

NPTC Proudly Presents

VIRTUAL TESTIMONIAL ROUNDTABLE

WELCOME TO THE CLUB

Certified Transportation Professional
Class of 2021



Hosted by:
Gary Petty, President & CEO
National Private Truck Council

 **J. J. Keller**
& Associates, Inc.[®]
Since 1953


National Private Truck Council

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Gary Petty
National Private Truck Council



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DON'T MISS THE NEXT ROUNDTABLE

WELCOME TO YOUR NETWORK

2021 Private Fleet Management Institute

November 10



Gary Petty
National Private Truck Council



FEATURED SPEAKERS



Tom Moore, CTP
Executive VP
NPTC



Mari Roberts, CTP
Sr. Dir. of Transportation
Frito-Lay, Inc.



Jody Sandy, CTP
VP, Transportation
Hy-Vee, Inc

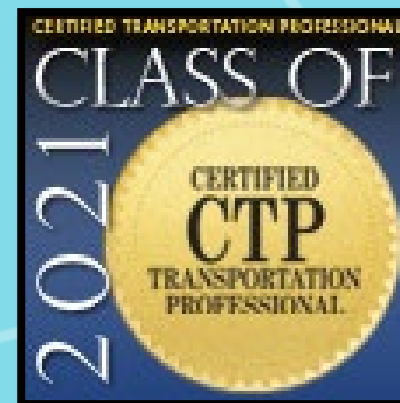


Steven Roberts, CTP
Mgr., Fleet Operations
Deseret Transportation



Gary Petty
National Private Truck Council

NPTC'S SCHOOL OF PRIVATE FLEETS



Gary Petty
National Private Truck Council

WELCOME TO THE CLUB – CLASS OF 2020



Tom Moore, CTP
National Private Truck Council

WHAT ARE THE FIRST STEPS?

Must submit two applications in order to sit for the CTP examination:

OCTOBER 1

CTP Eligibility Application

\$495 member fee/ \$595 non-member fee

Good for two years

NOVEMBER 15

CTP Examination Application

\$195 member fee / \$295 non-member fee



Tom Moore, CTP
National Private Truck Council

THE CTP[®] CURRICULUM

- Operations
- Equipment & Maintenance
- Safety & Compliance
- Finance
- Human Resources



Tom Moore, CTP
National Private Truck Council

WHAT THE CTP HAS MEANT FOR ME?

- Why did I pursue certification?
- How did I prepare?
- What it has meant to me?



Tom Moore, CTP
National Private Truck Council

FRITO-LAY, INC.

Private Fleet Overview



28 US Traffic Centers
4,500 Trailers • 1,350 Tractors (50% CNG)



Rank 2020	Rank 2019	Company	Tractors	Trucks	Trailers	Annual Sales
1	1	PepsiCo Inc.	10,950	4,550	17,900	\$67.2 billion
2	2	Sysco Corp.	8,745	1,345	10,593	\$60.1 billion
3	4	Walmart Inc.	7,400	25	58,826	\$524.0 billion
4	6	Halliburton Co.	6,101	2,471	11,653	\$22.4 billion
5	3	US Foods	5,821	421	7,466	\$25.9 billion

People

140 Managers
195 Coordinator/Administrative
265 Hourly Mechanics/Hostlers
2,007 OTR & 265 Delivery Specialists (NCDL)

World Class Safety

Over 500 Active Million Milers

Network

Hauls 79% of Frito-Lay Volume
CF Delivers 744,000,000 Cases/Year
Drives 155,000,000 Miles/Year
Generates millions of Inbound & Backhaul

Mari Roberts, CTP,
Frito-Lay, Inc.



