

CTP Insider

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

Winter 2026

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PRIVATE FLEET MANAGEMENT INSTITUTE FLEET INSTITUTE BEGINS IN TWO WEEKS!

NPTC IS PLEASED TO ANNOUNCE THE PRIVATE FLEET MANAGEMENT INSTITUTE (PFMI) WILL BE HELD JANUARY 17-21, 2026, at the Omni Orlando Resort in Championsgate, Florida.

The PFMI content is specially developed to provide you with the tools and resources to respond effectively to today's transportation and logistics environment. The program promises to deliver insights into the most forward-thinking solutions of the day.

PFMI provides a rigorous learning environment in which attendees will be exposed to a series of general session presentations; roundtable break-out discussion groups; structured networking activities; applied learning exercises, and collaborative team-building through case study analysis and competitive presentations on the final day. Every attendee is expected to know transportation, have experience in the industry, and be a contributor.

The Institute provides one of the most effective ways of refreshing your knowledge base and preparing for the 2026 CTP Examination set for Saturday, February 14, 2026. This accelerated five-day "graduate level" program details the core curriculum deemed by the industry's leading practitioners as essential for on-the-job success.

The knowledge you'll acquire in this interactive learning experience will provide you with a strong foundation in the following areas:

- Private Fleet Benchmarking, Key Metrics and Best Practices
- Understanding and Using Financial Reports and Budgeting
- Developing Effective Communications Strategies
- Data Management Strategies to Strengthen Your Fleet
- Establishing Key Performance Indicators (KPIs) That Drive Improvement
- Creating a Culture of Retention
- Inbound Logistics, Backhauling & Collaborative Logistics
- Determining True Fleet Costs
- Delivering Customer Service: The Private Fleet Advantage
- Network Optimization: Right Sizing the Private Fleet vs. Outside Carrier Capacity



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PFMI Continued

- Implementing Active Safety Technologies
- Environmental Sustainability Initiatives
- Total Cost of Ownership, Life Cycle Costing and Trade Cycles
- The Hiring Process: Organizational Assessment and Interviewing
- Lessons Learned from COVID-19
- Optimization Protocols: Routing and Trailer Utilization
- Financial Models for Private Fleets: Profit Center vs. Cost Center
- Managing Remote Locations
- Spec'ing Strategies
- Driver Incentives, Rewards and Recognition
- Return on Investment Measures
- Onboarding and In-Service Training and Coaching
- Integrating Third Parties into Private Fleet Management Protocols
- Key Compliance Strategies – Raising the Bar
- Compensation and Performance Incentive Strategies
- Increasing Driver Utilization
- In-House vs. Outsourced Maintenance Management
- Best Practices in Driver Recruiting and Screening

PFMI SPONSORS



NPTC ANNOUNCES PFMI FACULTY

NPTC is pleased to thank the following private fleet professionals for sharing their insights, best practices and experiences as members of the faculty of the 2026 Private Fleet Management Institute:



Ron Bates, CTP
Area Mgr., Trucking Oper.
Packaging Corp. of America



Micha Cox, CTP
Area Mgr. Fleet Oper. OTR
Standard Logistics Trans



Scott Duvall, CTP
Logistics Mgr.
CRH Americas Products, Inc.



Jeff Eisaman, CTP
Dir. of Transportation
CLI Transport/Sheetz



Brooke English, CTP
Fleet Safety & Compliance Mgr.
The Quikrete Company



David Fontana, CTP
Sr. Transportation Mgr.
AutoZone, Inc.



John Gillenwater, CTP
VP, Fleet Oper. & CSO
HC Transport, Inc.



Norlene Gray, CTP
Mgr. of Safety & HR
Brakebush Trans., Inc.



Ellen Ingram, CTP
Dir., Human Resources
America's Service Line, LLC



Beth Mars, CTP
Director of Distribution
Frito Lay, Inc.



Pamela Martin, CTP
Claims & Litigation Mgr.
MedTrans LLC



Pat McHugh, CTP
Sr. Logistics Mgr.
Tillamook Cty. Creamery Assn.



