

CTP Insider

A quarterly publication for the Certified Transportation Professional published by the NPTC Institute, sponsored by J. J. Keller & Associates, Inc.

Fall 2026

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REGISTRATION IS NOW OPEN FOR JANUARY'S PRIVATE FLEET MANAGEMENT INSTITUTE and the Certified Transportation Professional® Class of 2027. Enroll now! Participation

is expected to exceed records set last year.

Last year, 114 individuals attended the Institute representing several dozen NPTC Fleet and Allied member companies. Another 114 attendees, participated in the daylong CTP Exam Prep Workshop held immediately prior to PFMI. Many of those attendees sat for, and passed the Certified Transportation Professional® (CTP) Exam. With the 121 CTP graduates in the Class of 2025, there are now 1,034 active CTPs—more than 2,000 CTP Graduates since 1993. The CTP Program is sponsored by J.J. Keller & Associates, Inc.

Held at the Omni Orlando Resort at ChampionsGate in Orlando, Florida, January 16-20, 2027, 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.

Nearly 20 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 and master of ceremonies for the PFMI and CTP programs for more than 20 years, says "Ever since earning my CTP in 1997, I have been reinvesting my time, energy and insights back into this community that has meant so much to me. Today, looking back, the payoffs have been extraordinary. *Earning*



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2300 Wilson Blvd, Suite 700
Arlington, VA 22201
(703) 683-1300; (703) 683-1217 fax
www.nptc.org

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

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

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the CTP transformed my career in so many positive and unexpected ways. I would not have achieved what I have accomplished careerwise 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, Chair of the NPTC Board of Governors and Past Chair of the NPTC Institute Board of Governors, and Senior Vice President, North America Supply Chain COE's, PepsiCo, and 17 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, VP of Transportation, Brakebush Transportation, Inc., NPTC Board Treasurer, NPTC Institute Board Chair, and graduate of the CTP Class of 2015, says "Attending the PFMI in 2012 was a turning point for me. Three years later, in 2015, I earned my CTP designation—a decision that has paid dividends ever since. The ROI from the experience was extraordinary: the knowledge I gained at the Institute alone helped our company save around \$3 million within just a few years. Beyond the financial return, the CTP gave me a lasting network of professionals who share knowledge, challenge one another, and elevate the standards of our industry. **Each year, by returning to NPTC events and strengthening those CTP connections, we've continued to achieve meaningful improvements and long-term success.** The CTP is far more than a credential—it truly is a community, a 'club' that I'm proud to belong to."



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.**"

Tim Adam, CTP, Industry Business Advisor, 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, Director – Advanced Planning and Inventory Optimization, Pepsi Beverages North America, 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 takeaway 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 2027 and
join "The Club"**

6 STEPS TO EARNING YOUR CTP®

The National Private Truck Council's Certified Transportation Professional® Class of 2027 is now forming. Eligibility applications are due December 1, 2026. Now in its 35th 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 DECEMBER 1, 2026

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 2027 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 16-17, 2027**

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 15, 2027**

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 13, 2027** (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 **May 6-8, 2027**. The **Graduation Ceremony** takes place during the opening General Session on **Thursday, May 6**. 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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& Associates, Inc.
Since 1953

CERTIFIED
CTP
TRANSPORTATION
PROFESSIONAL

SINCE 1993

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.

National Safety Conference Highlights

THE 2026 NATIONAL SAFETY CONFERENCE just ended last week, drew 279 registrations and 37 exhibitors, honored 18 National Driver All-Star winners, was supported by 9 sponsoring companies, and featured 20+ fleet safety professionals as speakers and moderators.

NPTC President and CEO **Gary Petty** opened the first general session by introducing the NPTC Board of Directors, chaired by **Mari Roberts, CTP**, PepsiCo, and the NPTC Institute Board of Governors, chaired by **Mike Schwersenska, CTP**, Brakebush Transportation. Also introduced were NPTC Five-Star Member company representatives, members of the NPTC Safety Committee, and Kate Mirise, CTP, The Royal Group, chair of the Safety Committee, NPTC Board member, and conference Master of Ceremonies.

