

Quarterly Highlights

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2015 PRIVATE FLEET MANAGEMENT INSTITUTE



Leading private fleet management practitioners and supplier partners will gather in Jacksonville, FL, January 17-21, 2015, for the Private Fleet Management Institute (PFMI) in what promises to be the best program in the event's two decade-long history. Since the event has a long-standing reputation for excellence in both substantive content and networking, attendees arrive with high expectations that are frequently exceeded. Many will be from companies that have previously put team members through the program. A premier faculty consisting of 20 of the top private

fleet managers in the nation makes PFMI a great differentiated value, but three structural features help optimize and broaden the experience.

First, the subject-matter content always covers the core disciplines of finance, human resources, safety, operations, and equipment and maintenance. Rotational break-out discussion sessions set up a continuous process of idea sharing and interchange along with best practices within and sometimes beyond core discipline boundaries. Virtually every attendee becomes both teacher and learner.

For example, in the break-out session on operations, an Institute faculty member covering "Converting Data into Actionable Intelligence and Behavioral Change" will open with a brief presentation and then lead a discussion among participants on their experiences and challenges on the subject. Over the one-hour session, virtually all participants will have shared something with the group, thus making the experience one of exponentially greater perspective from multiple vantage points.

Second, the class as a whole will hear in general session various stand-alone speakers address topics like benchmarking private fleet excellence, the state of private fleets, and engaging the NPTC culture as well as several profiles in individual private fleet excellence and best practices. These are interspersed among the break-out sessions and cover broader range and strategic topics with precision and economy of time.

Third, beginning on day one, the entire class is organized into a dozen or so teams. These teams are given an individual case study profile of a mythical private fleet, each with a different set of strengths and weaknesses. The teams work over the next several days to analyze the facts of their case study fleet, apply various principles of management and best practices from the core disciplines, and rehearse for a formal "stand and deliver" presentation on the final day before the entire class as they would before a senior executive of a real company in defense of the private fleet.

Most who go through PFMI are also candidates for the Certified Transportation Professional® (CTP) program and thus expect the experience to help prepare them for the

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PFMI Continued

CTP exam in February. Go to NPTC's website for registration details.

As everyone knows from personal experience, PFMI is "higher education" at its best!

All learning sessions and networking opportunities for the 2015 Private Fleet Management Institute will be held at the Omni Jacksonville Hotel, 245 Water Street, Jacksonville, Florida, 32202. NPTC has reserved a block of sleeping rooms at the special discounted rate of \$138 per night. To guarantee availability at that rate, make your reservation by December 26, 2014. Click here to make an online reservation or call the Omni Jacksonville Hotel at (904)355-6664 and identify yourself as attending the "NPTC Private Fleet Management Institute."

NPTC is pleased to announce, and thank, the faculty for the Private Fleet Management Institute:

Doug Sanford, CTP, Vice President of Distribution, The Britt Hunt Company, LLC

Mari Roberts, CTP, Director of Transportation Optimization & Technology, Frito-Lay, Inc.

David Gadberry, CTP, Operations Administrator, Toyota Quality Parts Express

Edward Schultes, Senior Manager, Regional Fleet Operations, Walgreens Oshkosh

Stacey Stivers, CTP, Distribution Center Manager, Kellogg Company

Gary L. Strausbaugh, CTP, Vice President, Transportation, Mennel Milling Company

Michael R. Schwersenska, Director of Transportation, Brakebush Transportation, Inc.

Mike Little, CTP, Director, Service First Distribution, Mid-South Baking

Ed Welch, CTP, Director, Capital Sourcing – Procurement, Perdue Farms

Bedford Monday, CTP, Regional General Manager, Schwan's Consumer Brands, Inc.

Todd Porter, VP, Safety, Sentinel Transportation, LLC

Chris Fada, CTP, Operations Manager, Ross Transportation Services, Inc.

Bill Hartman, CTP, Mobile Unit Fleet Director, NEP Broadcasting

Laura McMillan, Vice President Training Development, Instructional Technologies, Inc.

