



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.

SAFETY SEMINARS

NPTC, in partnership with Idealease of North America, is again offering a series of one-day safety and compliance seminars in 37 locations throughout North America. The one-day seminars will focus on basic safety and compliance, regulation changes and CSA. The seminars will be available at no charge to all Idealease customers, potential customers and NPTC members. The seminars provide important information applicable to both the novice and experienced transportation professionals.

Go to www.ideallease.com/safety to view the full schedule and to register for an upcoming seminar in 2014. Upcoming seminar dates and locations are as follows:

- April 8, Cleveland, OH
- April 9, Dayton, OH
- April 10, Lexington, KY
- April 16, Philadelphia, PA
- April 16, Lodi, CA
- April 17, San Leandro, CA
- April 17, Newburgh, NY
- April 22, Wausau, WI
- April 23, Dubuque, IA
- April 23, Weirton, WV
- April 24, Milwaukee, WI
- April 24, Butler, PA
- April 29, Harrisburg, PA
- April 30, Greensboro, NC
- May 1, Erie, PA
- May 1, Columbia, SC
- May 6, Toronto, Ontario
- May 6, Everett, WA
- May 8, Denver, CO
- May 8, Edmonton, AB
- May 13, South Bend, IN
- May 14, Chicago, IL
- May 15, Springfield, IL

CONFERENCE DELIVERS ON VALUE PROMISE

This month, a record number of private fleet professionals will converge at the NPTC Annual Educational Management Conference and Exhibition in Cincinnati. This year's conference is packed with tremendous take-home value.

□ **Information.** NPTC is pleased to announce a professional and stimulating lineup of keynote speakers and general sessions, including Eric Alexander, mountaineer and author of *The Summit: Life Beyond Everest's Death Zone*, who achieved his goals while playing an instrumental role in helping others to achieve their own, and James Bradley, author of the New York Times best-selling book *Flags of Our Fathers*. In addition, as part of the NPTC Annual Business Meeting and Professional Leadership Awards presentation, NPTC General Counsel Rick Schweitzer delivers his highly anticipated Legislative and Regulatory Update on Monday morning, April 14.

□ **Educational Workshops.** 26 workshops and five general sessions will feature more than 80 private fleet professionals speaking on best practices in private fleet management.

□ **Exhibits.** NPTC 2014 features an extensive and impressive array of fleet products and services from leading industry suppliers. Come participate in a virtual showcase of solutions and take advantage of this unparalleled opportunity to learn first-hand about potential business solutions.

□ **Networking.** Unparalleled peer-to-peer interaction.

□ **Recognition.** Honoring the private fleet community's best and brightest practitioners for their achievements: the Certified Transportation Professional (CTP®) Class of 2014, the Driver Hall of Fame and Fleet Safety Award winners, and the NPTC Professional Leadership Award winners for 2014.

□ **Social.** NPTC's outstanding host-city partners—the Hilton Cincinnati Netherland Plaza Hotel and the Duke Energy Convention Center—provide the highest level of customer service in quality food, beverages, lodging and meeting rooms to ensure that all events and social activities take place in an optimized, engaged and enjoyable learning atmosphere.

□ **Location.** A central setting allows you to minimize your travel time and expense.

Planning for the NPTC 2014 Annual Conference has been in the works since last summer. "Our Conference Planning Committee has made great strides to ensure 2014 is the best return-on-investment value event in our history," says Bill Hartman, CTP, Committee Chair. Made up of 46 enthusiastic member representatives from both fleet and allied companies, the committee concentrates its year-long efforts on making sure the "latest and best" topics and speakers are presented.

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Over the next three days, an all-time high of more than 85 private fleet professionals will serve as speakers and panelists at 25 workshops and break-out discussion seminars, showcasing several dozen of the latest, most innovative and best ideas and state-of-art business practices in the private fleet community.

Reward and recognition ceremonies highlight all NPTC annual conferences and 2014 will be exceptional indeed and include our largest class of Certified Transportation Professionals (CTPs), Professional Leadership Award winners, Driver Hall of Fame and Fleet Safety Award winners.

NPTC 2014 is a great opportunity for networking. In a unique NPTC culture of trust and confidence, you will meet hundreds of private fleet practitioners who, like yourself, are on a life-long professional journey of continuous improvement, seeking the most cost-effective, innovative, and efficient ways to provide the best private fleet solutions for their companies.

coming events...

