

NATIONAL PRIVATE TRUCK COUNCIL NEWSLETTER



By Gary Petty, president and CEO of the National Private Truck Council. His column appears monthly in *Fleet Owner*. The council's website is www.nptc.org.

BENCHMARKING SURVEY UPDATE

Earlier this month, NPTC released its 2014 Benchmarking Survey Report, which examines a number of key operational and performance issues. It 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.

The benchmarking survey delves into key operational areas such as safety, technology, driver turnover, compensation, operational costs, equipment, and maintenance to identify key trends and best practices.

As in previous surveys, the most common reasons for operating a private fleet are to gain direct control of transportation capacity on demand, to control costs, and to provide consistent and high-quality customer service.

Private fleets stand out as a dynamically growing transportation market. As the largest sector of the trucking industry, they account for approximately 50% of all Class 8 truck sales and own or lease some three out of four Class 4-8 trucks on the road. About 40% of all leased trucks are to private fleet companies. In 10 years, the private fleet vehicle count has risen by 50% among the top several hundred companies, even as the existing population has become more efficient. And more than two-thirds of private fleet managers plan to add trucks to their fleet capacity in the years ahead.

With these metrics and more, private fleets master continuous improvement. They analyze data, adjust policies, and transform behavior. Today's best scores are tomorrow's starting point.

For more information, visit www.nptc.org.

2014 SAFETY CONFERENCE

The National Private Truck Council (NPTC) is pleased to announce its National Safety Conference Sept. 11-12, 2014 at the Hyatt Dulles Hotel in Herndon, VA.

The National Safety Conference is an intense, concentrated overview of key issues of interest and importance to those running private fleet operations at an exceptionally high standard of safety. This highly acclaimed conference features a unique format of presentations, discussions with key industry representatives, expert panels, and leading safety advocates and practitioners—all designed to provide attendees with insights into implementing strategic safety programs and lowering the cost of risk.

Corporations with private fleets rank safety as the highest priority—and back this commitment with financial and management resources. It is hardly surprising that they lead the trucking industry—by a wide margin—in safety performance year after year. According to data reported by the Federal Motor Carrier Safety Administration, private fleets in general have safety records three times safer compared with the trucking industry overall. This safety leadership reflects major investments in top fleet managers, drivers, technology, and equipment—key areas of management focus that will be at the center of discussions during the conference.

Highlighting the conference is the National Driver All-Star Luncheon & Recognition ceremony. Sponsored by International Truck/Navistar, this program features more than two dozen of the top private truck drivers.

Following are some of the topics that will be discussed during the meeting:

- Regulatory review, Insights, and forecast
- Active safety devices
- The aftermath of an accident: lessons learned
- Effective orientation programs
- Screening tools and resources
- Effective discipline programs
- Driver training programs
- How to run effective safety meetings
- Key performance safety metrics
- Driver recognition programs
- CSA by the numbers
- Medical rules/medical qualifications/ medical examiners
- Sleep apnea and driver health issues
- Distracted driving
- Hours of service and electronic logging devices
- Improving the vehicle walk-around process
- Predictive analytics

To make your reservations and get the special room rate of \$179, just call the Hyatt Dulles Hotel at 703-713-1234.

coming events...

Mark your calendars now for the following upcoming events:

NATIONAL SAFETY CONFERENCE

September 11-12, 2014, Herndon, VA

2015 CTP ELIGIBILITY APPLICATIONS DUE

October 1, 2014

2015 CTP EXAM APPLICATIONS DUE

November 15, 2014

2015 CTP EXAM PREP WORKSHOP

January 16, 2015, Jacksonville, FL

2015 PRIVATE FLEET MANAGEMENT INSTITUTE

January 17-21, 2015, Jacksonville, FL

2015 CTP® EXAM

February 14, 2015, offered at 40 locations across the country

NPTC ANNUAL CONFERENCE 2015

April 28-30, 2015, Cincinnati, OH

CTP CLASS OF 2015 NOW FORMING

Candidates for the Certified Transportation Professional® (CTP) program are encouraged to register now for their places in the Class of 2015. The eligibility application deadline is October 1.

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, more than 1,100 transportation professionals have earned the right to use the CTP® designation after their names. To learn more about the CTP® program, visit www.nptc.org, or contact Kristen Todd at ktodd@nptc.org or 703-838-8841.

FALL MEETING SCHEDULE

The fall meetings of the NPTC boards and committees are scheduled for Wednesday, Sept. 10, at the Hyatt Dulles Hotel in Herndon, VA.

1:00 - 2:00 p.m.	Standing committees (Legislative and Regulatory Advisory Committee; Safety Committee; Membership Committee; PR/Marketing Committee)
2:00 - 3:45 p.m.	NPTC Institute Board of Governors and NPTC board of directors meeting – combined meeting
3:45 - 4:00 p.m.	Break
4:00 - 5:30 p.m.	Special joint session of board of governors and board of directors for “Around the Horn” comments from members of both boards
5:30 - 6:30 p.m.	NPTC board of directors meeting
6:30 - 7:30 p.m.	Sponsored reception

To make your reservation and get the special room rate of \$179, call the Hyatt Dulles Hotel at 703-713-1234 and let them know that you are with the National Private Truck Council group.

NPTC SAFETY COMMITTEE MEETS IN OHIO

The NPTC Safety Committee held its traditional summer on-site meeting in Findlay and Fostoria, Ohio. Hosted by Mennel Milling Co., the meeting was open to all fleet and allied/supplier member companies. Conducted for the first time at a fleet member company, and with an outstanding attendance of both fleet and allied members, the range and depth of information shared in the day-and-a-half program was extraordinary.

Ford Mennel, recently appointed as the fifth-generation president, began the meeting with a fascinating overview of Mennel Milling's 128-year-old corporate and family history. Gary Strausbaugh, CTP, vice president of transportation, followed with a discussion of the unique intermodal transportation components of Mennel's operation, including a private truck fleet (which also operates as a for-hire trucking company), a fleet of rail cars, and a major truck repair shop and washbay division.

Attendees toured the flour mill to see first-hand how grain harvested from nearby-fields is transported to the mill, processed into finished flour, and then shipped to customers by truck or rail. Demonstrations followed on safety and security of products from field to customer, as well as a special truck “safety walk-around” by safety manager Jeremy Decker, CTP, who highlighted the fleet's state-of-art array of active safety technologies and related company policies. After lunch, L-3 DP Associates, the featured safety technology sponsor of the event and allied/supplier-five star member, demonstrated the company's new mobile trailer with its driver training simulators.

The Safety Committee meeting began the next morning led by our new chair, Carol Heinowski, logistics manager at Meijer Inc. and NPTC board member. An exceptionally insightful and entertaining part of the meeting was provided by Randy Daniels, Marathon Petroleum Co.'s long-standing representative with NPTC. Randy arranged to have Todd Young, one of Marathon's top drivers, give a “walk-and-talk-around-the-truck” presentation. He described in detail the multiple safety features of his truck along with Marathon's safety policies and standards.

NPTC wishes to thank Mennel Milling, L-3 DP Associates, Marathon Petroleum, and all the fleet and allied/supplier member attendees for helping make this meeting, in the words of one member, “a huge hit!”