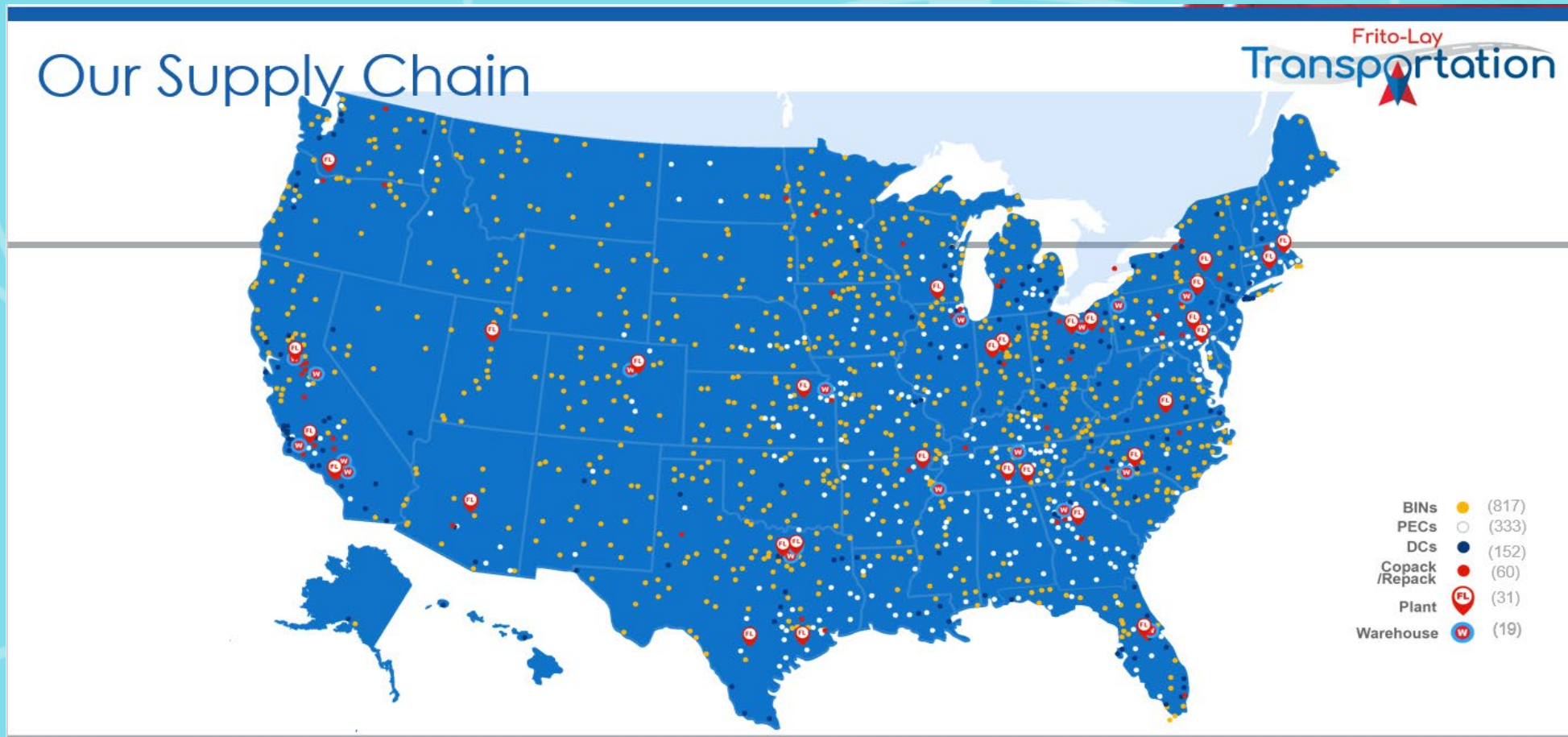
FRITO-LAY, INC.

Our Supply Chain



Mari Roberts, CTP,
Frito-Lay, Inc.

FRITO-LAY, INC.



Mari Roberts, CTP,
Frito-Lay, Inc.

MARI'S STORY

13 Active
CTPs

- 2009 - Attended Exam Prep and PFMI; First CTP for Frito-Lay
- 2009 - Attended first NPTC Annual Conference
- 2009 - Frito-Lay becomes Five-Star Member and I joined the NPTC Institute Board of Governors
- 2010 to Present – Joined PFMI Faculty
- 2011 – Elected as Vice-Chair, Board of Governors
- 2014 to Present – Elected Chair, Board of Governors; Joined Board of Directors



Mari Roberts, CTP,
Frito-Lay, Inc.

HY-VEE, INC.

