

CTP Insider

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

Fall 2023

Quarterly Highlights

- **PFMI Returns to Orlando**
PAGE 3
- **CTP PROFILE – Sydney Reveal, CTP**
PAGE 4
- **National Driver All-Stars**
PAGE 6
- **Benchmarking Survey Report Highlights**
PAGE 8



NATIONAL SAFETY CONFERENCE BEST EVER!



Inside This Issue:

- **Coming Events**
PAGE 5
- **Webcast Series**
PAGE 7
- **Safety Seminars**
PAGE 10

OVER 376 PRIVATE FLEET PROFESSIONALS AND SUPPLIER/VENDOR PARTNERS PARTICIPATED in this year's National Safety Conference held this month at the OMNI Orlando Champions Gate Resort. Total registrations increased around 15% over the attendee count of the 2022 Safety Conference. The event drew a representative mix of Fleet and Supplier/Vendors; 25 speakers; 12 sponsors; attracted an all-time high 47 exhibitors, and provided 5.5 hours of networking in the exhibit hall.

The program opened with **Tim Eckhardt, CTP**, Chair, NPTC Safety Committee and Director of Safety, Dot Transportation, introducing **Tom Moore, CTP**, NPTC Executive Vice President, for an overview of the **NPTC 2023 Benchmarking Survey Report**, sponsored by Penske Truck Leasing. **Rick Schweitzer**, NPTC General Counsel, followed with his presentation of the **Washington Report**, sponsored by Centerline Drivers. **Charlie Fetters, CTP**, of Clean Harbors, Inc. and **John Robbins, CTP**, Standard Logistics Transportation, rounded out the **General Session** of day one.



Sponsored by



Tim Eckhardt, CTP



Tom Moore, CTP



Rick Schweitzer



Charlie Fetters, CTP



John Robbins, CTP

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Safety Conference Continued

Thursday's **General Session** and **Safety-in-the-Round** discussions featured **Tim Eckhardt, CTP**, Dot Transportation, Inc.; **Keith Frantz, CTP**, ADM Trucking, Inc.; **Eric Cook**, HC Transport, Inc.; **Todd Porter**, Sentinel Transportation, LLC; **Rob Smith**, Sheetz Inc./CLI Transport; **Steven Ralston, CDS**, Ashley Distribution Services; **Mark Winters, CTP**, Dot Transportation Inc.; **Christy LeMoine, CTP**, Beacon Building Products; **Greg A. Sikorski**, KeHE Distributors LLC; **Randy Perry, CTP**, Schwan Food Company, **Lisa Thompson**, America's Service Line, and the **NPTC Driver All-Star Recognition** ceremony, sponsored by International Truck/Navistar.



Tim Eckhardt, CTP Keith Frantz, CTP Eric Cook Todd Porter Rob Smith Steven Ralston, CDS

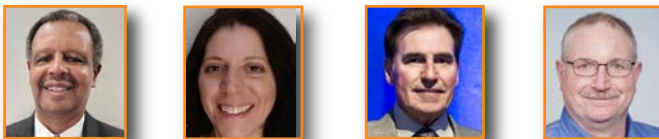


Mark Winters, CTP Christy LeMoine, CTP Greg A. Sikorski Randy Perry, CTP Lisa Thompson

The final Friday session featured safety best practices "lightning round" presentations from speakers **Brian Du Bois, CTP**, Pace Supply Corp.; **Jacob Krumm, CTP**, Frito-Lay, Inc.; **Shana Barton-Nielsen, CTP**, Oldcastle Building Products; **Norlene Gray, CTP**, CDS, Brakebush Transportation, Inc.; **Norman Dickerson, HC Transport, Inc.**; **Sandra Doucette**, Advance Auto Parts; **Ed Reardon, CTP**, CF Logistics/Country Fresh; and **Jeff Smith**, Ocean State Job Lot.



Brian Du Bois, CTP Jacob Krumm, CTP Shana Barton-Nielsen, CTP Norlene Gray, CTP



Norman Dickerson Sandra Doucette Ed Reardon, CTP Jeff Smith

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NPTC/INTERNATIONAL TRUCKS RECOGNIZES 24 NATIONAL DRIVER ALL-STARS



TWENTYFOUR PRIVATE FLEET TRUCK DRIVERS WHO HAVE DEMONSTRATED HIGH PERFORMANCE STANDARDS against their peer drivers throughout the country based on customer service, safety, adherence to company standards, regulatory compliance, and community service have been honored by the National Private Truck Council (NPTC) as National Driver All-Stars. The award is co-sponsored by International Trucks/Navistar.