Cathy F. Gautreaux, U.S. Department of Transportation's Deputy Assistant Secretary, Office of Multimodal Freight Infrastructure & Policy, gave the conference keynote speech on the subject of **Multimodal Freight Issues: Supply Chain, State Freight Plans, Cargo Theft**. NPTC General Counsel & Government Affairs Representative, **Rick Schweitzer** followed with the **Washington Report**, sponsored by **Centerline Drivers**. NPTC's Executive Vice President **Tom Moore, CTP**, concluded the session with **Key Safety Metrics: A Review of NPTC Benchmarking Survey Report**, sponsored by **Penske Truck Leasing** and **Tenstreet**.

Thursday opened with the Networking Continental Breakfast in the Exhibit Hall before the second general session kicked off with the highly popular two-hour **Mock Trial: The Ultimate Teaching Tool** conducted by NPTC Board of Governors member Attorney **Doug Marcello**, Shareholder, Saxton & Stump, NPTC Five-Star Member company, assisted by **Meghan Chan, CTP**, Mondelez International LLC; **Pete Dhuse, CTP**, Merchants Distributors, LLC; **Brian Du Bois, CTP**, Pace Supply Corporation; **Jeff Grote**, Clopay Transportation; and **Jon Kirk**, Rich Products Corporation.



Next was an all-time favorite feature of the conference, the **NPTC National Driver All-Stars Recognition Awards Ceremony**, a program which honors excellence among America's Private Fleet Drivers and recognizes top drivers for meeting high-performance standards of safety, compliance, and customer service. Sponsored by **International Motors** and **Centerline Drivers**, the All-Star Ceremony was presented by **Tom Moore, CTP**, NPTC Executive Vice President, assisted by **Bob Mann**, International Motors, and **Renante Redmon, CTP**, Centerline Drivers. Eighteen outstanding private fleet drivers were recognized (*see page 6*).

After a two-hour Networking Luncheon in the exhibit hall, the program transitioned to **Safety-in-the-Round: Facilitated Roundtable Discussions** featuring these topics and facilitators:

- Injury Reduction Programs facilitated by **Jade Cave, CTP**, Dot Transportation, Inc.;
- Internal Safety Audits, facilitated by **Chris Kirby, CTP**, America's Service Line, LLC.;
- The Relationship between Safety and Maintenance, **Chris Haas, CTP**, Interstate Batteries;



Continued on next page

Safety Conference Continued

- Predictive Driver Analytics, facilitated by **Herb Osborne, CTP**, HC Transport, Inc.;
- Safety Incentives, Rewards, and Recognition, facilitated by **Charles Amen, CTP**, and **Rory Cook**, Hillyard, Inc.,
- Driver Coaching Strategies, facilitated by **Eric Cook, CTP**, HC Transport, Inc.,
- The Case for Active Safety Technologies, facilitated by **Andrew McGrath, CTP**, HC Transport, Inc., and
- Fatigue Management, facilitated by **Michael Mullins, CTP**, WinCo Foods, LLC.

The Thursday program ended with a well-attended **Networking Reception** in the Exhibit Hall featuring 37 companies exhibiting the latest safety-oriented technology and resources. The Safety Conference provides a unique opportunity to incentivize participation/retention in the Hall and optimize networking between Fleet and Allied/Supplier exhibitors with sponsored buffet meals and beverages for six hours over the two-day event.

NPTC wishes to express thanks and appreciation to the 37 companies which exhibited at this year's safety conference. For information about exhibiting at the 2027 National Safety Conference, please contact Serena Porter at sporter@nptc.org.

Friday's final general session began with an impressive and well-received presentation of NPTC Board Vice Chair, **Tim Eckhardt, CTP**, Senior Director for Safety, Dot Transportation, Inc., on "The Role of AI in Improving Private Fleet Safety".

Following Tim's remarks were excellent talks by **Krystle Horst, CTP**, Batesville Casket on "The New Blind Spot in Fleet Safety: Modernizing Risk Reduction Without Losing the Private Fleet Advantage"; **Ed Reardon, CTP**, Clean Harbors, "Cracking the Code for Clean Roadside Inspections," and "Tips From The Best": NPTC Fleet Safety Award Winners Reveal Strategies and Best Practices" by **Jason Hiller, CTP**, Clasen Quality Chocolate, **Chris Kirby, CTP**, America's Service Line, LLC, **Gillian Taylor, CTP**, Johnsonville Trucking, LLC.



