruption in their global supply chain networks, causing shortages of critical parts and reduced inventories. Good drivers are in shorter supply, and diesel fuel prices have skyrocketed in 2021.

Through these times of unprecedented upheaval, private fleets continue to stand out with a differentiated quality of service which helps companies set themselves apart from alternative service providers. Private fleets prove themselves to be a huge competitive edge and their importance to the parent company’s success continues to rise.

Investments in private fleets are growing and fleet managers are looking ahead for new solutions to optimize their effectiveness and up their game of continuous improvement. The choice resource for connecting with other fleet practitioners and suppliers is the NPTC Annual Conference.



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950 N. Glebe Road, Suite 530  
Arlington, VA 22203-4183  
(703) 683-1300; (703) 683-1217 fax  
www.nptc.org

Editor:  
Tom Moore, CTP  
Executive Vice President  
tmoore@nptc.org

Managing Editor:  
Kristen M. Todd  
Director of Education and Certification  
ktodd@nptc.org

## NPTC 2022 Continued

This is the premier networking event for private fleet leaders where face-to-face meetings often lead to sharing the best insights and new ideas. A hallmark of NPTC is mutual trust and confidence.

Conference attendees experience first-hand the safety and security of shared information.

Highlighting the content of the conference are 32 workshops and breakfast roundtable discussions presented by some 60 expert fleet practitioners as speakers and moderators covering a wide range of topics, such as:

- **Lessons learned for a post-COVID-19 world:** What are the evolving best practices which have emerged from the pandemic which positively changed fleet operations?
- **New ways of defining the fleet's value and justification:** What comparative data costing analysis and other benchmarking techniques are managers using to make the case for private fleets?
- **Why drivers stay:** All fleets are finding it hard to attract and keep the best drivers, but some fleets have discovered the "golden key" of finding and keeping the best drivers for the long haul.
- **How benchmarking is the best practice for private fleets:** Systemic analysis of a fleet's operating metrics year-over-year, along with customized data comparisons with other like-kind fleets, continues to strengthen the fleet's status within the company.
- **What technology and data management systems work best:** What best and newest technology is leading the industry in controlling data and measuring KPIs which yield the highest return on efficiency, safety, and costs?
- **Equipment and maintenance:** A new truck order now takes up to one year for delivery. Fleets are keeping and maintaining equipment longer. How is this challenge being successfully overcome?

A major feature of the Annual Conference is the **Exhibition and Trade Show**. This six-hour event over two days is high-energy, exciting, and enthusiastically attended. A considerable amount of business takes place during this show, not only between fleet buyer and supplier seller, but to a great extent as well among supplier/exhibitor members themselves.

More than 175 of the industry's top-tier supplier/vendors have exhibit booths in the Exhibition Hall which is a great resource for fleets in helping shape current and future buying decisions. Again, over 150 fleet companies attend the show and are of significant size with an average of over 400 tractors, 350 drivers, 300 straight trucks, almost a thousand trailers, and more than 41 terminal locations.

Over the three-day event, **NPTC Professional Leadership Awards** for the year will be presented; 77 graduates of **Certified Transportation Professional (CTP®) Class of 2022** will be recognized in a special ceremony; and the ACT-1 group of leading companies in the trucking industry will sponsor a premium cocktail reception and buffet dinner. **Driver Hall of Fame** and **Fleet Safety Award** winners will also be announced for 2022.

"**You Must Be Present To Win**" captures the importance of "being there" in person to meet and greet people you need to know professionally. Register now and learn for yourself why this is the *best-in-show* industry event of 2022.



## NPTC Announces NEXT eMobility Solutions as Sponsor of Driver Hall of Fame and Fleet Safety Awards

NEXT  
eMOBILITY SOLUTIONS

**T**HE NATIONAL PRIVATE TRUCK COUNCIL IS PLEASED TO ANNOUNCE NEXT EMOBILITY SOLUTIONS as the new, exclusive sponsor of the **Driver Hall of Fame** and **Fleet Safety Awards**, NPTC's premier awards program.

