



# CTP® Insider



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

Fall 2012

## PFMI 2013 – A Learning Opportunity

### Quarterly Highlights

- PFMI 2013  
Jacksonville, FL
- Private Fleet Management Online
- New Leadership

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The National Private Truck Council will hold its 2013 [Private Fleet Management Institute](#) January 19-23, 2013 at the Omni Jacksonville in Jacksonville, Florida.

No matter what your official title is, today's transportation and logistics environment demands excellence. You need a variety of skills that lead to outstanding performance in every aspect of your job. NPTC's 5-day **Private Fleet Management Institute** provides the most comprehensive and intensive instruction, education and learning experiences led by the industry's top practitioners and designed to enhance your personal and professional mastery of private fleet management.

In addition, the Institute provides one of the most effective ways of refreshing your knowledge base and preparing for the 2013 CTP Examination set for Saturday, February 9, 2013.

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:

- Justifying the Private Fleet
- Network Optimization



- Communicating Private Fleet Value by Partnering with Corporate Finance, HR and Safety
- Improving Fleet Planning, Make-Up and Utilization
- Attracting, Recruiting and Developing Drivers
- Developing Effective Safety Programs
- Building a Culture of Safety
- Creating, Understanding and Using Financial Reports
- Creating Maintenance Standards – Managing Outsourced Relationships
- Reverse Logistics: Building Backhaul Profitability



**REGISTER NOW!**  
For more information about the **Private Fleet Management Institute** and how to register, visit [NPTC's website](#).

## In The News



Peggy Birmingham, CTP

**Peggy Birmingham, CTP**, has been promoted to Director of National Accounts for Trillium Drivers.

### **NPTC Institute Elects New Leadership**

The NPTC Institute Board of Governors elected two new members at its

September 12, 2012 meeting.

They are **Terry Clouser**, Vice President Fleet Services, for Fleet Advantage, and **Rob Pallante**, Director Business Development, for XRS Corporation.

### **WE WANT YOUR**



If you've been promoted, had a change in companies or responsibilities, let us know! Send an email to the "CTP Insider": [ktodd@nptc.org](mailto:ktodd@nptc.org).

## 2012 Benchmarking Survey



NPTC has released its 2012 Annual Benchmarking Survey, which examines a number of private fleet related issues and is designed to validate private fleet performance based on comparative peer data; to identify areas of improvement and opportunity; and to highlight significant trends affecting private fleet practitioners.

Working together with a Benchmarking Steering Committee, NPTC staff

designed and updated a 75-question survey that was emailed to all NPTC Fleet Member companies.

Preliminary information was presented on May 1 at the Benchmarking Summit, where industry professionals divided into operationally distinct group to scrub and refine the data. A total of 96 companies participated in the survey.

Once again this year, we included an introductory

section, "Fact Profile of the Private Fleet Industry," that was assembled with the assistance of ACT Research Company, LLC. Not only does this section provide context for the important and vital role of private fleets in American business, it provides a "dashboard" of key operating and performance metrics contained in the report.

The 2012 Benchmarking Survey is available to members [here](#).

## Q & A

This Question and Answer column is designed as a forum to help answer questions that you may encounter in your operation.

Please submit questions and/or comments to Tom Moore, CTP, [tmoores@nptc.org](mailto:tmoores@nptc.org).

**Q.** "How are fleet safety professionals managing an attendance policy along with the "ill and fatigued driver" rule? Does anyone have any "best practices" as to how we remain fully compliant with the regulations, but also manage driver's attendance?"

**A.** Here are some replies from the NPTC Safety Committee:

"We use our overall attendance policy to address all absenteeism. So far, we have not had any serious issues with ill or fatigued driver situations. If

a driver runs out of sick leave, unless it qualifies under FMLA or ADA, the driver enters our discipline procedure."

"We alert the drivers to the bad weather and allow them to make the best decisions in interest of their safety and well-being.

A second respondent offered: "Our drivers are told if they are sick or tired they are told to pull over I would rather them be late than in a ditch."

Finally, another safety professional volunteered, "We follow a corporate attendance policy, which states that any unauthorized absence (even with a medical excuse) is recorded as such and is subject to discipline (12 absences within a one year time frame is cause for dismissal.) A person out sick for multiple consecutive days (i.e. 3 days out with the flu) counts as "1" absence.

To read how they deal with driver fatigue, please [click here](#).

## Private Fleet Management Online



We normally reserve this space for a profile of one of our existing Certified Transportation Professionals, in which we examine what the designation has meant to them and take a look into some of their guiding philosophies, best practices, and operational strategies.

However, due to the pendency of the new Private Fleet Management Online program, we wanted to use this space to talk about how the new resource guide will help create more successful CTPs.