EXHIBITORS

3drens
 Air-Weigh On-Board Scales
 Ancora Training
 Birdseye
 CarriersEdge
 Cetaris
 Descartes Systems (USA) LLC
 DQM Connect
 E.A. Dion, Inc.
 E-SMART
 Evolution Trust US. LLC
 Federal Motor Center
 Safety Administration
 Foley
 IMMI
 International Motors, LLC
 itacit
 J.J. Keller & Associates, Inc.
 Konexial, Inc.
 Link
 Luma Brighter Learning
 Motive
 Netradyne
 Outpost
 Pedigree Technologies
 PrePass
 RapidLink Repairs
 Route4Me
 Samsara
 SiriusXM Fleet
 Smith System
 Solera Fleet Solutions
 Tenstreet
 Truck Parking Club
 Trucker Path
 TruckRight
 Tyler Technologies
 Velocitor Solutions

THANK YOU TO THE NATIONAL SAFETY CONFERENCE SPONSORS

DRIVER ALL-STARS



BOARD BREAKFAST



NAME BADGES



REGISTRATION DESK KICK-PANEL



REFRESHMENT BREAKS





NPTC RECOGNIZES 2026 NATIONAL DRIVER ALL-STARS

EIGHTEEN 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 2026 National Driver All-Stars. The award is co-sponsored by International Motors and Centerline Drivers.

“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:

Ronald Blain, PepsiCo

Jeffrey Bloss, Marathon Petroleum Co.

Leroy Bryant, Standard Logistics *assigned by Centerline Drivers*

Andy Danielson, Target Stores

Robin Dye, JBS Carriers, Inc.

Tucker Fetzer, SWTO, LLC | SEI Fuels

Ed Fortunato, CVS Health

Andrew Givens, ADM Trucking, Inc.

James Laatsch, Schwan's Company

Gregory Lamar, Circle K / Fuel South Express

Martin Morin, Tempur Sealy International

Jorge Pavon, Coastal Pacific Food Distr. *assigned by Centerline Drivers*

Jose Quintero, Kroger Company

Manuel Roblero, KeHE Distributors

Bryan Sciamanna, LSP Transport

Darnell Scott, America's Service Line

Kenneth Scott, Toyota Transport *assigned by Centerline Drivers*

Lars Shively, Deseret Transportation



CTP PROFILE

BY GARY PETTY
PRESIDENT AND CEO
NATIONAL PRIVATE TRUCK COUNCIL




Scott Willert, CTP
President of Supply Chain
American Foods Group

Sponsored by



J. J. Keller
& Associates, Inc.
Since 1953

“SUPPLY CHAIN LEADER SETS HIGH BAR”

ONE OF THE LEADING PRIVATELY HELD BEEF PROCESSING COMPANIES IN THE UNITED STATES, American Foods Group (AFG) ships 6 million pounds of beef a day to over 38 countries. A top producer of lean beef, the company supplies food service establishments coast to coast, American military personnel worldwide, and plays a major role in putting beef on the table for millions of Americans every night.

America's Service Line (ASL) is the company's private fleet under the leadership for the past 11 years of **Scott Willert, CTP**, President of Supply Chain for AFG. In the past year, Willert was promoted to his current title where he oversees ASL as well as procurement and the broader supply chain for AFG. His 40-year career in the trucking industry includes 15 years with UPS in various roles and 14 years with Kraft Foods mostly working in or leading their private fleet.

Scott had been active in the NPTC for over 20 years. He attended the PFMI and passed his Certified Transportation Professional (CTP®) designation in 2018.

He has been a featured speaker at NPTC's Private Fleet Management Institute (PFMI), Annual Conference, and National Safety Conference, served as a member of the Conference Planning Committee, and presented many times at virtually all NPTC meetings and webinars. He has served as a member of NPTC's Board of Directors and the NPTC Institute Board of Governors. In 2023, he was named NPTC's Private Fleet Executive of the Year.

Under Scott's leadership, twelve of his team members have gone through PFMI and the CTP programs.