Kate Mirise, CTP
Central Ohio Logistics Mgr.
The Royal Group



Tom Moore, CTP
Executive Vice President
National Private Truck Council



Gary Petty
President and CEO
National Private Truck Council



Ed Reardon, CTP
Transp. Compliance Bus. Partner
Clean Harbors, Inc.



Mari Roberts, CTP
SVP, Service & Distribution,
Supply and Commercialization
Frito-Lay, Inc.



Steven Roberts, CTP
Fleet Operations Mgr.
Deseret Transportation



Nicole Schubring, CTP
Controller
America's Service Line, LLC



Mike Schwersenska, CTP
Vice President
Brakebush Transportation, Inc.



Matt Shubert, CTP
Logistics, Distrib., & Transp. Mgr.
Pepsi Beverages Co.



Cris Wallace, CTP
Fleet Safety Mgr.
Holland Company, L. P.



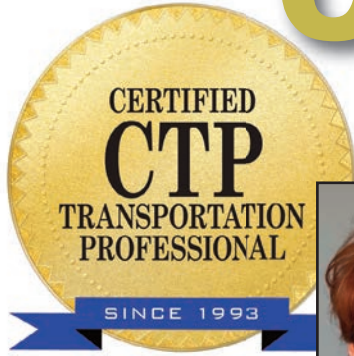
Tracy Whisnant, CTP
Driver/Dispatch Mgr.
Merchants Distributors, LLC



Cassie Wood, CTP
Transportation Mgr.
Packaging Corp. of America



Duane Woods, CTP
Logistics Coordinator
Tillamook Cty. Creamery Assn.



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Pamela Martin, CTP
Claims & Litigation Manager
Medline Industries LP
MEDTRANS, LLC



Trooper
Delaware State Police
Retired, 20-Year Career

You Are What We Need

PAMELA MARTIN, CTP, JOINED MEDTRANS, LLC, AS A REGIONAL SAFETY MANAGER, NE REGION, IN MARCH OF 2021 and attended her first NPTC Annual Conference in April. A few years later, she enrolled in the Private Fleet Management Institute and earned her Certified Transportation Professional® designation with the CTP Class of 2023.

"There is great business camaraderie," says Pam. "PFMI enabled me to learn so much from top experts. The CTP program pays for itself in knowledge and connections. Just coming to conferences every year has done more than anything for my professional growth learning from others in managing accident claims. I can email anyone I meet. Networking is phenomenal."

Because of her background in court depositions, law enforcement, and vehicle accident investigation, Pam's safety management role at MEDTRANS LLC focused on accidents from the start. In January 2025, she was officially named Claims and Litigation Manager to help mitigate accident claims and litigation costs. To NPTC's knowledge, larger fleets have entire teams that manage claims and litigation. While the title "Claims and Litigation Manager" may not be mainstream in the private fleet community, more companies are having to deploy this type of specialized expertise internally.

Pamela brings passion and impressive knowledge to her work. She has been a featured speaker at both the 2025 NPTC Annual Conference and Exhibition and the 2025 National Safety Conference on the subject of "Strategies to Mitigate Against Nuclear Verdicts." In her talks, she highlights the scourge of nuclear verdicts in the trucking industry. She emphasizes proactive steps fleets need to take in risk management and safety protocols to prevent your truck from being "a piggy bank with 18 wheels."

Pam is a mother of six grown children, a retired state trooper of the Delaware State Police with 20-years of service, a former

commercial vehicle accident investigator, and former school bus company safety official.

Raised in Delaware, Pam attended Padua Academy, an all-girls Catholic preparatory school in Wilmington, where she competed in volleyball, ran track, and played clarinet in the marching band. After graduation, she enrolled in Goldey-Beacom College for a two-year program in court stenography. While a student, she interned as a court reporter at the Delaware State Courthouse in Wilmington working with civil and criminal litigators taking depositions in shorthand. This was not her first exposure to the law.

"I always wanted to be a cop. When I was living at home growing up, my parents argued and fought a lot. Cops were constantly showing up at our house to settle 'domestic disputes', as they were called. I admired the authoritative presence and courage of state troopers and could see myself one day wearing the blue and gold uniform. After college, I got accepted to the state police academy."