“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,” according to NPTC President and CEO Gary Petty. “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.”

NPTC initiated the National Driver All-Stars program in 2009 to recognize those drivers of NPTC fleet member companies based on how they perform against their own internal customer service metrics. Specific measures of the recognition include:

- Customer service (uniform/appearance; on-time deliveries; attitude/conduct; customer feedback; loading/unloading; cooperation)
- Safety (number of DOT reportable accidents; number of OSHA reportable injuries; number of traffic violations verified by current MVR)
- Compliance with company standards (attendance, attendance at safety meetings, training, paperwork, etc.)
- Regulatory compliance (hours of service, DVIR, MVR, etc.)
- Community service

This year’s National Driver All-Star honorees are:

- Angel Aguilar**, Toyota Quality Parts Express, assigned by CPC Logistics, Inc.
- Jarrod Alsobrooks**, Speedway | SWTO LLC
- Aaron Breeden**, Ocean State Job Lot
- Lewis Clifton**, Marathon Petroleum Company LP
- Anthony Gann**, Procter & Gamble Company, assigned by CPC Logistics, Inc.
- Scott Gerdeman**, Pioneer Landscape Centers
- David Greene**, Johnsonville Trucking LLC
- Sidney Harlan**, LSP Transport, LLC
- Dane Harris**, Fabri-Kal Corporation, assigned by CPC Logistics, Inc.
- Brent Hurt**, ADM Trucking, Inc.
- Mark Ida**, Brakebush Transportation, Inc.
- John Jennings**, KeHE Distributors, LLC
- Ryan Lavergne**, CVS Health
- Joel Lawson**, Standard Logistics Transportation, assigned by Centerline Drivers
- Donald Mefford**, Frito-Lay, Inc.
- Jeffrey Moniz**, Walgreen Oshkosh, Inc., assigned by CPC Logistics, Inc.
- Mark Mumford**, New South Express, Inc.
- Antonio Romero Najera**, Southwest Traders, Inc.
- Andrew Nokes**, Schwan Food Company
- Gregory Park**, Nine Energy Service
- Garfield Rowe**, America’s Service Line, LLC
- Steven Shepard**, Performance Food Group
- Brenda Stewart**, John Deere, assigned by CPC Logistics, Inc.
- Daniel Sweitzer**, Kroger Company

CTP PROFILE

BY GARY PETTY
PRESIDENT AND CEO
NATIONAL PRIVATE TRUCK COUNCIL



Sponsored by



Sydney Reveal, CTP

Fleet Compliance Manager
HC Transport, Inc., a subsidiary of Home City Ice

NPTC is a Great Resource for Continuous Improvement

NPTC-MEMBER COMPANY HOME CITY ICE was founded in 1893 in Saylor Park, Ohio. In 1924, the Sedler family took ownership and has continuously operated the business for almost a century, now into the fourth generation. In its early history, Home City's entire business was delivering blocks of ice to homes with "ice boxes" which were refrigerators before electricity. Home delivery was discontinued in 1958.

Today, the company is one of the largest and most successful regional ice producers in the country. It provides ice for specialty retailers, industrial use, restaurants, bars, and special events. Home City generates more than \$200 million in annual revenue and, through acquisitions, now operates 70 plants and 80 terminals in Ohio, Indiana, Kentucky, Missouri, Georgia, and Iowa. The company's private fleet has over 1200 medium-duty trucks, a year-around team of over 1200 drivers, and some 2,000 drivers during summer peak season.

The private fleet is managed by **John Gillenwater, CTP**, V.P. of Transportation and CSO of HC Transport, Inc., which is the transportation subsidiary of Home City Ice. John is a long-standing volunteer leader of NPTC and currently serves as a member of the NPTC Board of Directors. John encourages his management team members to participate in NPTC programs and services and become Certified Transportation Professionals® (CTPs). One of the rising stars of John's team is **Sydney Reveal, CTP**, Fleet Compliance Manager.