HY-VEE BY THE NUMBERS

275 STORES **IN 8** STATES

165
C-STORES

127
RESTAURANTS

296
PHARMACIES

SURPASSED \$11 BILLION IN SALES IN 2020
NEW SALES MILESTONE FOR THE COMPANY

7
SUBSIDIARIES
+
3
DISTRIBUTION
CENTERS

85,000
EMPLOYEES

3.35 MILLION
FACEBOOK FOLLOWERS

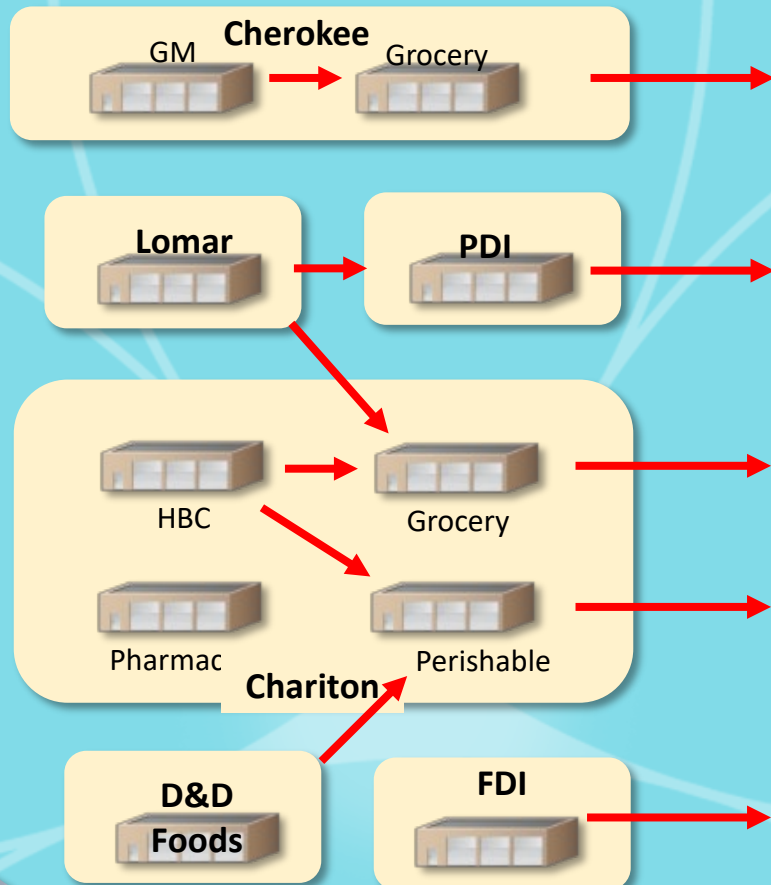
434,000
TWITTER
FOLLOWERS

12 MILLION
HSTV FOLLOWERS



Jody Sandy, CTP
Hy-Vee, Inc.

HY-VEE, INC.



Jody Sandy, CTP
Hy-Vee, Inc.



HY-VEE FLEET PROFILE



Jody Sandy, CTP
Hy-Vee, Inc.



DESERET TRANSPORTATION

- Owned by The Church of Jesus Christ of Latter-day Saints
- A primary purpose is to provide logistics for the Church's Welfare and Humanitarian efforts





OPERATIONS SUPPORTED

- Canneries
- Outlets (like food banks)
- Distribution Centers
- Farms
- Production Plants





DIVERSE FLEET



- Bulk Liquid
- Dry and Refrigerated
- Bulk Dry (grain sets and belts)
- Oversized
- Flat Bed



ROUNDTABLE DISCUSSION



Tom Moore, CTP
Executive VP
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Deseret Transportation

IMPORTANT DATES

- **October 1, 2020:** CTP Eligibility Application Due
- **November 15, 2020:** CTP Examination Application Due
- **January 15, 2021:** CTP Exam Preparation Workshop – Jacksonville, FL
- **January 16-20, 2021:** Private Fleet Management Institute in Jacksonville, FL
- **February 13, 2021:** The CTP Examination
- **CTP Graduation:** April 25, 2021 in Cincinnati, OH



Tom Moore, CTP
National Private Truck Council

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