NPTC and Instructional Technologies, Inc. (ITI) hosted a meeting August 15-16 at ITI headquarters in Vancouver, WA, to review the new and enhanced, interactive training curriculum for transportation managers.

The curriculum is based upon a comprehensive job analysis study conducted by NPTC of its members. The study identified 47 tasks focusing on the knowledge, skills, and abilities essential to successful private fleet management. These have been categorized into five core disciplines that form the heart of NPTC Certified Transportation Professional<sup>®</sup>.

Leveraging the training content used to earn the Certified Transportation Professional (CTP) designation, this training expands ITI's reach from the truck and into the enterprise. This curriculum is the most extensive curriculum for professional transportation managers available online.

This next-generation resource, which replaces NPTC's Fleet

Learning Center, contains the most comprehensive resource guide to private fleet management ever assembled. This new program delivers education and training that is practical, relevant, real-job focused—and both convenient and affordable.

Leveraging the training content used to earn the Certified Transportation Professional (CTP) designation, this training expands ITI's reach from the truck and into the enterprise. This curriculum is the most extensive curriculum for professional transportation managers available online.

The Private Fleet Management Online will launch on October 15, 2012.

To read the full article, please [click here](#).

## 2012 National Safety Conference – Rave Reviews



More than 150 fleet operations and safety managers from more than 50 transportation companies convened for NPTC's 10th annual **National Safety Conference** last month just outside of Washington, DC.

Based upon the final evaluation report from the attendees, the conference played to rave reviews. By any measure, this is our strongest performance to date, with more speakers earning high marks. Keynoting the National Safety Conference was **Anne Ferro**, Administrator of the Federal Motor Carrier Safety Administration. Attendees heard a case study on the successful implementation of a sleep apnea program from **Joe Laskowski, CTP**, MedTrans, and **Wendy**

**Sullivan, PPD**.

A panel on Active Safety Technologies featured **Mike Schwersenska**, Brakebush Transportation, sharing his experience about disk brakes, **Jeremy Decker**, MMC Transport, speaking about electronic stability control and anti-rollover technology; **Paul Miller, CTP**, Merchant's Distributors; talking about collision mitigation; **Bob Drygas**, PV Transport, sharing his experience with lane departure warning systems; and, **Keith McWilliams, CTP**, Kellogg Company, providing insights about the implementation of in-cab camera systems.

Attendees participated in four concurrent, open-ended discussions in which private

fleet professionals share their experience and facilitate dialogue centered on improvement and operational excellence.

Much of the credit goes to the NPTC Safety Committee who helped develop the broad outlines of the program content, ensuring that the conference was timely, relevant and valuable.

Thanks to the 151 registered individuals who attended this year's National Safety Conference and helped make it a great success by their support.

To read the complete wrap-up on the NPTC National Safety Conference, please [click here](#).

## NPTC Institute Board of Governors

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Ed Welch, CTP, Perdue Farms, Inc.  
Gary Petty Ex-Officio, National Private Truck Council

## Coming Events

**PRIVATE FLEET MANAGEMENT  
INSTITUTE** January 19-23, 2013  
Jacksonville, FL

**NPTC 2013 ANNUAL CONFERENCE**  
April 28-30, 2013 Cincinnati, OH

**CTP CLASS OF 2013:  
CTP ELIGIBILITY APPLICATIONS DUE**

**APPLICATION DEADLINE EXTENDED TO  
DECEMBER 1, 2012**

Download @ [www.nptc.org](http://www.nptc.org)

## CTP Class of 2013 Now Forming

Candidates for the Certified Transportation Professional® (CTP) program are encouraged to register now for their places in the Class of 2013. The [Eligibility Application](#) deadline has been extended to **December 1, 2012.**

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.

Since 1993, nearly 900 transportation professionals have earned the right to use the CTP® designation after their names.

To learn more about the CTP® program, [click here](#) or contact Kristen Todd at [ktodd@nptc.org](mailto:ktodd@nptc.org) or (703) 838-8841.

## About Our Organization...

Founded in 1939, [NPTC](#) is the only national trade association exclusively representing the interests of the private truck industry and corporate/business private truck fleet management. NPTC is the premier marketplace of information, networking and skill building for private fleet professionals as it leads in shaping the future of corporate transportation.

The Institute for Truck Transportation Management (ITTM) is the non-profit 501(c)(3) education and research affiliate of the National Private Truck Council (NPTC). As a leader in transportation education and research, the NPTC Institute's goal is to move fleet managers and industry suppliers toward greater efficiency and effectiveness in their corporate environments.

The NPTC Institute is an exclusive information resource for: Certified Transportation Professional (CTP) program, Fleet Management Institute and PFMO. Through NPTC, both fleet and allied members come together to share information that enables them to meet the demands of changing business, safety and regulatory issues as well as competitive challenges.



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