Each year the Driver Hall of Fame inducts four drivers at the **Annual Education Management Conference & Exhibition**. Since the program began in 1987, 140 drivers from a broad spectrum of the nation's top private truck fleets have been inducted.

The Fleet Safety Awards recognize fleets for outstanding and/or improved safety records based on their crash rates; winners are honored at NPTC's Annual Education Management Conference.

# 2022 PFMI: “BEST CLASS” IN PROGRAM HISTORY

**T**HIS YEAR’S HIGHLY SUCCESSFUL PFMI WAS UNANIMOUSLY ACCLAIMED BY THE INSTITUTE FACULTY AND CASE STUDY JUDGES TO BE THE “BEST CLASS EVER” in the 25-year history of the program. The 78 registered attendees represented dozens of NPTC Fleet and Allied member companies. Fifty-three individuals also participated in the CTP Exam Prep Workshop held on January 14th, just before the start of PFMI the next day. NPTC would like to express its heartfelt thanks and appreciation to the twelve Institute Faculty and Case Study Judges who tirelessly gave of their time and talent in training and judging sessions during the five-day program. The faculty, led by **Mari Roberts, CTP**, (*right*) Chair, NPTC Institute Board of Governors and Vice President for Transportation, Frito-Lay, Inc., featured other expert star performers:



**Eric DeJesus, CTP**  
*Pitney Bowes Inc.*



**Jeff Eisaman, CTP**  
*Sheetz Inc./CLI Transport*



**Kathy Fellenstein, CTP**  
*International Paper*



**Keith Frantz, CTP**  
*ADM Trucking, Inc.*



**Ellen Ingram, CTP**  
*America’s Service Line*



**Randy Maddox, CTP**  
*CRH/Oldcastle Building Products*



**Steven Roberts, CTP**  
*Deseret Transportation*



**Nicole Schubring, CTP**  
*America’s Service Line*



**Mike Schwersenska, CTP**  
*Brakebush Transportation*



**Gene Tierney, CTP**  
*Albertsons Companies*



**Tracy Whisnant, CTP**  
*Merchants Distributors*

NPTC would also like to thank the following **Allied/Supplier Member Companies of NPTC** who generously contributed as sponsors of the event:

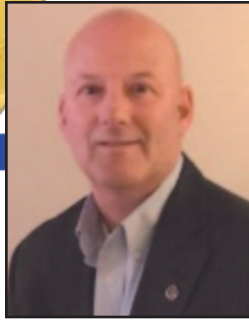


# CTP PROFILE

BY GARY PETTY  
PRESIDENT AND CEO  
NATIONAL PRIVATE TRUCK COUNCIL



Sponsored by



## Lewis Allen, CTP

Director, Fleet Operations

Aaron's, Inc.

Member, NPTC Board of Directors 2018-2022

NPTC Excellence in Membership (Fleet) Award Winner, 2022

## “I LOVE WHAT I DO”

**L**EWIS ALLEN WAS BORN AND RAISED IN GREENPORT, LONG ISLAND, NEW YORK, where he and his five siblings enjoyed the benefits of growing up in a small harbor town. Lewis wrestled and played football in High School. He joined the U.S. Navy upon graduation, and was initially stationed at Lemoore Naval Air Station in Lemoore, CA. He then received orders to Cecil Field Naval Air Station in Jacksonville, Florida where his squadron was stationed aboard the aircraft carrier John F Kennedy. When his tour of duty was over, he relocated to the Atlanta, GA area where he eventually married his high school sweetheart and raised a family. Lewis and his wife have a son, a daughter, and two grandsons. His wife works as a para-professional at an elementary school in Powder Springs, GA. While working full-time and raising a family, Lewis attended Kennesaw State University in Kennesaw, GA where he received his BBA in Management.

After his honorable discharge from the Navy, Lewis held various jobs before being hired by United Parcel Service. This then led to an Account Manager position at UPS Truck Leasing. After eight years with UPS, Lewis joined The Home Depot. In his first four years, he worked at a local store where he drove a delivery truck and worked in just about every department in the store. In 1994, a newly created position as DOT Compliance Manager became available at the corporate office. Due to Lewis' background in DOT Compliance and Safety, he was hired on as the DOT Compliance Manager. Not soon after Lewis was promoted, the company was audited by the USDOT. With the right controls in-place, Lewis was able to score a satisfactory rating.