Greg Gmeinder, CTP, President of ASL, who reports directly to Scott, serves on NPTC's Benchmarking Steering Committee and was a speaker at the Annual Conference. Two other top executives, **Ellen Ingram, CTP**, Vice President, HR & Safety, NPTC Institute

Board member, and **Nicole Schubring, CTP**, Director of Operations & Productivity, have been regular PFMI faculty members for many years and frequently present at NPTC events. Ingram was honored as NPTC's Private Fleet Manager of the Year in 2026.

Steve Cariveau, CTP, Controller, serves on the Benchmarking Steering Committee, **Landon Maxson, CTP**, Director of Logistics, was the CTP Top Graduate, and **Chris Kirby, CTP**, Sr. Manager, Safety and Compliance, was safety conference speaker and judge for the Driver Hall of Fame awards. **Xochil Rodarte,**

CTP, Director of Sales, and **David Giese, CTP**, Fleet Maintenance Director, are current and past members, respectively, of NPTC's Annual Conference Committee.

Several of the company's drivers have been recognized as National Driver All-Stars and the private fleet has won Fleet Safety awards and numerous other awards from NPTC and other industry organizations. In 2024, ASL received the Private Fleet of the Year award from Fleet Owner Magazine. AFG has been recognized as one of the top 25 shippers in the United States on numerous occasions.

“When I started out in this job, a critical first step was to assess the team I had and find out what I was missing. I began the process of putting the right people in place, giving them the authority and autonomy to succeed,” said Willert. “Over the previous two years, I had travelled around to our plants to meet folks and get their feedback. Centralizing transportation was a priority. Taking transportation off the hands of the plants improved the effectiveness and efficiency of the private fleet and our transportation team.”

“Our private fleet is truly a team of elite professionals,” Willert says. “We expect excellence, and we reward it. Fortunately, we attract good people who work well as a team, who are adaptable, and willing to adjust as circumstances require. If you are a ‘me’ person, this is not the right company for you.”

Continued on next page

Profile Continued

The company's private fleet has over 250 tractors and 500 refrigerated trailers. It has operated for 30 years and represents about 50 percent of transportation required by AFG, serving 6 processing plants located in the Midwest. The other 50 percent of company transportation is provided by outside carriers.

Willert said the company has developed long-standing relationships with a strong group of smaller to mid-size partners who serve their network well. "The small to medium carrier is a sweet spot for us. They typically share our philosophy about drivers. Building long-term relationships with these quality carriers who value their drivers helps strengthen our ability to provide an overall premium transportation service for customers."

"Twenty years ago, we had all owner-operators. Today, three-fourths of our fleet drivers are employees and one-fourth are owner-operators. Our annual turnover is well below private fleet industry standards of around 20%. This is driven by a commitment to people's success which begins at the top. Our fleet has the full support of our owners. The cost of the private fleet is lower than outsourced alternatives. We operate as a profit center, retain our staff and drivers, and maintain high customer service standards despite challenging conditions in our market."

Tom Rosen, CEO of Rosen's Diversified, said, "We remain a privately held family business and through the years, one thing has remained the same: we are a tight-knit group of hard-working people who care about our customers and about one another."

Willert adds, "Rosen's Diversified has grown into a vertically integrated family of companies that provide products from farm to



table. Our owners are committed to their employees and our customers for the long haul."

"This is a great company to work for, the best in my career. Our private fleet team is the gold standard!"

In the News



Pamela Martin, CTP, Claims and Litigation Manager at Medline, was named a 2026 Risk All Star by *Risk & Insurance* magazine for her role in transforming Medline's reactive claims operation into a disciplined, transparent, and data-driven risk management program.

At its meeting on September 9, the NPTC Institute Board of Governors elected the following individuals to serve on the Board:



Lindsay Belanger, Dir. Marketing, RMT – NA, Descartes Systems (USA) LLC



Bill Bishop, Sr. Vice President, Sales & Marketing, FLD, Inc.