Sydney was raised in the greater Cincinnati area and graduated from Oak Hills High School. Before she got into trucking, she saw herself as a future police detective. "In 2018, I graduated with a bachelor's degree in Criminology with a minor in Forensic Science

from Mt. St. Joseph University. I thought law enforcement was what I wanted," said Sydney.

"However, I started my co-op in 2016 and for several semesters through college worked at Home City Ice working under John. I did background checks on drivers and really loved the work. It's something like detective work only in transportation. I came to appreciate how complex the safety aspect of transportation really is."

"This was a great experience," said Sydney. "It changed my career outlook and in a completely different direction. Also, having to watch an actual autopsy gave me second thoughts about real-life work of a police detective. I was offered to stay on after graduation working full time with the title of Fleet Operations Administrator."

In her current role as Fleet Compliance Manager, Sydney handles all background checks for the entire company; Drug and Alcohol Clearinghouse; all aspects of drug testing (pre-employment, random, SAP); oversees the Driver Qualifications Files and the ELDT submissions into the registry, and all roadside inspections.

"My job involves processing roughly 6,000 background checks a year with the assistance of two full-time staff reporting to me. Since our drivers are mostly college

students working just for the summer, we have 100% turnover every year."

"When John encouraged me to attend the Private Fleet Management Institute and go through the CTP program, I was nervous and a bit apprehensive. Not being particularly outgoing, I worried about what to expect. At PFMI you are forced to interact—and I loved it. The Institute was well-structured over the entire five days and the people were all just terrific. The CTP exam preparation was very stressful. But, I was fortunate to get a lot of trial exam practice

"The annual conferences are a tremendous resource... I can't believe the amount of information I take back to work and put into practice."

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Profile *Continued*

with Tom Moore, CTP, who does such a great job running the Institute. He gave me a lot of confidence.”

After passing her CTP with flying colors, Sydney was inspired to get actively engaged with NPTC as a volunteer. “The annual conferences are a tremendous resource for new information and contacts. I can’t believe the amount of information I take back to work and put into practice.”

“I was a CTP grader for the Class of 2023 and Tom has asked me to be on the Faculty for the PFMI of 2024. Earlier this spring, John and I were the Fleet Presenters for an NPTC/JJ Keller webcast on the “Drug and Alcohol Clearinghouse.”

“The thing is, we are a growing company. When I was hired, we had three fleet managers. Today, we have a great team of ten! John has made safety a major priority. We’re looking for anything we can do to get better. The Council is a great resource for continuous improvement.

I’m proud to be a CTP and engaged in the NPTC culture.”

COMING EVENTS:

2024 CTP ELIGIBILITY AND EXAM APPLICATIONS DUE
January 24, 2024

2024 CTP EXAM PREP WORKSHOP
January 12, 2024, Orlando, FL

2024 PRIVATE FLEET MANAGEMENT INSTITUTE
January 13-17, 2024, Orlando, FL

2024 CTP® EXAM
February 10, 2024

NPTC ANNUAL CONFERENCE
April 21-23, 2024, Orlando, FL

NPTC NATIONAL SAFETY CONFERENCE
September 4-6, 2024, Orlando, FL

CTP CLASS OF 2024 NOW FORMING

CANDIDATES FOR THE CERTIFIED TRANSPORTATION PROFESSIONAL® (CTP) PROGRAM ARE ENCOURAGED TO REGISTER NOW for their places

in the Class of 2024. The Eligibility Application deadline is January 24, 2024. The program is sponsored by J. J. Keller & Associates, Inc.

By earning the CTP designation, you join a group of transportation professionals who have made a commitment to the private fleet industry, to an ongoing pursuit of career advancement, and to continuing enhancement of their knowledge and skills. Top management will readily identify you as a professional with the experience and knowledge to direct and administer a private fleet, traffic, or transportation operation.

To learn more about the CTP® program, visit www.nptc.org, or contact Kristen Todd at ktodd@nptc.org or (703) 838-8841.



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In the News



Jeff Ferrell, CTP, has been promoted to Sr. Director Field Sales-National Accounts for J. J. Keller & Associates, Inc.