After two logistics jobs beyond The Home Depot, Lewis hired on as a safety manager for Aaron's.

Founded in 1955 and headquartered in Atlanta, Aaron's engages in direct-to-consumer sales and lease ownership of furniture, home appliances, electronics, and accessories through its approximately 1,300 total stores, including 1,092 company-operated stores and 248 independently owned franchised stores in the United States and Canada, as well as its e-commerce platform. It also manufactures and supplies bedding and upholstered furniture.

When Lewis joined Aaron's, the company was preparing for a USDOT audit. Within two weeks of his hire, the USDOT called to let him know that they were coming in to do a full-blown audit. Lewis worked diligently and quickly to ensure that the Company had the appropriate programs and controls in place which resulted in a satisfactory rating from the USDOT.

Since joining Aaron's, Lewis has been intricately involved with many maturation efforts targeted at Aaron's fleet program. A few of his most notable accomplishments are the development and implementation of a driver compliance program, the outsourcing of fleet management and vehicle maintenance program components, installation and integration of both collision avoidance and telematics into the fleet, and the shift to lighter and more efficient vehicles.

His leadership and that of his internal safety partners is needed more than ever with today's complex headwinds for large fleets in combination with Aaron's significant scale with 2,000+ vehicles spanning across fulfillment centers, service centers, retail stores, and manufacturing operations across 47 States and several prov-

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“...the fleet team is working hard to pilot electric and hybrid trucks as well as deploy additional in-cab technologies to further support safety initiatives.”

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**Profile Continued**

inces in Canada. The fleet is managed by a total in-house team of six including Lewis, and they partner closely with other functions such as safety to ensure the fleet program embraces sustainability and safety for their Team Members and those they share the road with. To that point, the fleet team is working hard to pilot electric and hybrid trucks as well as deploy additional in-cab technologies to further support safety initiatives.

“I love what I do,” says Lewis. “The best part is, something comes up and we get the job done right the first time. We make sure the stores have the trucks they need to service their customers. We try to keep things simple for the stores to make that happen.”

Lewis has had a long-standing relationship with NPTC and the CTP program. “If memory serves me well,” says Lewis, “back in early 2012 Rob Kookan, formerly of Aaron’s Fleet Management Company/PHH/Element, told me about NPTC and the certification program. So, in late 2013 I applied to attend the Private Fleet Management Institute (PFMI) and study for the CTP Exam with the Class of 2014.”

“While attending the PFMI, I was overwhelmed with the amount of information that was presented to the candidates by other fleet and supplier professionals. It was clear to me I did not know everything that I thought I knew about transportation. It was also a great experience to be around my peers and to share experiences around fleet and equipment, safety, operations, finance, human resources and technology.”

“After the PFMI, I took the CTP Exam and, like all candidates, was elated to know that I had passed and would graduate at the ceremony in Cincinnati, OH. Over the years, I have had the opportunity to be part of the NPTC Faculty to assist with the training of other potential CTP Candidates and to speak at other NPTC events like the Annual Conference, the NPTC/J.J. Keller & Associates webcast series program, and the National Safety Conference.”

“I am grateful for everything that the NPTC and its staff have offered me.”

# NPTC/J. J. KELLER WEBCAST SERIES

**E**ACH YEAR, THOUSANDS OF FLEET EXECUTIVES TUNE-IN TO THE NPTC/J. J. KELLER EDUCATIONAL WEBCASTS, which are free to NPTC members, to learn more about regulatory compliance, risk management, safety enhancements and more. NPTC Members are invited to access the archive of previously-presented topics at [jjkeller.com/nptcinfo](http://jjkeller.com/nptcinfo). In addition, existing CTPs can earn recertification points by participating in the webcast series.

