

# CTP Insider

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

Winter 2018

## Quarterly Highlights

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## NPTC PRIVATE FLEET MANAGEMENT INSTITUTE

*Features In-Depth Training, All-Star Faculty*

**M**ORE THAN 90 PEOPLE ARE EXPECTED TO ATTEND NPTC's 2018 Private Fleet Management Institute, scheduled for January 13-17, 2018 at the Omni Jacksonville Hotel in Jacksonville, Florida. The Institute features 13 top-notch expert private fleet practitioners as speakers, five days of intense and substantive state of industry topics ([click here for agenda](#)), and a terrific mix of Fleet and Supplier/Vendor representative attendees representing a broad cross-section of business sectors, industries, products and services. ([click here for attendee listing](#))



"The NPTC 2018 Private Fleet Management Institute will be breaking new ground," said **Mari Roberts, CTP**, Chair of the NPTC Institute Board of Governors and Director, Logistics, Distribution and Transportation for Frito-Lay's Dallas Metroplex. "In today's constantly changing business environment, private fleet managers are being challenged by rising equipment costs, rising labor costs, and rising data demands all while constantly demonstrate a positive return on the corporate investment in the private fleet."

"Not only does the Private Fleet Management Institute help them justify their private fleet operations," he added, "it helps them uncover new ways to enhance their operating knowledge and expand their personal and professional effectiveness."

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.

The PFMI curriculum provides a rigorous learning environment in which attendees will be exposed to the foundational core disciplines of private fleet management through a series of presentations, round-table discussions, structured networking activities and applied learning exercises.

Furthermore, the PFMI provides one of the most effective ways of refreshing your knowledge base and preparing for the 2018 CTP Examination set for Saturday, February 10, 2018. Please note there is a special Exam Preparation Workshop that immediately precedes the Institute, on Friday, January 2. A separate registration is required. There are still sponsorship opportunities available. Please contact Kristen Todd ([ktodd@nptc.org](mailto:ktodd@nptc.org)) for sponsorship details.

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## THE PFMI FACULTY

On behalf of the NPTC Institute Board of Governors, NPTC would like to thank the following members of the faculty for the Private Fleet Management Institute. Their knowledge, experience and leadership in key private fleet management disciplines enabled and ensured a first-class learning experience.



**Brian Antonellis, CTP**  
*Director of Fleet Management,  
Reinhart Food Service*



**Meghan Chan, CTP**  
*Fleet Safety & Compliance Manager,  
Mondelez Global, LLC*



**Jeremy Decker, CTP**  
*Transportation Safety Manager  
Mennel Milling Company*



**John DiLuna**  
*Corporate Fleet and Safety Manager,  
W. B. Mason Company, Inc.*



**Scott Duvall, CTP**  
*Safety Manager, Dot Transportation, Inc.*



**Bedford Monday, CTP**  
*Facilities Operation Manager,  
The Schwan Food Company*



**Todd Porter**  
*VP, Safety, Sentinel Transportation, LLC*



**Mari Roberts, CTP**  
*Go to Market Optimization  
Director, Frito-Lay, Inc.*



**Kirk Rutherford, CTP**  
*Maintenance & Equipment,  
Bridgestone Americas Fleet Operations, LLC*



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



**John Van Geest, CTP**  
*Manager Canadian Logistics and  
Fleet Services, John Deere Canada ULC*



**Andrea Viele, CTP**  
*Group Transportation Mgr., Nestle Transportation*



**Ed Welch, CTP**  
*Capital Sourcing Manager, Perdue Farms, Inc*

## In the News



**Alan Smith, CTP**, has been named Supply Chain Manager, for Kroger based in Nashville, TN.



**SAVE  
THE  
DATE**

# NPTC 2018

*You must be present to Win!*

**APRIL 29-MAY 1, 2018 | CINCINNATI**

**NPTC IS PLEASED TO ANNOUNCE** its 2018 Annual Education Management

Conference and Exhibition will be held April 29-May 1 in Cincinnati, OH. Formal registration will begin next month. Until then, mark your calendar and watch the *Weekly Update* for updates.

This year's show will feature an expanded series of educational workshops, insightful and informative keynote speakers, awards and recognition of the nation's top private fleet professional, peer-to-peer networking activities – all in a city that is centrally located for the majority of our members. Our long-term commitments to Cincinnati—the Hilton Cincinnati Netherland Plaza Hotel and the Duke Energy Convention Center—allow us to achieve excellent room rates, peerless service, and the top culinary selections to make your time in Cincinnati rewarding on all fronts.





# CTP PROFILE

BY GARY PETTY  
PRESIDENT AND CEO  
NATIONAL PRIVATE TRUCK COUNCIL



**Paul F. Miller, CTP**  
Director of Transportation, Merchants Distributors, Inc.  
Hickory, North Carolina

## “Following in the Footsteps of His Father”

**P**AUL MILLER, CTP, FOLLOWED IN THE STEPS of his father who worked 41 years in the food distribution business based in Buffalo, New York, where Paul was born and raised. During his high school years, he worked for supermarkets in the area driving straight trucks making deliveries to local stores.