Duane Woods, CTP, former NPTC Institute Board Chair, has been named Logistics Coordinator, Tillamook County Creamery Association

At its September 6 meeting, the NPTC Institute Board of Governors unanimously approved the nominations of the following to serve on the Board of Governors:



Mark Carlson, CTP, Enterprise Sales Director, Netradyne



Isaac Harmon, CTP, Sr. Manager, Operations and Safety, CPC Logistics, Inc.



John Robbins, CTP, Sr. Director, Fleet Operations, Standard Logistics Transportation



Bob Trent, Sr. Vice President of External Affairs, PrePass



by Tom Moore, CTP
NPTC Executive Vice President
Graduate, CTP Class of 1997

Join The Club

PMFI and CTP Open Doors to an Extraordinary Culture

REGISTRATION IS NOW OPEN FOR JANUARY'S PRIVATE FLEET MANAGEMENT INSTITUTE and the **Certified Transportation Professional® Class of 2024**. Enroll now! Participation is expected to exceed records set last year.

PFMI 2023 reached an all-time attendance record with 125 registered attendees representing several dozen NPTC Fleet and Allied member companies. Another 121 attendees, also a record, participated in the day-long CTP Exam Prep Workshop held immediately prior to PFMI. Graduates of the Certified Transportation Professional® (CTP) Class of 2023 reached 139—the highest number in the 30-year history of the program which is sponsored by J.J. Keller & Associates, Inc.

Held at the Omni Orlando Resort at ChampionsGate in Orlando, Florida, January 13-17, 2024, the PFMI provides an accelerated “graduate level” training experience which helps navigate the five core disciplines of private fleet management including Safety, Operations, Finance, Human Resources, and Equipment and Maintenance.

More than a dozen Institute Expert Faculty and Case Study Judges provide a rigorous learning environment in which attendees are exposed to a series of presentations, roundtable discussions, structured networking activities, case study analysis, and group teamwork competition.

Tom Moore, CTP, NPTC Executive Vice President, managing director and inspirational leader of the PFMI and CTP programs for over 20 years, says “I was a member of the fourth CTP class and among the first 16 candidates to graduate. The program was just getting off the ground and was not very well known in the industry. I was the editor of a national trucking magazine and thought getting certified would make me better at my job. So, I decided to be an early “investor”. Today, looking back, the payoffs have been extraordinary. Earning the CTP transformed my career in so many positive and unexpected ways. I would not have achieved what I have accomplished career-wise or be in the position I am in today within having earned my CTP credential. It changed the trajectory of my life and all for the good.”



Mari Roberts, CTP, past Chair of the NPTC Institute Board of Governors, current NPTC Board Officer/Secretary, Vice President of Transportation, Frito-Lay, with more than 15 years as PFMI Expert Faculty Member and CTP promoter, says “Transportation expertise now carries a higher premium within corporations because transportation itself is a major priority and commands laser-like focus. I think most people have realized how critical our Drivers and the trucking industry is to keep America’s supply chains moving. I appreciate the collaboration, benchmarking and camaraderie shared amongst my peers and friends in the industry as we all continue to make our businesses more efficient and our collective highways safer. **The networking power of CTPs is just incredible.**”

Mike Schwersenska, CTP, NPTC Institute Board Chair, General Manager, Brakebush Transportation, Inc., former NPTC Board of Director’s Chair and officer, and graduate of the CTP Class of 2015, says “Mostly all CTPs feel they belong to something truly special. Some think of it as “The Club.” I attended the PFMI with my boss, a family-member and owner of my company, and the next month passed the CTP exam. The ROI from the experience was extraordinary. Based on what I learned at the Institute alone, our company was able to save around \$4 million dollars within a few years. By coming back to NPTC events every year thereafter, and with my CTP connections, we continued to achieve great overall improvements and savings.”



Kevin Dieterle, CTP, Class of 2023 graduate, and Senior Transportation Manager for DOT Transportation, says “PFMI and the CTP Exam were incredibly stressful. The amount of information that was squeezed into five days and all the takeaways that we received were truly so valuable. **Attending PFMI and earning your CTP is value-added for any employer who invests in their employees.**”



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Tim Adam, CTP, Sr. Driver Trainer, J.J. Keller & Associates, Inc., says “I did not realize the importance of PFMI until I was there. I do not know how I would have passed the CTP exam without that experience. The CTP exam was the most challenging thing I have ever participated in. I learned so much and am happy to be part of this organization.”