"This being the late 80s, men were not happy with me as a future state trooper. In academy training, instructors put me up against the largest guy in the class fighting 3-minute drills in the boxing ring. Maybe they

thought this might make me quit. I was determined to stand on my ground and take a punch. It earned respect and gave me a taste of the "raw side" of duty I knew I would face in the field."

Pam spent ten full years on road patrol, mostly alone. "We had only radios in our cars with no cells or laptop computers. I was taught in the police academy to know who is conning me, who is the fraud, who is outright lying, and who will hurt or kill me if given half a chance.

I have been in numerous fistfights, stabbed in the chest, my nose broken, and my arm broken. Often with no available backup, as a state trooper I had to size up situations quickly with 'I can read you' eye contact and gut instinct. This experience is helpful to me even today in denying accident claims my eyes and gut tell me are bogus."

"The CTP Program pays for itself in knowledge and connections. Networking is phenomenal."

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IT'S NOT TOO LATE TO JOIN THE CTP CLASS OF 2026

NPTC IS PLEASED TO ANNOUNCE THAT MORE THAN 100 PEOPLE WILL BE SITTING FOR THE CTP EXAM ON FEBRUARY 14. If you are interested in earning your Certified Transportation Professional® (CTP) designation, there is still time. Candidates are encouraged to register immediately for their places in the Class of 2026. NPTC is pleased to thank J. J. Keller & Associates, Inc., the official sponsor of the CTP program.

By earning the CTP designation, private fleet professionals demonstrate a commitment to the private fleet industry, to an ongoing pursuit of career advancement, and to continuing enhancement of their knowledge and skills. Since 1993, more than 1,900 transportation professionals have earned the right to use the CTP® designation after their names.

The CTP exam will take place on Saturday, February 14, 2026. For program information, please email Kristen Todd, Director of Education and Certification at ktodd@nptc.org with any questions.

The Certified Transportation Professional exam shall be delivered virtually, administered by the candidates themselves in an open-book, honor-system format without proctors and further that the grading of the exam shall be conducted using a virtual model with graders working in teleconference calls and online team meeting systems, replacing "live" in-person meetings and eliminating the expense of lodging and travel.

CTP EXAM PREP WORKSHOP

NPTC WILL ONCE AGAIN OFFER THE CTP EXAM PREP WORKSHOP ON FRIDAY, JANUARY 16, 2026 at the Omni Orlando Resort in Championsgate, Florida. Offered in conjunction with the PFMI and requiring a separate registration fee, the Workshop is one of the most effective ways to prepare for the CTP Exam.

Tom Moore, CTP, Executive VP of the National Private Truck Council, will guide attendees through a series of instruction and applied learning exercises to provide insights into the construction of the CTP Exam, strategies to successfully navigate the exam.

In the News



Ed Reardon, CTP has joined Clean Harbors as Transportation Compliance Business Partner



Ed Welch, CTP has accepted a new position as the Procurement Officer for Worcester County, Maryland.



Greg Whisnant, CTP has been named Risk Officer at the City of Chattanooga.

CTP Profile Continued

"After leaving patrol duty, I joined the DSP Fatal Accident Investigation Reconstruction (FAIR), a new program. This gave me experience in vehicle accident investigations including commercial trucks, evidence gathering, and crash reconstruction. I learned to read an accident scene and interpret a post-accident forensic analysis. After twenty years and losing three good friends in the Delaware State Police killed in the line of duty, I decided it was time for a change."

Pam worked eight years in a safety and security role for AAA and four years "on the road" for a school bus company as a safety officer overseeing drivers and conducting accident investigations. When COVID hit, schools shut down, and the school bus business closed.

At about the same time, MEDTRANS LLC posted a newspaper ad for a safety job with the private fleet. Pam applied and got a call

for an interview from Joe Laskowski, CTP (retired). He was the Director, Fleet Safety and Compliance, former truck driver for the company, and former NPTC Board member.

"I didn't have the typical private fleet safety background of most candidates who applied, but Joe had a different role for me in mind. When I told him I greatly enjoyed working in accident claims and litigation management, he said: "You are what we need".