On the side, Paul also worked selling merchandise part-time for the Buffalo Sabers Hockey team, the Buffalo Braves basketball team, the Ice Follies, and later sold programs for the Buffalo Bills. This led to a full time job “on the road” as a truck driver delivering merchandise to rock concerts performed by groups like the Eagles and Billy Joel.

“In one of the Eagles’ long-running tours covering 40 straight days and nights,” says Paul, “I delivered the band’s customized merchandise (T-shirts, CDs, caps, group photos of the band in concert, etc.) to twenty-five separate concerts. Back in the 1970s and 1980s, bands took great interest in merchandise sold at their concerts because the profit was considerable. \$100,000 in T-shirt sales at a concert was pretty common back then,” says Paul.

After a few years of this exciting work lifestyle, Paul accepted a management job with the Kroger company and moved to Houston where he stayed for two years in various warehouse and transportation positions before accepting a position with the Randalls Food Market chain (later purchased by Safeway). After holding a variety of progressively more responsible positions at Randalls for 15 years, Paul was recruited by Merchants Distributors in a position handling both warehousing and transportation.

In 2002, he was promoted to Director of Transportation. By this time, Paul had more than twenty years of management experience in transportation and had completed both associate and bachelor degrees in business. With this advancement, and with the encouragement of a colleague who had been active with NPTC

for many years, Paul took an interest in pursuing the CTP program and attending the Private Fleet Management Institute.

In 2004, Paul sat for the CTP Examination and graduated with the CTP Class of 2004. After he earned his CTP, he started coming to the Annual Conference and other events every year or every other year. He also sent other people at the company to NPTC events.

“NPTC does a better job in transportation management training and qualification than any group in the industry. The CTP

program is the icing on the cake.” says Paul. “In addition to the meetings, off-line conversations with trusted NPTC members provide an invaluable business network of contacts.”

Following in father’s footsteps now carries on to a third generation. One of Paul’s three sons is already a truck driver and another, recently retired from the U.S. Coast Guard, is considering becoming a professional driver as well.

“Maybe one will end up in transportation management and earn his CTP,” says Paul.

“That would be quite a legacy to pass on.”

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**“The CTP  
program is  
the icing  
on the cake.”**

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# Webcast Series

**NPTC HAS TEAMED WITH J. J. KELLER & ASSOCIATES TO BRING YOU** an informative series of eight free webcasts on topics that are of high interest to unlocking improved fleet productivity, performance and efficiency.

Not only are these topics included as part of the new CTP training curriculum, existing CTPs can get recertification points for “attending.” We now have an archive of nearly 50 presentations for you to download and review at your convenience. While downloading an event gives you the opportunity to review the materials on your own time, there's no substitute for having the opportunity to participate in the Q&A by attending a live webcast! Topics that will be discussed this coming year include:

## March 21 “Driver Qualifications”

What is meant by the term “driver qualifications”? There is a large body of regulations devoted to what is involved with qualifying a driver, specifically sections in Parts 382, 383, and 391. However, there is much more to “qualifying” a driver than following the regulations. In this webcast, we will discuss the policies and procedures a carrier should have to make sure that it is not hiring an unqualified driver or its next problem.

## March 22 “Medical Qualifications/ Sleep Apnea”

Any discussion of sleep apnea needs to begin with what the rule say, and don't say. That discussion must be followed by what the medical examiners have been told and are currently doing. However, that is just the beginning of the discussion when it comes to sleep apnea. Sleep apnea is a “hidden cause of fatigue” that carriers should consider addressing themselves, rather than waiting for an examiner to tell you that one of your drivers is at risk.

## May 23 “Hiring Standards: Background Checks”

There are many regulations, best practices, and processes in use for hiring drivers at carriers. Mostly, they all have one goal, and that goal is to hire safe drivers for the company. One key step in any hiring process is conducting thorough background checks. In this webcast we will discuss the required background checks, as well as optional background checks a carrier should consider using to make sure they are hiring safe drivers.

## May 24 “Hiring Standards: Screening Protocols”

With the driver shortage leading to more expansive recruiting efforts and the temptation to lower hiring standards (potentially leading to hiring more problems), it is more important than ever that carriers review their hiring process. In this webcast we will look at the requirements involved in screening and qualifying a new driver, methods to do it quickly and effectively, and strategies that can be used to keep you from “hiring your next problem.”

## July 17 “Entry Level Driver Training and Onboarding”

A driver's basic job is to get from origin to destination without loss, damage, or delay. This means knowing where you are going, counting and securing your cargo (or actually loading it in certain situations), inspecting your vehicle when required to make sure it keeps running and is safe, driving safely, complying with the applicable regulations, and delivering your cargo on time and in good condition, and completing the necessary paperwork along the way. To be able to accomplish all of these tasks safely and efficiently, drivers must be trained by their carriers. How and when you conduct that training is up to you. In this webcast, we will look at what a driver training program should include, how the training should be delivered, and establishing a training schedule.