“The week in Orlando was long and grueling for the PFMI, but it was exactly what was needed. From the way the classes were laid out and presented in an open discussion, to “forcing” everyone to network with new breakfast tables and class groups every day, and even the curveball on our presentations bringing even more people together to share ideas, perspective, and knowledge, it truly was an amazing program. *The experience is one I will take with me for the rest of my career*” says **Brad O’Leary, CTP**, Operations & Safety Supervisor, Orgill, Inc.



“The amount of knowledge I gain from PFMI far surpassed all my expectations. I truly enjoyed learning fleet topics from industry professionals. Although the CTP exam is challenging, it is the culmination of a truly engaging learning opportunity and a chance to earn the credential of Certified Transportation Professional,” says **Taylor Furgalack, CTP**, Fleet Operations Manager, Krispy Kreme Doughnuts.



Erica Forté, CTP, Manager, Fleet Administration, Aaron’s, Inc., says “I had no idea what to expect. *I learned so much in just a short period of time* and made great connections. When I returned home, I started seeing things from a different perspective. I was amazed at the knowledge that I obtained and was able to apply to my current role. I would strongly encourage anyone who is considering testing for the CTP exam to go for it! You will learn things you did not know and enhance skills you already have. This was truly a wonderful experience!”



Arvin Zabalerio, CTP, Sr. Manager, Logistics, Distribution, and Transportation, Pepsi Beverages Company, and the CTP Top Graduate, Class of 2023, says, “I have made incredible connections at PFMI. The leadership of PFMI and faculty members exceeded my expectations. The incredible conversations I had with different people of all backgrounds were better than I could have imagined and were probably the ultimate take-away from the experience.”



Steven Roberts, CTP, Fleet Manager, Deseret Transportation, and member, NPTC Board of Directors, concluded, “CTP was a great time in my career. I would gladly go through PFMI and CTP program again.”



Attend PFMI in January, graduate with the CTP Class of 2024, and join “The Club”.

NPTC/J. J. KELLER & ASSOCIATES, INC. WEBCAST UPDATE

EVERY YEAR, THOUSANDS OF PRIVATE FLEET EXECUTIVES TUNE-IN to the NPTC/J. J. Keller Educational Webcasts to learn more about regulatory compliance, risk management, safety enhancements and more. The webcasts are free to NPTC member and existing CTPs can earn recertification points by participating in the webcast series.

To date, NPTC and J. J. Keller & Associates have co-sponsored the following six webcasts:

- August featured **Active Safety Technologies** with fleet speaker **Norlene Gray, CTP**, Manager of Safety & HR, Brakebush Transportation, Inc.,
- July featured webcast covered **CSA Scores** and featured fleet presenter from **Jessica Tincher, CTP**, Safety & Compliance Manager, Bob Evans Transportation Co.
- June’s webcast on **Vehicle Inspections and Maintenance** featured fleet presenter **Brian Damon**, Senior Fleet Manager, New South Express, Inc.
- In May the webcast on the **Entry-Level Driver Training** featured fleet presenter **Ed Reardon, CTP**, Sr. General Manager, Fleet Safety & Compliance, CF Logistics/Country Fresh.
- In April, the webcast covered the topic of the **Drug & Alcohol Clearinghouse** and featured fleet presenters from HC Transport — **John Gillenwater, CTP**, Vice President, Fleet Operations & CSO, and **Sydney Reveal, CTP**, Fleet Compliance Manager.
- In March, we kicked off the Webcast series with **Screening, Hiring, and Qualifying Successful Drivers**, featuring fleet presenter, **Greg Whisenant, CTP**, CDS, Corporate Risk, Fleet Services Director with Shaw Industries Group.