BENCHMARKING DATA COLLECTION

NPTC WILL BEGIN COLLECTING DATA FOR THE NPTC PRIVATE FLEET BENCHMARKING SURVEY REPORT, sponsored by Penske Truck Leasing. The Survey Questionnaire will be sent to all members in early February. As an exclusive members-only benefit, the Benchmarking Survey provides great value to our members, not only in the time taken to collect and report their operating metrics, but in the final report itself.

This report is the product of data submitted by fleets like you within the NPTC membership. Simply put, the more information that we collect from our members, the better analysis we can provide for you. The final Benchmarking Report is a robust and effective resource that is designed for your benefit to help you compare your operation to other best-in-class performers, to identify strategic areas of opportunity, and to enhance your value proposition. This year's survey is once again sponsored by Penske Truck Leasing.

This year, we continue with our new online platform with improved security features, easier navigation, and enhanced data entry functionality. The new questionnaire format allows you to download the survey in Excel format, which can be circulated to team members; answer sections in the order of your choosing; save your data and re-login as often as you prefer; and easily stay up-to-date on completion progress.

NPTC understands the essentiality of keeping your responses completely confidential. Your company's name, individual data and your responses will remain anonymous and will not be disclosed in any way or shared with other companies. Rather, they will be combined with the results of other fleet members to produce "a state of the industry" report based on aggregated data and analysis.

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

2025 WEBCAST SERIES AVAILABLE TO DOWNLOAD

CO-SPONSORS NPTC AND J. J. KELLER AND ASSOCIATES, INC. are pleased to announce that during the 2025 calendar year, more than 3,000 people registered to attend one of the Educational Webcasts to learn more about regulatory compliance, risk management, safety enhancements and more. The webcasts are free to all NPTC members, and existing CTPs can earn recertification points by attending.

NPTC and J. J. Keller join in thanking the featured private fleet practitioners for participating in the following eight webcasts:

- **March 26: Hours of Service** featuring **Keith Frantz, CTP**
- **April 16: Annual Vehicle Inspections and Maintenance** featuring **Tracy Whisnant, CTP**
- **May 21: Drug and Alcohol Testing** featuring **Micha Cox, CTP**
- **June 11: In-Cab Cameras** featuring **Andrew McGrath, CTP** and **Mark Winters, CTP**
- **July 30: The New CSA SMS Methodology** featuring **Tim Eckhardt, CTP**
- **August 27: Fatigue Management** featuring **Clayton Henady**
- **September 17: Crash Preventability** featuring **Chris Kirby, CTP**
- **October 29: Being Successful in DataQs** featuring **Sydney Reveal, CTP**

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



Keith Frantz, CTP



Tracy Whisnant, CTP



Micha Cox, CTP



Andrew McGrath, CTP



Mark Winters, CTP



Tim Eckhardt, CTP



Clayton Henady



Chris Kirby, CTP



Sydney Reveal, CTP



MAY 9-11 ORLANDO, FL

Exhibitors Will Be Present to Win at NPTC 2026 Annual Conference

NPTC Fleets, a Premium Market for Suppliers



THE SIZE AND SCOPE OF NPTC FLEETS IS IMPRESSIVE:

- 502** drivers employed per company on average
- 626** average number of power units per private fleet, mostly class-8
- 1,041** trailers per private fleet on average
- 49** average number of locations
- 76%** expect to handle more company freight or add fleet capacity
- 69%** plan to add more equipment in the next year
- 75%** invest in environmentally sustainable practices
- 25%** rely on third-party expertise to manage operations and compliance
- 77%** operate as cost centers

With DOT recordable rates three times safer than the trucking industry overall, **private fleets lead the industry** by implementing active safety technologies, rigorous driver training, and injury-reduction programs.

(Data provided is from the latest NPTC Benchmarking Survey Report. [Click here](#) for more benchmarking information)

RESERVE YOUR NPTC 2026 EXHIBIT BOOTH NOW. DEMAND WILL GROW RAPIDLY IN THE WEEKS AHEAD.

[Click here](#) for "EXHIBIT AT THE PRIVATE FLEET INDUSTRY'S PREMIER NATIONAL EVENT." For more information, please contact me directly at sporter@nptc.org

NPTC anticipates welcoming some 170 exhibitors or more to the NPTC 2026 Annual Conference and Exhibition at the Orange County Convention Center and Hyatt Regency Orlando Hotel, May 9-11, 2026.