Crystal Brennan, VP, Transportation, SpartanNash Company



Amber Burris, CTP, Logistics Mgr, Tillamook County Creamery Association



Ray Byrd, CTP, CEO, Zenith Facility Services



Scott Fierman, Sr. Enterprise Sales Executive, HireRight



Brian Fingerhut, Business Development Mgr, Driver IQ



Brent Hutto, Chief Relationship Officer, Truck Parking Club



Pamela Martin, CTP, Claims & Litigation Mgr, MedTrans LLC



Edwin Reardon, CTP, Transportation Compliance Business Partner, Clean Harbors, Inc



Private Fleets Demonstrate Supply Chain Prowess

The National Private Truck Council's Benchmarking Survey Report Reveals Key Private Fleet Challenges and Value.

NPTC LAST MONTH RELEASED THE **NPTC 2026 BENCHMARKING SURVEY REPORT**, which details the state of the private fleet community. This year's Report reflects a private fleet with supply chain prowess that ensures customer service expectations are met with timely deliveries, assured capacity, insulation from volatile market rates, cost control, and keeping products in good shape during transit. Specifically, the report highlights the following trends:

- Private fleets continue to exercise their strength and control over the supply chain
- Private fleets increase shipment, volume, and value
- Equipment trade cycles accelerate
- Driver turnover improves slightly
- Driver compensation continues to increase
- Use of advanced technology highest in the industry
- Private fleets three-times safer than general trucking industry
- Private fleets expect to add drivers and equipment over next five years

The *Benchmarking Survey Report* is widely regarded as the foremost authoritative resource on private truck fleet operating practices in the U.S. and the most valued of Council membership benefits. It serves as the gold standard by which fleets assess performance against national standards and a scorecard for fleet justification and continuous improvement. The Benchmarking

Survey remains one of the most comprehensive sources of information available to private fleet operators. The report provides key performance metrics, operating trends, and comparative data that can help fleets evaluate their performance, identify opportunities for improvement, and support strategic decision-making.

As an exclusive members-only benefit, the report highlights key trends and operating metrics of private fleets on a wide range of protocols, best practices, and leading standards used to measure differentiating qualities which private fleets bring to corporate transportation including:

- Why Companies Operate Private Fleets
- Outbound Versus Inbound Freight Ratios
- Performance and Optimization Trends
- Driver Issues and Labor Trends
- Cost Center versus Profit Center
- Cost Performance
- Safety Trends
- Future Growth of Private Fleets

We extend our appreciation and thanks to our primary sponsor **Penske Truck Leasing** and second-tier sponsor **Tenstreet**. Their contributions make this report possible and help strengthen the private fleet industry as a whole.



JANUARY 16-20, 2027 ORLANDO, FL
PRIVATE FLEET MANAGEMENT INSTITUTE

SAVE THE DATE

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

NEARLY 3,000 PEOPLE HAVE REGISTERED TO ATTEND the first seven webcasts sponsored jointly by NPTC and J. J. Keller & Associates, Inc. We would like to thank the following featured fleet speakers for sharing their insights and experience so far this year:

MARCH – Training Provider Registry

Eric Cook CTP, Sr. Area Manager, HC Transport Inc.

APRIL – Non-Domiciled Drivers and English Language Proficiency

Ellen Ingram, VP of HR and Safety, America's Service Line, LLC; and

Katie Reffke, CTP, Sr. Human Resources Manager, America's Service Line, LLC

MAY – Driver Qualification Files

Brooke English, CTP, Director of Truck Fleet Safety, The Quikrete Companies

JUNE – Driver Medical Qualification

Robbie Clark, CTP, Associate Attorney, Dot Transportation, Inc., and

Mark Winters, CTP, Driver Trainer Coordinator, Dot Transportation, Inc.

JULY – Hours of Service Readiness: From Regulation to Real-World Compliance

Ed Reardon, CTP, Transportation Compliance Business Partner, Clean Harbors

AUGUST – Driver Screening Protocols: Hiring Drivers with Confidence

Pat McHugh, CTP, Senior Logistics Manager, Tillamook County Creamery Assn., and
Amber Burris, CTP, Logistics Manager, Tillamook County Creamery Assn.

SEPTEMBER – Reduce Risk Through Driver Training: Strategies for Safer, More Successful Fleets

Jeff Eisaman, CTP, Director of Transportation, CLI Transport/Sheetz Inc., and
Dani Dempsie, PHR, Learning Designer, CLI Transport/Sheetz Inc.