Norlene Gray, CTP



Jessica Tincher, CTP



Brian Damon



Ed Reardon, CTP



John Gillenwater, CTP



Sydney Reveal, CTP

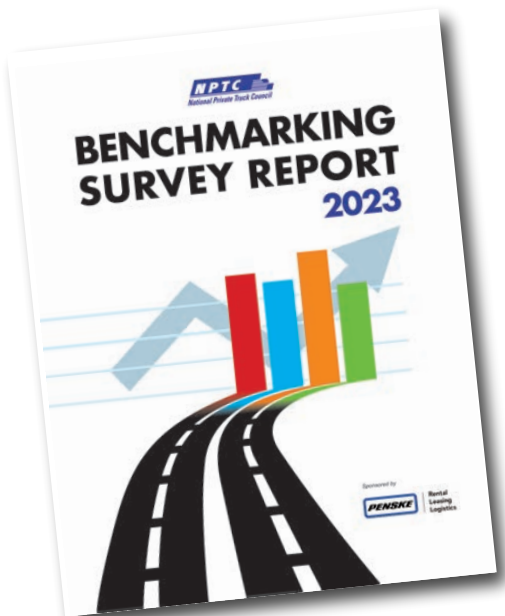


Greg Whisenant, CTP

All webcasts have been archived and are available for download at www.jjkeller.com/nptcinfo.

There are two webcasts remaining for this year

- **September 27: Hours-of-Service and ELDs**
- **October 25: Driver Performance Tracking**



GREAT TOOL FOR JUSTIFICATION

Benchmarking Report a Deep Dive into Fleet Operations



by Gary Petty
President & CEO
National Private Truck Council

THE NPTC 2023 BENCHMARKING SURVEY REPORT, an exclusive members-only benefit sponsored by NPTC Five-Star member company, Penske Truck Leasing Company, was published on August 1, 2023.

The Report is widely regarded as the foremost authoritative resource of private fleet practices in the United States and one of the most valuable benefits of Council membership. This publication has become the “gold standard” by which private fleets assess, justify, and scorecard their performance and continuously improve their operations.

“This Report is an especially valuable part of NPTC services,” says **Steven Roberts, CTP**, member of the NPTC Board of Directors and Fleet Manager of Deseret Transportation, the private fleet of the Church of Jesus Christ of Latter-Day Saints. “It gives us a deep dive into our own operations as compared to other fleets.”

Confidentiality and trust are hallmarks of the Report. Information collected from participating fleet companies is treated as privileged and proprietary and never discussed or shared within or outside NPTC. Aggregate data shown in the report itself is anonymous and made without attribution as to individuals and their corporate affiliations.

NPTC retains sole and exclusive management control of the report including the survey questionnaire, data collection, analysis, production, and distribution to participating fleet companies. For the first time, the survey questionnaire was offered this year in an electronic format designed exclusively for the Council to ease the process of data submission and further enhance security.

Produced under the leadership direction of author and general editor, **Tom Moore, CTP**, NPTC Executive Vice President, the report has evolved over the years into the largest and most comprehensive research project ever conducted on private fleet best practices and operational protocols.

To augment the value of the report, Mr. Moore will, upon request, provide participating individual fleets with customized “data pulls” which show how their fleet compares with other peer fleets operating in the same business sector, as well as to show how their fleet’s data stacks up against national trends and norms.

The Council wishes to recognize members of the NPTC Benchmarking Survey Committee, made up of fleet member company representatives and NPTC Staff. The committee assists in making numerous improvements including building more diverse content of fleet operating practices and allowing for a greater range and depth of key metrics.

The members are **David Barth, CTP**, Transportation Area Manager, Wegmans Food Markets, and Vice Chair, NPTC Board of Directors; **Mike Cramer**, Corporate VP, Transportation, The QUIKRETE Companies; **Sandra Doucette**, Sr. Manager, EHS — Fleet & Retail Programs, Advance Auto Parts; **Scott Duvall, CTP**, Logistics Manager, Oldcastle Building Products; **Catherine Gammill**, Director, Supply Chain Logistics, AutoZone, and Member, NPTC Board of Directors; **Carl Hamilton**, General Manager, New South Express; **Kevin G. Howell, CTP**, Dedicated Liaison Planner, Perdue Transportation; **Ellen Ingram, CTP**, Director, Human Resources, America’s Service Line, LLC., and Board Member, NPTC Institute Board of Governors; **Mike Keller, CTP**, National Senior Logistics Manager, Pitney-Bowes.