This annual premier national event attracts the industry's top-tier exhibitors with state-of-the-art equipment, technology innovation, best practices, and management solutions. [Click here](#) for exhibitors with confirmed booths.

With private fleet members continuing to focus on optimizing performance, a wider and deeper range of supplier companies are investing in NPTC exhibit booths to build strategic partnerships, learn industry insights from expert fleet practitioners, and network with NPTC's best-in-the-business leaders. Building long-term vendor relationships is a hallmark of the private fleet culture.

Over 1300 attendees are expected from more than 400 companies including 170 exhibitors and 34 sponsors.

Fleet attendees are managers, directors, and vice presidents of North American shipper companies spanning a broad cross-section of industries and markets. Our conference participants shape the strategic and day-to-day decisions affecting their company's corporate transportation network.

The road ahead for private fleets is growth. With each passing year, private fleets have greater control of the supply chain with more outbound and inbound shipments and increases in the number, volume, and value of shipments handled by their own drivers and equipment.

Ready to exhibit at NPTC 2026? Select your booth space today and connect with the private fleet industry's top decision-makers.

"You Must Be Present to Win"

Stand out and be counted—make sure your company is an exhibitor at NPTC 2026!

NPTC INSTITUTE BOARD OF GOVERNORS

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VICE CHAIR: Ray Byrd, CTP, Chief Operating Officer, Tendit Group
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Crystal Brennan, Vice President, Transportation, SpartanNash Company
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Kevin Clonch, Group Director, Freight Brokerage, Ryder System, Inc.
Micha Cox, CTP, Area Manager Fleet Ops., Standard Logistics Trans
Scott Craig, Director, Sales & Financial Consulting, Penske Truck Leasing Co.
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John Gillenwater, CTP, VP, Fleet Operations & CSO, HC Transport, Inc.
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Albert Hall, CTP, Transp. Operations Manager, Wegmans Food Markets, Inc.
Keith Hazelwood, CTP, Director of Transportation, Batesville Logistics, Inc.
Carol Heinowski, Logistics Manager, Meijer, Inc.
Rob Hoysgaard, Vice President, Truck & Equipment, Wheels
Ellen Ingram, CTP, VP, HR & Safety, America's Service Line, LLC
Zaheer Iqbal, PSP Program & Education Analyst, Tyler Technologies
Rick Joyce, CTP, Sr. National Sales Manager, FleetNet America
Ted Kabase, CTP, National Sales Manager Private Fleets, McLeod Software
Walter Kutschal, CTP, CDS, VP, Safety & Compliance, Idealease, Inc.
Todd Leonard, Senior Vice President, Sales, Element Fleet Management
Robert Mann, VP, Gov't Sales & Diamond Logic Bldr, International Motors, LLC
Beth Mars, CTP, Transportation Director, Frito-Lay, Inc.
Ian McGriff, Vice President, Marketing & Business Dev., ACT Research Co., LLC
Patrick McHugh, CTP, Sr. Logistics Manager, Tillamook County Creamery Assn.
Beth Potratz, President & CEO, Drive My Way, Inc.
Adam Putzer, CTP, National Sales Director, CPC Logistics, Inc.
Ellie Ramey, Vice President, Sales & Marketing, Kinedyne LLC
Mario Sanchez-Lara, General Manager, N.A. Private Carriers, Cummins Inc.
Brant Schneider, CTP, National Fleet Sales Manager, Alcoa Wheels
Chris Silver, Vice President, Marketing, PrePass
Gregg Stohler, CTP, VP-Leasing & Rental Sales, Mack Leasing System
John Trahan, CTP, Vice President, Sales & Operations, Centerline Drivers, LLC
Luke Wachtel, SVP, Transportation & Logistics, Platform Science
Barry Weis, Director of Sales & Support, Blue Beacon Truck Wash
Don White, CTP, VP, Refrigerated Strategy & Solutions, TEN
Stephen White, AVP, Enterprise Sales, Geotab USA, Inc.
Bryon Wiebold, CTP, Industry Relations, Tenstreet
Jeff Wright, Corporate Director, Transportation, The QUIKRETE Companies

Nominated Candidates, Pending Election:

Tim Baakko, Director of Fleet Sales, IMMI
Jeff Letizia, Sr. Director, Private Fleet, Dollar General Corporation
Brandon Shaw, Fleet Operations Director, Procter & Gamble Company
Don Taylor, Director, Fleet Safety & Compliance, Reliance, Inc.
Mary Weisensel, CTP, Logistics Manager, Walgreen Oshkosh, Inc.