J. Scott Roberts, CTP, CDS, Director of Safety, Compliance & Risk Management, Daryl Flood Relocation & Logistics, Agent for Mayflower Transit

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

Doug Simpson, CTP, Driver Recruiting Manager, Castellini Company

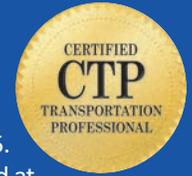
Meghan Chan, CTP, Private Fleet Manager, Mondelez International LLC

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

Michael Ahart, VP of Transportation, Dean Foods Company

Keith A. McWilliams CTP, Regional Transportation Manager, Kellogg Company

CTP PROGRAM UPDATE



To date, we have 82 new CTP candidates for the Class of 2015. The CTP exam will take place on Saturday, February 14, 2015. For more information, contact Kristen Todd at ktodd@nptc.org or (703) 838-8841.

Exam grading will take place on February 19-20 in Cincinnati. Make plans now to attend!



ANNUAL EDUCATION MANAGEMENT CONFERENCE & EXHIBITION

Make your plans now to attend the **NPTC 2015 Annual Education Management Conference and Exhibition April 26-28, 2015** at the Hilton Cincinnati Netherland Plaza Hotel in Cincinnati, OH. The Annual

Conference Planning Committee, representing both Fleet and Allied NPTC Member companies, has been hard at work putting together a value-packed program featuring **three general sessions and 26 workshops, and top-shelf keynote speakers** [shown].

The Exhibit Hall is quickly filling up with 145 exhibitors signed-up thus far to showcase state-of-the-art equipment, technology, and services catering to the transportation industry. An invitation to sponsorship was sent out in mid-November to all companies that had sponsored events in the past giving them first right of refusal before we opened up the sponsorships to all allied members.



Carey Lohrenz
U.S. Navy's First Female F-14 Fighter Pilot and Team-Building, Leadership and Strategy Expert



Kenny Veith
President and Senior Analyst, ACT Research



Jack Van Steenburg
Chief Safety Officer and Assistant Administrator for the Federal Motor Carrier Safety Administration

NPTC WASHINGTON REPORT

More than 75 people joined us last month for the NPTC Washington Report, the monthly meeting of the NPTC Legislative and Regulatory Advisory Committee. The call, which is **open to all members**, is held on the second Monday of each month at 11:30 Eastern time and provides the latest update on key legislative and regulatory compliance issues of interest to private fleets.



NPTC MONTHLY DRIVER SAFETY LETTER



NPTC is pleased to announce that the **Driver Safety Letter**, published each month, is now being co-sponsored by SmartDrive Systems. If you are interested in specific subjects, or have any comments/feedback, contact Tom Moore, CTP, at tmoore@nptc.org or (703)838-8898.

Q&A

Q *What is the latest on the sleep apnea rules and regulations?*

A This area of the law and regulations is confusing and not very clear at the moment. The new law enacted last year prohibits the FMCSA from implementing or enforcing a requirement providing for the screening, testing or treatment of CMV drivers unless the requirement is adopted pursuant to rulemaking. The FMCSA had previously issued proposed guidance on April 20, 2012 to medical examiners on how to handle sleep disorders; the agency withdrew the proposal one week later. Nevertheless, the FMCSA already has requirements in place for medical examiners to use in qualifying CMV drivers: 49 CFR 391.41 (b)(5) says that to be qualified, a driver may have “no established medical

history or clinical diagnosis of a respiratory dysfunction likely to interfere with his/her ability to control and drive a commercial motor vehicle safely.”

Medical examiners have wide latitude on how to interpret and implement that requirement. The congressional letter states that some organizations providing training to medical examiners, however, are referring to the standards in the withdrawn April 2012 guidance. This violates the new law. But the new law requiring rulemaking for the FMCSA to establish guidelines does not completely prevent all medical examiners from using any standard clinical practices to screen, diagnose, and treat sleep disorders as part of the qualification process.

It is probably best to consult with your company’s medical examiner to determine what standards, if any, he or she is using regarding sleep disorders for CMV drivers. If the medical examiner is using the withdrawn 2012 guidance, then you can inform him/her that the guidance document is not to be used. But to answer your question, if the medical examiner requires a driver to take a sleep test, the driver will need to complete the test and any treatment in order to be qualified to drive a CMV.

In the News



Jacob Klingbeil CTP has been promoted to Director, Fleet Operations at Walgreens Oshkosh.

Ed Welch, CTP, has been promoted to Director of Capital Sourcing - Procurement at Perdue Farms.