## July 18 “Driver Scorecarding and Development”

Once developed, an effective score card can be used as the basis for bonus and incentive programs, as a driver development and improvement tool, and as a mechanism to compare the driver's performance to on-going employment standards. However, an ineffective scorecard can lead to confusion, the wrong message being sent to the drivers, and even unneeded driver turnover. In this webcast we will discuss how to develop and implement an effective driver scorecard and how to avoid pitfalls that can create problems with the scorecarding.

## October 17 “Hours of Service – Fatigue Management”

In this session we will discuss the hours-of-service regulations as they stand today and any official action that might be underway to change them. We will also look at other methods used counter fatigue, and where information can be found to help you develop a cohesive fatigue management program.

## October 18 “How to Survive a DOT Audit”

In this webcast we will discuss the different types of investigations conducted by the Federal Motor Carrier Safety Administration (FMCSA) and the regulations and processes involved in a FMCSA investigation (audit), including:

- The selection process used by the Federal Motor Carrier Safety Administration to select carriers for investigation
- The “six factors,” including the required records used in each factor
- The selection method used by the investigator when deciding which drivers and vehicles to audit
- The audit scoring/carrier safety ratings

We will also discuss the how to prevent an audit, latest news related to auditing, the top violations discovered during audits, and the steps necessary to be prepared for an audit.

## COMING EVENTS:

**CTP EXAM PREP WORKSHOP**  
January 12, 2018, Jacksonville, FL

**PFMI**  
January 13-17, 2018 Jacksonville, FL

**2018 CTP EXAM**  
February 10, 2018 at regional locations

**2018 CTP EXAM GRADING**  
February 19-20, Jacksonville, FL

**2018 RETAKE EXAM**  
March 10, 2018, at regional locations

**NPTC ANNUAL CONFERENCE**  
April 29-May 1, 2018, Cincinnati, OH

## NPTC INSTITUTE BOARD OF GOVERNORS

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**Mark Melletat**, Director, Field Operations, Meritor WABCO.

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**Scott Willert**, Vice President, Logistics America's Service Line, LLC

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

# CTP RECERTIFICATION

At ITS FOUNDING AND FROM THE TIME OF ITS CHARTER CLASS GRADUATION IN 1993,

the National Private Truck Council's Certified Transportation Professional (CTP)<sup>®</sup> program's guiding vision was to create a widely recognized and respected credential of professional achievement for private fleet managers and suppliers. By earning the CTP designation, you joined a group of transportation professionals

who have made the commitment to the private fleet industry, to an ongoing pursuit of career advancement, and to continuous enhancement of the necessary knowledge and skills deemed necessary to operate a professional private fleet. You should feel proud of the accomplishment you have achieved for both yourself and your company and the CTP designation is one you will want to keep for your entire career.

In order to maintain your certification in the program, there are several points you must remember:

- CTPs must recertify every three (3) years;
- An annual \$100 CTP Active Status fee;
- 50 recertification points must be earned during the 3-year period ([to check your current point balance and recertification year cycle, click here](#));
- A Recertification Application need only be filed once during the 3-year period to register recertification points or may be filed annually; and,
- Recertification Applications are available for completion online here ([for a matrix of opportunities to earn points, click here](#)).

Earlier this month, you received your annual \$100 invoice required to maintain active status. While your company may pay your annual \$100 fee, ultimately you are responsible for payment of this fee as the certification is a personal designation. [You can pay your \\$100 CTP annual fee online here.](#)

Aside from the prestige of holding the industry's highest certification achievement, CTPs receive:

- The NPTC Weekly Email Update, a timely, comprehensive summary of current leg-

islative and regulatory issues that affect private fleets

- More educational programs that reach beyond your current level of achievement and allow for continued advancement
- Increased opportunities for networking with fellow CTPs
- Access to our Training and Certification specialist to answer all questions relating to private fleet operations



Please do not hesitate to contact Kristen Todd ([ktodd@nptc.org](mailto:ktodd@nptc.org)) with any questions.

## CTP EXAM AND GRADING OPPORTUNITY

**THE CTP EXAM WILL TAKE PLACE ON SATURDAY FEBRUARY 10, 2018.** This year, we have more than 75 candidates sitting for the test. This triggers a call to action for existing CTPs to help grade the exam, **leading to the following volunteer opportunity to earn CTP Recertification Points.**

We need CTPs to grade the short answer essays and case study portions of the exam. Your assistance is vital in the process. While it is demanding work, everyone who has graded CTP exams in the past has found it an enjoyable and informative learning experience. We will meet at the Omni Jacksonville Hotel in Jacksonville, FL. The hours for grading are as follows:

**Monday, February 19, 8:00AM - 5:00PM**

**Tuesday, February 20, 8:00AM - 4:00PM**

You are responsible for making your own travel arrangements and expenses. We've secured a special room rate of \$146.00 single or double occupancy. Please click on the following link: <https://www.omnihotels.com/hotels/jacksonville/meetings/national-private-truck-council-february>

Participants will receive 25 recertification points for their participation.

If you are able to participate in this valuable volunteer opportunity, please let Kristen Todd know by February 2, 2018.





# ELIMINATE THE GUESSWORK

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