Other members are **T.J. Mummert, CTP**, Logistics Analyst, ProVia Logistics, LLC; **James Nissenberg, CTP**, VP, Logistics, Santa Monica Seafood; **John Robbins, CTP**, Sr. Director, Operations, Standard Logistics Transportation; **Joe Schneider, CTP**, Associate Manager, Frito-Lay, Inc; **Joseph Siejakowski, CTP**, Director, Operations, Lumina Brands; **Jessica Tincher, CTP**, Safety & Compliance Manager, Bob Evans Farms; **Rick Van Gemert**, Director, Safety and Compliance, Sentinel Transportation; **Cassie Wood, CTP**, Transportation Manager, BCT, Inc; and **Duane Woods, CTP**, Logistics Coordinator, Tillamook County Creamery Assn.

Consistent with participation in past years, more than 100 fleet member companies participated in the 2023 report. Surveyed companies are a representative mix of diverse business markets throughout the U.S. economy. Participating companies have, on average, dozens of terminals; 300-400 drivers, and 1,200 or more trailers. Driver turnover came in at 18%, down from 22% last year but slightly above the previously reported 14.5% running turnover average for more than a dozen years.

“Safety continues to be a major focus,” says Moore, “coming in at 0.4 DOT recordable accidents per million miles of travel. This matches last year’s lowest ever number.” Also, despite reported difficulty in obtaining equipment, fleets don’t appear to be extending their trade cycles for Class 8 equipment. “Trade cycles of 6.3 years and 602,000 miles are nearly identical to last year,” Moore adds. “When we remove leased units from the calculation, the numbers moved up to 7.1 years and 717,000 miles (compared to 6.9 years and 662,000 last year).”

David Fontana, CTP, National Fleet Manager, AutoZone, says “The benchmarking report is a great tool for fleet justification. We’re big believers and have participated for several years. Learning about leading operating trends of other fleets has helped us meet the challenges of double-digit growth in the past three years.”

6 STEPS TO EARNING YOUR CTP®

The National Private Truck Council's Certified Transportation Professional® Class of 2024 is now forming. Eligibility applications are due January 24, 2024. Now in its 30th year, and sponsored by J.J. Keller & Associates, Inc. since 2018, the CTP® program is the only credential of its kind for private fleet practitioners, including both fleet managers and supplier/vendors, in the transportation industry.

Senior management will readily identify a CTP as a professional with the experience, knowledge, and understanding of how to direct and administer a fleet, traffic, or transportation operation. As a fleet transportation manager or executive, the CTP designation confirms that an individual has the knowledge and ability to understand complex operational and regulatory issues, identify and evaluate potential cost savings, and develop systems and practices which best meet a company's transportation needs and objectives. For the transportation supplier/vendor representative, the CTP designation confirms that you have the know-how to better advise and cater to the unique needs of the private fleet/transportation industry.

By earning the Certified Transportation Professional® (CTP) designation, you join a group of transportation professionals who have made a commitment to the private fleet community, to an ongoing pursuit of career advancement, and to continuing enhancement of their knowledge and skills.

For full program details, click on the "GET CERTIFIED" tab on the NPTC website www.nptc.org, or contact Kristen Todd, Director of Education and Certification, ktodd@nptc.org / (703) 838-8841.

STEP 1

SUBMIT THE ELIGIBILITY APPLICATION ONLINE – DUE JANUARY 24, 2024

- The online application is under the "Get Certified" tab on the NPTC website www.nptc.org
- You must have a minimum of five years of transportation industry-related experience, plus active participation in the fleet/transportation community.
 - The cost to sit for the exam is \$690/members; \$890/non-members.
 - The Eligibility Application is valid for the 2024 CTP Exam only. All applications are non-refundable and are not transferable.

STEP 2

PREPARE

- A combination of your on-the-job experience and taking advantage of the numerous educational programs and publications offered by industry associations, provide the best preparation for the CTP® Examination.
- Begin your study preparation as soon as practical.
- CTP Study Guides** – Free, downloadable guides covering the five core disciplines available to confirmed candidates.
- NPTC Benchmarking Survey Report** – Free, downloadable report available to confirmed candidates.

STEP 3

REGISTER FOR TRAINING

NPTC offers in-depth, in-person training which has proven itself to be one of the most effective ways to prepare for your CTP journey (Note that these programs aren't mandatory; however, they are strongly encouraged.)

- Private Fleet Management Institute (PFMI) January 13-17, 2024**

A five-day educational program that offers comprehensive instruction, education and activities designed to enhance your understanding of the private fleet management curriculum. The sessions are taught and facilitated by a faculty of seasoned private fleet professionals.