Jim Angel, CTP, has returned to PeopleNet in a new role of Vice President Video Intelligence Solutions.

NPTC Board of Governors representative, **Garland L. Jackson, Jr.** has been named General Manager - Channels and OEMs at PeopleNet.



Rick Ochsendorf, CTP, has been named Executive Vice President at PeopleNet.



Chris Johnson, CTP, has been named Director, Professional Services at XRS Corporation.



CTP PROFILE

BY GARY PETTY
PRESIDENT AND CEO
NATIONAL PRIVATE TRUCK COUNCIL



Tony Jolly, CTP

National Manager of Dry Transportation Operations, Retail
General Mills

“LEARNING NEVER STOPS”

Born, raised and early-schooled in El Paso, Texas, **Tony Jolly** was just 20 years old when he began—in the nearby border town of Anthony, Texas - his first day on the job as a private fleet manager. The date was November 18, 1976. That day was the beginning of what is now a 38 year-long career as a fleet manager and transportation specialist.

His first of four employers (through a sequence of acquisitions) was Mountain Pass Canning Company which owned the national brand, Old El Paso. Tony continued employment uninterrupted during multiple corporate ownership transitions over a twenty-five year stretch during which time Old El Paso was sold to PET, Inc., which in turn was eventually acquired by Pillsbury, which was later bought out by General Mills. Tony has been an employee of General Mills since 2001.

Tony's first job duties in 1976 involved safety and compliance audits of drivers. He was later promoted to dispatcher and then to fleet operations and safety manager. In the mid-1980's the company's private fleets were among the first in the nation to use on-board computers. Tony's jobs over the years involved working with and in some cases administration of several outside carrier contracts as well as three separate private fleets. These were PET Bakery Division and Poncho Villa Foods -which were in due course divested—and the Old El Paso Fleet which continued in operation for a few years after Pillsbury purchased PET, Inc., but ultimately transitioned to a dedicated fleet operation when General Mills acquired Pillsbury in 2001.

Education has been an important part of Tony's life-long career journey, first through university training and later through NPTC and the Certified Transportation Professional (CTP®) program. After high school, he attended a local community college and the regional campus of the University of Texas. When he relocated to St. Louis to work for PET, Inc., he continued his studies toward a Bachelor of Science degree in business management from nearby Southern Illinois University at Edwardsville and graduated in 1995.

Tony attended his first NPTC Annual Conference in 1990 and, except for two missed years, has registered for every annual meeting thereafter (a total of 22 meetings—which is perhaps an all-time record). In 1993, Tony was in the very first “charter” class of Certified Transportation Professionals.* His boss at the time was very active with the NPTC and encouraged Tony to be the company's “pioneer” CTP.

Members of the CTP Class of 1993 were pretty much on their own in preparing to sit for the CTP Examination. While NPTC did offer a series of single subject-matter training courses (safety, finance, etc.) at various locations around the country,

there were no centralized and comprehensive CTP preparatory training options available like we have today with the Private Fleet Management Institute, the CTP Exam Prep Workshop, or Private Fleet Management Online program.

The Class of 1993 improvised by organizing their own group study meeting in St. Louis, using and sharing notes which individuals had taken from the separate NPTC training courses. The subject matter content for the CTP Exam—covering pretty much the same five core disciplines which constitute the CTP curriculum of today—featured 200 multiple choice questions, two dozen short essay questions, and a case study.

By the time Tony passed his CTP exam in 1993, he had already spent 17 years managing both private fleets and dedicated contract carriers. He continued doing so until he joined General Mills in 2001. Since General Mills does not operate private fleets, Tony's work from that point forward was exclusively with outside transportation carriers.

Involvement over many years with NPTC has helped Tony gain a greater understanding on how to improve the use of transportation services from the shipper perspective. “Through NPTC programs and services, I have had access to both fleet and allied companies which are addressing the same elements of safety, costs, drivers, human resources/legal, etc., that go into a shipper's selection, management, and benchmarking of outside contract carriers.”

For the better part of almost 25 years, Tony has been a member of the NPTC Board of Directors—both as a Fleet Member—Heavy Duty Division member initially and later as a Third Party User Division member, and has received professional leadership recognition awards from NPTC for his contributions in management and service to the industry. In recent years, he has team-taught workshops at PFMI on optimizing private fleet and dedicated carrier services in a “blended” fleet operation. In 2000, Tony was selected to serve as a member of the CEO Selection Committee, and has also served as a member of the many other NPTC committees including the Safety Committee for more than two decades.