The NPTC Institute, officially the Institute for Truck Transportation Management, is the nonprofit education and certification affiliate of the National Private Truck Council.

NPTC ANNOUNCES 2026 DRIVER AND SAFETY AWARD APPLICATIONS



NPTC AND SPONSORS INTERNATIONAL MOTORS AND CENTERLINE DRIVERS, LLC., HAVE TEAMED UP once again to offer two different ways in which your fleet and your drivers can be recognized for their commitment to improving highway safety:

DRIVER HALL OF FAME: The NPTC Driver Hall of Fame honors four exceptional drivers each year who are inducted into this elite group. Driver applicants must meet the minimum qualifications of three million miles, 20 years or 50,000 hours with no preventable accidents. Drivers must be a regularly employed fulltime, leased, or dedicated driver of an NPTC member company who is actively driving until time of induction. Applications must be received by Friday, February 6, 2026. [Click here for Application.](#)

FLEET SAFETY AWARDS: These awards recognize fleets for outstanding and/or improved safety records based on their crash rates. First, Second and Bronze Seal Certificates to private fleets with terminals that reduced their vehicle accident frequency rates. Applications must be received by Friday, February 6, 2026. [Click here for Application.](#)

MONTHLY LEGISLATIVE/REGULATORY COMMITTEE CONFERENCE CALLS

AS A REMINDER, ALL NPTC MEMBERS ARE INVITED AND ENCOURAGED TO PARTICIPATE IN THE WASHINGTON REPORT, the monthly conference call of the Legislative and Regulatory Committee sponsored by Centerline Drivers. The call features NPTC General Counsel **Rick Schweitzer's Washington Report**. The meeting is held on the second Monday of each month at 11:30 a.m. EST. Last month more than 70 members registered to participate in the conference call presentations for each monthly report by logging in.



COMING EVENTS:

CTP EXAM PREPARATION WORKSHOP

January 16, 2026 Orlando, FL

2026 PRIVATE FLEET MANAGEMENT INSTITUTE

January 17-21, 2026 Orlando, FL

2026 CTP EXAMINATION

February 14, 2026

NPTC ANNUAL CONFERENCE

May 9-11, 2026, Orlando, FL

NPTC NATIONAL SAFETY CONFERENCE

September 9-11, 2026, Orlando, FL

Advance Your Career. Protect Your Fleet. Lead with Confidence.

Become a J. J. Keller™ Certified
Transportation Regulatory Expert (CTRE)



The J. J. Keller™ CTRE™ Certification Program is your path to professional success. This elite, instructor-led certification equips you with the practical skills and regulatory expertise to lead your company through audits ... reduce legal risk ... improve safety best practices ... and ensure compliance with the Federal Motor Carrier Safety Regulations (FMCSRs).



The CTRE™ Certification Experience

- **5-day immersive training** at J. J. Keller headquarters
- **Hands-on drills and exercises** using FMCSR and electronic field operations training manual (eFOTM) audit models
- **Small group format** for personalized instruction
- **Credential package** upon successful completion of final exam
- **Lunch and snacks** provided daily
- **Ongoing resources** that provide regulatory news, information and expert help as needed



Curriculum Highlights

Day 1: FMCSR Foundations — Interpretations, DOT registration, Safety Management Cycle

Day 2: Driver Qualification & Drug Testing — DQ files, Clearinghouse requirements, audit exposure

Day 3: Hours-of-Service Rules — ELDs, log audits, falsification prevention

Day 4: Vehicles & Hazmat — Maintenance programs, DVIRs, cargo securement

Day 5: Enforcement & Exam Prep — Audit strategies, CSA scoring, corrective action plans

A CTRE™ Certification turns compliance into your competitive edge and can complement a Certified Transportation Professional (CTP) designation to make you the go-to expert your company relies on.

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