



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.

2015 WEBCAST SERIES

More than 250 people registered to attend two webcasts sponsored by NPTC and J.J. Keller & Associates. The first webcast titled "Driver Recruiting in an Era of Driver Shortages: How to Effectively Qualify and Screen Drivers" featured Doug Simpson, CTP, driver recruiting manager for the Castellini Group of Companies. With the driver shortage leading to more expansive recruiting efforts and the urge to lower hiring standards (potentially leading to more hiring problems), he shared how it is more important than ever that carriers review their hiring process and shared strategies that can be used to keep you from "hiring your next problem."

The following day, Mike Walker, director of transportation for Metal Sales Manufacturing Corp., talked about physical qualifications of drivers. Discussed were driver qualification requirements, the CDL/federal medical merger, and the changes carriers should have in place to deal with these issues.

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

WASHINGTON REPORT CONFERENCE CALL

All NPTC members are invited to attend the Washington Report, a monthly Legislative and Regulatory Advisory Committee teleconference that occurs the second Monday of every month at 11:30 a.m. EST. Rick Schweitzer, general counsel and government affairs representative, gives the latest update on key legislative and regulatory compliance issues of interest to private fleets.

NPTC 2015—YOU MUST BE PRESENT TO WIN

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 general sessions and keynote speakers that include Carey Lohrenz, the U.S. Navy's first female F-14 fighter pilot and team-building, leadership and strategy expert; Jack Van Steenburg, chief safety officer and assistant administrator of the Federal Motor Carrier Safety Administration; and Kenny Vieth, president and senior analyst at ACT Research. In addition, NPTC general counsel Rick Schweitzer will deliver his highly anticipated legislative and regulatory update on April 14 as part of the NPTC Annual Business Meeting and Professional Leadership Awards presentation.

□ **Educational Workshops.** Twenty-two workshops and five general sessions will feature some of the nation's leading private fleet professionals speaking on best practices in private fleet management.

□ **Exhibits.** NPTC 2015 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.** NPTC will honor the private fleet community's best and brightest practitioners for their achievements: the Certified Transportation Professional (CTP®) Class of 2015, the Driver Hall of Fame and Fleet Safety Award winners, and the NPTC Professional Leadership Award winners for 2015.

□ **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.

□ **Benchmarking Summit.** Back by popular demand is a sneak preview of the preliminary data from the 2015 Benchmarking Survey, with breakout sessions in which participants can do a "deep dive" into key operational metrics.

coming events...

Mark your calendars now for the following upcoming events:

NPTC ANNUAL CONFERENCE 2015

April 26-28 – Hilton Cincinnati Netherland Plaza Hotel and Duke Energy Center in Cincinnati, OH

NPTC/J.J. KELLER WEBCAST

May 20 – DVIR Rules and Maintenance Policies and Practices
May 21 – Hours of Service and ELDs

NPTC/J.J. KELLER WEBCAST

July 15 – Active Safety Technologies
July 16 – Predictive Analytics and Driving Behavior

NATIONAL SAFETY CONFERENCE

September 10-11 – Dulles, VA

NPTC LOOKS TO ENHANCE TRUCK SIZE AND WEIGHT IN NEW CONGRESS

As the economy recovers, demand for truck shipments will increase dramatically. The amount of freight hauled by trucks in the U.S. is expected to double by 2035. As a result, NPTC is focusing on increased productivity as one of its primary legislative objectives in the new Congress.

We have joined the Steering Committee of the Coalition for Transportation Productivity, a group of shippers, motor carriers and their associations seeking to increase truck weight limits. The Coalition is asking Congress to allow states to increase the federal vehicle weight limit to 97,000 lbs. for vehicles equipped with an additional (sixth) axle for travel on Interstate highways. These vehicles would have to meet the same safety standards as trucks currently allowed on Interstates.

Six-axle trucks carrying 97,000 lbs. get 17% more ton-miles per gallon of fuel than five-axle trucks carrying 80,000 lbs. The U.S. Dept. of Transportation estimates that use of six-axle trucks would save 2 billion gal. of diesel fuel annually and reduce engine emissions by 19% per ton-mile.

This issue affects our international competitiveness as well. Europe, the United Kingdom, Canada and Mexico all have maximum truck weights well in excess of the 80,000 lbs. allowed on U.S. Interstate highways.

2015 BENCHMARKING SURVEY

The benchmarking survey has been sent out to the NPTC fleet members. NPTC conducts an annual Private Fleet Benchmarking Survey, sponsored by PeopleNet, designed to (1) validate private fleet performance based on comparative peer data, (2) identify areas of improvement and opportunity, and (3) identify the significant trends affecting private fleet practitioners. This survey is designed for the benefit of our members and the private fleet community. The purpose 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 August 1 of this year.

A preliminary report of the survey results, which will be free to all registrants of the annual conference, will be released once again this year.

NPTC/IDEALEASE SEMINAR SCHEDULE

NPTC, in partnership with Idealease of North America, is pleased to announce a series of one-day safety and compliance seminars that will be held in 31 locations throughout North America this year. The 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 are available to all Idealease customers, potential customers, and NPTC members at no charge. Important information applicable for both the novice and experienced transportation professionals will be provided. For more information, a complete schedule, and how to register for an upcoming seminar in 2015, go to www.idealease.com.

Following is the NPTC/Idealease safety seminar schedule:

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| Tuesday, April 14 | Linden, NJ |
| Tuesday, April 14 | Phoenix, AZ |
| Wednesday, April 15 | San Leandro, CA |
| Thursday, April 16 | Lodi, CA |
| Tuesday, April 21 | Santa Fe Springs, CA |
| Tuesday, April 21 | Harrisburg, PA |
| Wednesday, April 22 | Ventura, CA |
| Wednesday, April 22 | Landover, MD |
| Thursday, April 23 | Baltimore, MD |
| Tuesday, April 28 | Oklahoma City, OK |
| Thursday, April 30 | Milwaukee, WI |
| Tuesday, May 5 | Kelowna, BC |
| Wednesday, May 6 | Lexington, KY |
| Thursday, May 7 | Denver, CO |
| Tuesday, May 12 | Tampa, FL |
| Tuesday, May 12 | Detroit, MI |
| Thursday, May 14 | Minneapolis, MN |
| Wednesday, May 20 | Altoona, IA |
| Thursday, June 25 | Santa Rosa, CA |
| Wednesday, October 14 | Grand Rapids, MI |
| Tuesday, October 20 | Las Vegas, NV |
| Thursday, October 22 | San Martin, CA |