Tony sums up his experience with NPTC: “I am very proud to be part of the Council and can truly say I have thoroughly enjoyed my participation with NPTC over such a long period of time and at so many levels. Year after year, I continue to meet so many wonderful people and take away so many new ideas and “better ways” of doing things. My return-on-investment has far exceeded the time and cost of participation.”

“The lesson I've learned most from my NPTC experience is that learning never stops”.

NPTC INSTITUTE BOARD OF GOVERNORS

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David Wehymeyer, CTP, Safety Vision

Tiffany Winzel, L-3 D.P. Associates

Duane Woods, CTP, Safeway, Inc.

NPTC/IDEALEASE SAFETY & COMPLIANCE SEMINAR

NPTC, in partnership with Idealease of North America, is pleased to announce a series of one-day Safety & Compliance Seminars in 31 locations throughout North America. These industry-leading seminars provide private truck fleet professionals with the most current industry safety rules and regulations.

The one-day seminar provides insight into all major areas scrutinized during state and federal compliance interventions and reviews. The seminar's step-by-step approach simplifies compliance with federal and state regulations, hours of service (drivers' daily logs), drug and alcohol testing rules, vehicle maintenance and inspection, accident recordkeeping, and driver qualifications. Attendees also learn about new and proposed regulatory changes and how to enhance their safety programs above and beyond regulation requirements.

The seminars will be available to all Idealease customers, potential customers and NPTC members at no charge. The seminar provides important information applicable for both the novice and experienced transportation professionals. For more information and to register for an upcoming seminar in 2015 [click here](#).

Seminar Schedule:

Wednesday, March 4, 2015, *Portland, OR*

Thursday, March 5, 2015, *Seattle, WA*

Tuesday, March 17, 2015, *Chattanooga, TN*

Wednesday, March 18, 2015, *Atlanta, GA*

Thursday, March 19, 2015, *Nashville, TN*

Tuesday, March 24, 2015, *Houston, TX*

Wednesday, March 25, 2015, *Lafayette, LA*

Thursday, March 26, 2015, *Mobile, AL*

Tuesday, March 31, 2015, *Kansas City, MO*

Wednesday, April 1, 2015, *St. Louis, MO*

Thursday, April 2, 2015, *Memphis, TN*

Tuesday, April 7, 2015, *Cincinnati, OH*

Wednesday, April 8, 2015, *Columbus, OH*

Thursday, April 9, 2015, *Elkhart, IN*

Tuesday, April 14, 2015, *Linden, NJ*

Tuesday, April 14, 2015, *Phoenix, AZ*

Wednesday, April 15, 2015, *San Leandro, CA*

Thursday, April 16, 2015, *Lodi, CA*

Tuesday, April 21, 2015, *Santa Fe Springs, CA*

Tuesday, April 21, 2015, *Harrisburg, PA*

Wednesday, April 22, 2015, *Ventura, CA*

Wednesday, April 22, 2015, *Landover, MD*

Thursday, April 23, 2015, *Baltimore, MD*

Monday, April 28, 2015, *Oklahoma City, OK*

Thursday, April 30, 2015, *Milwaukee, WI*

Tuesday, May 5, 2015, *Kelowna, BC*

Tuesday, May 6, 2015, *Lexington, KY*

Thursday, May 7, 2015, *Denver, CO*

Tuesday, May 12, 2015, *Tampa, FL*

Wednesday, June 25, 2015, *Santa Rosa, CA*

Wednesday, October 22, 2015, *San Martin, CA*

COMING EVENTS:

EXAM PREP WORKSHOP

January 16, 2015, *Omni Jacksonville, Jacksonville, FL*

PRIVATE FLEET MANAGEMENT INSTITUTE

January 17-21, 2015, *Omni Jacksonville, Jacksonville, FL*

CTP EXAM

February 14, *Locations throughout the country*

CTP EXAM GRADING WORKSHOP

February 19-20, *Hilton Cincinnati Netherland Plaza, Cincinnati, OH*

NPTC ANNUAL CONFERENCE

April 26-28, 2015, *Hilton Cincinnati Netherland Plaza, Cincinnati, OH*

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