- CTP Exam Preparation Workshop January 12, 2024**

CTP candidates are encouraged to attend the CTP Exam Preparation workshop. The workshop is a full-day, specialized study group led by NPTC Executive Vice President, Tom Moore, CTP. Polish your writing skills, prepare for the case study analysis, network with candidates, and complete a sample multiple choice examination.

STEP 4

TEST

To become a CTP, you must pass a two-part examination offered virtually on **Saturday, February 10, 2024** (no exceptions).

Part One consists of short-answer essay questions focusing on the core areas of fleet/transportation management. You will have two hours to complete this part of the examination. (One hour break)

For **Part Two**, you will be given a case study and asked to submit a written analysis of the problem and your recommendations for solving the problem. You will be given two hours to complete this portion of the examination.

STEP 5

EARN

Once you earn your CTP designation, we encourage you to attend the **NPTC Annual Education Management Conference and Exhibition**, which will be held April 21-23, 2024. **The Graduation Ceremony** takes place during the opening General Session on Sunday, April 21. Plus, you will be able to connect and reconnect with other CTPs in educational workshops, on the exhibit hall floor, and during informal networking sessions.

STEP 6

MAINTAIN

Recertification is a mandatory element of all job-based certification programs – the CTP program is no different. The Recertification guidelines are designed to ensure the continued transportation-related education of the individuals who earn the CTP designation. On an annual basis, CTPs will be invoiced \$100 to maintain active and participatory status. **CTPs must earn and submit 50 recertification points every three years.**

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ABOUT THE PROGRAM

Approximately 100 individuals earn their CTP designation each year and formally graduate during a recognition ceremony at NPTC's annual conference. Through active engagement in NPTC's unique culture, new CTPs become part of a special network of professionals who set a high standard for management practices and leadership qualifications. **To successfully complete the CTP Examination, candidates are expected to have a clear understanding of the skills, abilities, and knowledge required to effectively and efficiently perform within the fleet/transportation management profession.** The certification curriculum and the CTP Examination content are focused on the five core subject matter disciplines of private fleet management:

**Finance • Safety • Human Resources
Vehicle Equipment & Maintenance • Operations**

This content is regularly updated and enhanced based on continuous improvement standards set by leading private fleet management practitioners as measured by best operating practices, key performance indicators, and national benchmarking data that the National Private Truck Council collects and produces annually.

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NPTC/IDEALEASE SAFETY SEMINARS

THE 2023 IDEALEASE/NPTC SAFETY SEMINARS, "Data Utilization in Transportation Safety", will help fleet managers understand and manage fleet safety for all major areas scrutinized during state and federal compliance interventions and reviews. The one-day, in-person seminars consist of presentations from industry professionals, discussion among attendees, education handouts, and lunch. You will learn about new and proposed regulatory changes and how to enhance your safety program above and beyond regulation requirements with the following topics:

- Update on FMCSA Compliance, Safety, and Accountability program (CSA)
- Drivers: qualifications, drug and alcohol testing, Hours of Service regulations
- Vehicle maintenance and inspections

Take advantage of this unique opportunity to stay informed of the regulations that affect your operations and learn important risk control techniques to maintain insurability and control losses.

Fall 2023 Schedule:

Sep 19	Reno/Sparks, NV
Sep 20	San Leandro, CA
Sep 21	Oxnard, CA
Sep 26	Southfield, MI
Sep 28	Linthicum, MD
Oct 11	Birmingham, AL
Oct 12	Atlanta, GA
Oct 17	Columbia, SC
Oct 17	Batesville, IN
Oct 19	Green Bay, WI
Oct 25	Louisville, KY
Oct 26	Nashville, TN



READY TO TAKE THE NEXT STEPS OF YOUR PROFESSIONAL DEVELOPMENT?

MARK YOUR CALENDAR FOR TWO UPCOMING **WEBCASTS** to learn how NPTC programs can enhance your professional development.

CTP WEBCASTOct. 6 at 2pm

PFMI WEBCASTNov. 2 at 2pm



The featured webcast speakers are Fleet member **Mike Schwersenska, CTP**, General Manager, Brakebush Transportation, Inc. and Chair of the NPTC Institute Board of Governors and member of the Board of Directors and **Tom Moore, CTP**,



NPTC's Executive Vice President.



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