Mark your calendars now for the following upcoming events:

NPTC ANNUAL CONFERENCE & EXHIBITION

"You Must Be Present To Win"

April 13-15, 2014 Cincinnati, OH

NPTC/J.J. KELLER WEBCAST:

Managing Your CSA Scores

May 14, 2014

NPTC SUMMER ONSITE SAFETY

COMMITTEE MEETING

June 16-18, 2014 Findlay, OH

NPTC/J.J. KELLER WEBCAST:

How To Survive a DOT Intervention

July 23, 2014

NATIONAL SAFETY CONFERENCE

September 11-12, 2014 Dulles, VA

PRIVATE FLEET MANAGEMENT ONLINE

New and enhanced interactive training curriculum for transportation managers is now being developed by the National Private Truck Council (NPTC) and Instructional Technologies Inc. This new online curriculum promises to deliver education and training that is practical, relevant, real-job focused—and both convenient and affordable. It will provide the foundational learning experiences for private fleet managers as they prepare for their Certified Transportation Professional® (CTP) designation. Even if a manager isn't trying to earn the CTP, this experience-based educational and management training will prepare them for the disciplines of running a private fleet. The curriculum is based upon a comprehensive job analysis study conducted by NPTC of its members.

WASHINGTON REPORT CONFERENCE CALL

The NPTC Washington Report, a monthly Legislative and Regulatory Advisory Committee teleconference call, is held the second Monday of each month at 11:30 a.m. EST. The Washington Report features Rick Schweitzer, general counsel and government affairs representative, discussing the latest update on key legislative and regulatory compliance issues of interest to private fleets. All NPTC members are invited to participate in the call.

BENCHMARKING SURVEY

The benchmarking survey has been sent out to NPTC fleet members. The annual Private Fleet Benchmarking Survey conducted by NPTC and sponsored by PeopleNet is designed to (1) validate private fleet performance based on comparative peer data, (2) identify areas of improvement and opportunity, and (3) identify significant trends affecting private fleet practitioners.

This survey is designed for the benefit of our members and the private fleet community. The purpose of the survey is to help members benchmark their operation to other best-in-class performers, thereby validating performance and identifying areas of opportunity.

A preliminary report will be presented at the Benchmarking Summit at the annual conference, and the final report will be released in August. The report is free to all registrants of the annual conference.

2014 WEBCAST SERIES

More than 250 people registered to attend the NPTC/J. J. Keller & Associates free webcast on hours of service/electronic data devices that was held last month. Mark Nave of Blak Frak Tanks shared insights about how he improved compliance with the federal hours-of-service regulations by using electronic logging devices.

NPTC and J.J. Keller will be offering three more free webcasts on topics that are of high interest to unlocking improved fleet productivity, performance and efficiency:

☐ **May 14, 2014 — Managing Your CSA Scores**

FMCSA's Compliance, Safety, Accountability (CSA) initiative is changing the motor carrier safety environment. Keeping your CSA scores under control in each of the seven Behavioral Analysis Safety Improvement Categories (BASICS) is essential to preventing FMCSA intervention. This webcast will examine the new regulatory environment, how FMCSA is looking at improving the regulation, and how fleets are using CSA to monitor and improve their safety performance.

☐ **July 23, 2014— How to Survive a DOT Intervention**

As a result of the new CSA program, more and more motor carriers are facing the reality of a DOT intervention. Reduce your risk and your anxiety. Get the latest on DOT's increased enforcement activities and how to prepare for a DOT intervention.

Some of the topics that will be covered include questions asked by DOT auditors, a list of paperwork they'll review, what they'll look for in your files, the key factors assessed in a compliance review, and interpreting your SafeStat score.

☐ **October 22, 2014— Regulatory Update**

In its effort to improve highway and truck safety, the federal government has stepped up its regulatory activity. The pace and scope of these changes has never been greater. This webinar will help to identify critical policy, legislative, and regulatory issues impacting your business as well as a discussion of the forces that will help shape these future initiatives.

Join us as we provide planning tools and strategies you can implement immediately to enhance your compliance efforts.

To download one of the nearly 40 webcasts that we have conducted or to register for an upcoming webcast, go to www.jjkeller.com/nptcinfo.