The upcoming webcast topics includes:

- APRIL 27**           Coping with COVID Restrictions and Mandates
- MAY 23**             Automatic Emergency Braking and Other Electronic Safety Systems
- JUNE 29**            Understanding and Improving Your CSA Scores
- JULY 27**            Surviving a Roadside Inspection and an Audit
- AUGUST 31**         Drug and Alcohol Clearinghouse
- SEPTEMBER 28**    Attracting, Screening and Retaining Drivers in an Age of Driver Shortages (Including a Look at the Under 21 Apprentice Program)
- OCTOBER 26**       Living with ELDs and the Hours of Service Regulations

## In the News

The following individuals were elected as Board members at the **Board of Governors** meeting held January 17, 2022:



**Brian Antonellis, CTP**, Senior Vice President Fleet Operations, Fleet Advantage



**Ray Byrd, CTP**, Vice President, Transportation & Distribution, Pioneer Sand Company



**Christine Catarino**, Marketing Director, E.A. Dion, Inc.



**Karri James Jameson**, Senior Director, Supply Chain/Transportation, Walmart Transportation LLC



**Adrian Knight**, President & CEO, SleepSafe Drivers



**Steve Lovelady**, Director of Sales-Truck, IMMI



**Mark Taylor**, Vice President, Transportation, Dollar General Corporation

## NPTC INSTITUTE BOARD OF DIRECTORS

**CHAIR: Duane Woods, CTP**, Sr. Director of Transportation Operations, Albertsons Companies

**Gary Petty**, President & CEO, National Private Truck Council

**Doug Adamson**, Senior V.P., Sales & Marketing, Transervice Logistics, Inc.

**Teresa Allen-Tignor, CTP**, VP, National Transportation, Custard Insurance Adjusters

**John Anderson, CTP**, Dir., Sales Engineering, Solera

**Brian Antonellis, CTP**, SVP, Fleet Operations, Fleet Advantage

**Dave Belter**, VP/GM Transportation Management-Supply Chain, Ryder System

**Erle Bergstrom, CTP**, Transportation Manager, Orscheln Farm and Home, LLC

**Jared Bertoni**, Transportation Operations Manager, Wegmans Food Markets, Inc.

**Abhishek Bharadwaj, CTP**, National Fleet Sales Manager, Alcoa Wheels

**Bryan Boyd, CTP**, National Account Manager, Hendrickson

**Robert J. Boyich, CTP**, Chief Operating Officer, Bluewire LLC

**Jeff Bronson**, Sr. Director of Transportation, ADICA Trucking LLC

**David Broome**, Executive Chairman, TransForce Group, Inc.

**Ray Byrd, CTP**, V.P., Transportation & Distribution, Pioneer Sand Company

**Hayden Cardiff, CTP**, Chief Executive Officer, Idelic

**Brian Casey**, Director, Inbound Transportation, Pepsi Beverages Company

**Christine Catarino**, Marketing Director, E.A. Dion, Inc.

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

**Bill Cromling, III, CTP**, President, Ross Transportation Services

**Luann Dunkerley**, Sales Leader – NE Territory, The CEI Group

**Jeff Ferrell, CTP**, Dir. of Field Sales-NA, J. J. Keller & Associates, Inc.

**Keith Frantz, CTP**, DOT Compliance Manager, ADM Trucking, Inc.

**Jill Glenn, CTP**, President, Dedicated Sleep

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

**Carol Heinowski**, Logistics Mgr, Safety & Compliance, Meijer, Inc.

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

**Ron Honken**, Executive Director, Nat'l Sales Leader, Aon Risk Solutions

**Jonathan Hubbard**, CEO and Co-Founder, SpeedGauge

**Karri James Jameson**, Senior Director, Supply Chain/Transportation, Walmart Transportation LLC

**Gary Johnson**, Vice President, Safety Services, Lytx

**Laura Johnson, CTP**, General Manager, NIC Federal

**Rick Joyce, CTP**, National Account Executive, FleetNet America

**Adam Kahn, CTP**, President, Commercial Fleet Team, NetraDyne, Inc.

**Kelly Kiger, CTP**, Director, Leasing & Rental Sales, Channel Sales Dev., Mack Leasing System

**Adrian Knight**, President & CEO, SleepSafe Drivers

**Kris Kolbe, CTP**, Sr. Manager of Operations & Safety, CPC Logistics, Inc.

**Rich Lacey**, Chief Product Officer, SambaSafety

**Bryan Langston**, President, Dot Transportation, Inc.