Mark your calendar now for future webcasts as follows:

OCTOBER 21 – Drug and Alcohol Testing (Emphasis on Oral Fluid Testing)

The webcasts are free to all NPTC members and registration information, as well as an archive of past presentations is available at:

www.jjkeller.com/nptcinfo



Eric Cook, CTP



Ellen Ingram, CTP



Katie Reffke, CTP



Brooke English, CTP



Robbie Clark, CTP



Mark Winters, CTP



Ed Reardon, CTP



Pat McHugh, CTP



Amber Burris, CTP



Jeff Eisaman, CTP



Dani Dempsie



PFMI & CTP INFORMATIONAL WEBCASTS

IF YOU ARE THINKING OF ABOUT OBTAINING YOUR CERTIFIED TRANSPORTATION PROFESSIONAL DESIGNATION and/or attending the **2027 Private Fleet Management Institute**, scheduled January 16-20 in Orlando, NPTC will be hosting two informational, 30-minute webcasts to discuss the value of both programs.

Learn how attending the Private Fleet Management Institute (PFMI), and earning your certification (CTP), can impact your career with featured speakers **Kristen Todd**, Director of Education and Certification of NPTC, **Mike Schwersenska**, CTP, Vice President, Transportation of Brakebush Transportation and NPTC Board Institute Chair and **Tom Moore**, CTP, Executive Vice President of NPTC.

The **CTP WEBCAST** will be held on **Thursday, October 8** and will be followed on **Thursday, October 15** by a webcast on the **PRIVATE FLEET MANAGEMENT INSTITUTE**.



Kristen Todd



Mike Schwersenska, CTP



Tom Moore, CTP

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 Walter Kutschal, CTP, CDS, VP, Safety & Compliance, Idealease, Inc.
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The NPTC Institute, officially the Institute for Truck Transportation Management, is the nonprofit education and certification affiliate of the National Private Truck Council.

NPTC/IDEALEASE SAFETY SEMINARS

FREE TO NPTC MEMBERS, THESE IN-PERSON SAFETY SEMINARS will give you the strategies and information that fleet managers need to comply with the FMCSA regulations and navigate safety.

NPTC Board of Governors member **Walter Kutschal, CDS, CTP**, Vice President, Safety & Compliance, Idealease, will present the latest information on truck safety technology; the Compliance, Safety, and Accountability program (CSA); driver management regarding qualifications, drug and alcohol testing, and hours of service regulations; and vehicle maintenance and inspections.

The one-day, in-person event also features discussion among attendees, educational handouts, and lunch—all at no cost to NPTC members.

More than 3,000 fleet managers benefit from this comprehensive seminar each year. Take advantage of this opportunity to stay updated on critical motor carrier regulations, learn essential risk-control techniques, and protect your fleet's insurability.

Sponsored by



Fall 2026 Schedule:

Oct 1	Peoria, IL
Oct 8	Oxnard, CA
Oct 20	Nashville, TN
Oct 22	Atlanta, GA
Oct 27	Walpole, MA
Nov 3	Fontana, CA
Nov 10	Baltimore, MD
Nov 12	Birmingham, AL

COMING EVENTS:

CTP EXAM PREPARATION WORKSHOP

January 15, 2027 Orlando, FL

2027 PRIVATE FLEET MANAGEMENT INSTITUTE

January 16-20, 2027 Orlando, FL

2027 CTP EXAMINATION

February 13, 2027

NPTC ANNUAL CONFERENCE

May 6-8, 2027, Orlando, FL

NPTC NATIONAL SAFETY CONFERENCE

September 8-10, 2027, Orlando, FL



Hidden Assets? Hidden Costs.

When your trailers, containers, generators and other equipment disappear from view, costs show up everywhere else.

- 💰 Lost productivity
- 💰 Underutilized equipment
- 💰 Delayed jobs
- 💰 Unnecessary rentals and purchases
- 💰 Increased operating costs
- 💰 Time your team can never get back

The **Encompass® Asset Tracking Solution** brings your equipment into focus and costs under control.

- ✓ **Cut lengthy search times** with map-based GPS tracking of current location
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