**Joe Laskowski, CTP**, Director, Fleet Safety & Compliance, MedTrans LLC

**Gavin Lindores**, Director of Business Development, Luma Brighter Learning

**Steve Lovelady**, Director of Sales-Truck, IMMI

**Robert L. Mann**, V.P. & AGM, Vocational Business, International Truck/Navistar, Inc.

**Bedford Monday, Jr., CTP**, Director of Warehouse Operations, Schwan Food Company

**Larry Parsons**, SVP, Chief Legal & Risk Officer, McLane Company, Inc

**Mike Pawlowski**, Manager - Strategic Capacity Development, C.H. Robinson Worldwide

**Jill Quinn**, President, Centerline Drivers, LLC

**Mari Roberts, CTP**, Vice President, Transportation, Frito-Lay, Inc.

**Jerry Robertson, CTP**, Chief Technology Officer, BOLT System

**José Samperio**, Executive Director, Sales, Cummins Inc.

**Ed Schultes, CTP**, Director of Logistics – North East Region, Walgreen Oshkosh, Inc.

**Mike Schwersenska, CTP**, Director of Transportation & Logistics, Brakebush Transportation, Inc.

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

**Mark Taylor**, V.P., Transportation, Dollar General Corporation

**Andrea Viele, CTP**, Group Transportation Manager, Nestlé USA

**Daniel E. Vits, CTP**, General Manager, Private Fleet, Bridgestone, Americas Tire Operations, LLC

**John Vosters**, Vice President of Strategic Accounts, Fleetworthy Solutions

**Don White, CTP**, Vice President of Business Development, Cooling Concepts, LLC

**Scott Willert, CTP**, President, America's Service Line, LLC

**Mike Willey, CTP**, Assistant General Manager, PACCAR Leasing

**James T. Wood**, Vice President, Sales, Penske Truck Leasing Company

## NPTC ANNOUNCES CENTERLINE DRIVERS AS SPONSOR OF WASHINGTON REPORT

**N**PTC HAS ANNOUNCED THAT **CENTERLINE DRIVERS HAS BEEN NAMED** the sole and exclusive sponsor of the NPTC Washington Report. This monthly webcast 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, and serves as the monthly teleconference meeting of the NPTC Legislative and Regulatory Advisory Committee.

The NPTC **Washington Report** is open to all NPTC member companies and their employees and begins at **11:30 a.m. ET on the second Monday of each month**. NPTC members can download the PowerPoint presentations for each monthly report by logging in here.



## BENCHMARKING DATA COLLECTION LAUNCHED

**N**PTC HAS LAUNCHED THE **DATA COLLECTION** for the **2022 Private Fleet Benchmarking Survey Report**, sponsored by Penske Truck Leasing. With the help of the Benchmarking Steering Committee, the Survey has been fine-tuned and was released to NPTC membership in the Weekly Update on February 1st.

This survey is designed for the benefit of our fleet members as they seek to compare their operation to other best-in-class performers, to identify strategic areas of opportunity, and to enhance their value proposition. The Benchmarking Survey helps “sell” the private fleet to owners and upper management. Top decision-makers often do not realize, or underestimate, the significant differentiated value and essential core importance which the fleet contributes to the company's overall success. In addition, the survey provides the fleet management team with comparative metrics to quantify the superior customer service, driver dependability, cost, and safety which the fleet provides versus outside carriers.

Last year, nearly 110 NPTC Private Fleet members contributed data—a tremendous response given the impact of the COVID-19 pandemic. We hope to meet and exceed this target for 2022.

### COMING EVENTS:

#### NATIONAL SAFETY CONFERENCE

September 7-9, Orlando, FL

#### 2023 CTP ELIGIBILITY APPLICATIONS DUE

Fall 2022

#### CTP EXAM PREPARATION WORKSHOP

January 13, 2023, Orlando, FL

#### 2023 PRIVATE FLEET MANAGEMENT INSTITUTE

January 14-18, 2023, Orlando, FL

#### 2023 CTP EXAMINATION

February 11, 2023

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