

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.

NPTC 2014 PROGRAM

Sunday, April 13

- 8:00 – 9:00 a.m. First Timer's Breakfast
- 9:30 – 11:00 a.m. Concurrent Workshops
- 11:45 – 2:15 p.m. Kickoff Brunch
- 3:00 – 6:00 p.m. Exhibit Hall Grand Opening
- 7:00 – 10:00 p.m. Act I Reception and Dinner

Monday, April 14

- 7:30 – 9:00 a.m. Breakfast/General Session
- 9:15 – 10:45 a.m. Concurrent Workshops
- 11:00 – 1:00 p.m. Driver Hall of Fame Luncheon
- 1:15 – 2:45 p.m. Exhibitors' Meeting
- 1:30 – 2:45 p.m. Concurrent Workshops
- 3:00 – 5:30 p.m. Exhibit Hall Reception

Tuesday, April 15

- 7:30 – 8:45 a.m. Breakfast/Safety Awards
- 9:15 – 10:30 a.m. Concurrent Workshops
- 10:45 – 12:00 p.m. Concurrent Workshops
- 12:30 – 2:00 p.m. Luncheon

NPTC/IDEALEASE 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 to all Idealease customers, potential customers and NPTC members at no charge. The seminar provides important information applicable for both the novice and experienced transportation professionals.

Visit www.idealease.com/safety for the complete schedule,

NPTC 2014—YOU MUST BE PRESENT TO WIN

During today's economic uncertainty and business turbulence, private fleet professionals operate under immense pressure to deliver exceptional performance. Managers are expected to deliver outstanding levels of customer service while keeping costs and liability in line. In this demanding climate, and with those expectations in mind, NPTC has packed its conference with state-of-industry insights and practices forged in real world "test tracks" of leading private fleet practitioners. The result is an event designed to deliver exceptional take-away value.

NPTC's Annual Education Management Conference provides you with the following tools and resources:

- ❑ **Information.** NPTC 2014 features five general sessions featuring top keynote speakers, industry insights and the latest regulatory and legislative information affecting the private fleet community. Keynote speakers for the general sessions are James Bradley, inspirational author of the New York Times best-selling book and Clint Eastwood-directed movie *Flags of Our Fathers*, and Alan Hobson, Mt. Everest climber and cancer survivor.
- ❑ **Exhibits.** A world-class exhibit hall packed with products and solutions that will increase the effectiveness of your private fleet.
- ❑ **Networking.** Unparalleled peer-to-peer interaction.
- ❑ **Recognition.** Honoring the private fleet community's best and brightest practitioners for their achievements in safety, graphics, leadership and environmental responsibility.
- ❑ **Social.** Meals, events and activities that create an engaged learning atmosphere.
- ❑ **Location.** A central setting that allows you to minimize your travel time and expense.
- ❑ **Education.** More than 25 workshops and seminars that provide illuminating insights and best practices to help demystify some of the critical issues and challenges that are at the center of your day-to-day world.

During the three-day conference, an all-time-high number of nearly 100 top fleet practitioners serving as speakers and panelists at 25 workshops and breakout discussion seminars will showcase the latest, most innovative and best ideas in the private fleet community.

Make your plans now to attend the Annual Education Management Conference and Exhibition on April 13-15. NPTC has reserved a block of rooms at the Hilton Cincinnati Netherland Plaza Hotel at the special rate of \$137 per night. Call 800-HILTONS, or visit https://resweb.passkey.com/Resweb.do?mode=welcome_groupID=20280126 to book your room now.

Remember, you must be present to win!

coming events...

Mark your calendars now for the following upcoming events:

CTP EXAMINATION

February 8, 2014 Various Locations

NPTC/J.J. KELLER WEBCAST:

Hours of Service/Electronic Logging Devices

March 5, 2014

CTP RETAKE EXAM

March 20, 2014

NPTC ANNUAL CONFERENCE & EXHIBITION

"You Must Be Present To Win"

April 13-15, 2014 Cincinnati, OH

NPTC/J.J. KELLER WEBCAST:

CSA Scoring, Managing the Data

May 14, 2014

PRIVATE FLEET MANAGEMENT INSTITUTE

A record attendance of more than 100 private fleet professionals attended the Private Fleet Management Institute in Jacksonville last month. The Institute is a concentrated, five-day immersion in the core private fleet management curriculum designed to meet the demanding needs of today's professionals: fleet finance; operations; safety and security; human resources; and maintenance and equipment. Private fleet management professionals who were registered to sit for the Certified Transportation Professional (CTP®) Examination February 8 found the program especially beneficial.

The Institute featured more than 40 hours of in-depth discussions, focusing on topics such as benchmarking strategies, private fleet justification, private fleets and supply chain integration; capacity management strategies; collaborative logistics; technology integration, measuring and enhancing customer service, financial models for the private fleet, establishing meaningful KPIs; financial reports and budgeting; return on Investment measures, backhaul financing/reverse logistics, building a culture of retention; Interviewing skills; driver training, coaching and development; recruiting, screening and hiring; compensation strategies; rewards, incentives and recognition; effective orientation programs; managing remote locations; driver scorecarding and performance management; building a safety culture; managing CSA scores and Interventions; maintenance strategies; life cycle costing; equipment acquisition strategies; spec'ing strategies; and lean transportation management strategies.

The sessions were led by a star-studded faculty consisting of some of the nation's most experienced and respected private fleet management thought leaders: Stacey Stivers, CTP, Kellogg Co.; Elizabeth Wells, CTP, Bridgestone Americas Tire Operations; Douglas Sanford, CTP, The Britt Hunt Company; Bedford Monday, CTP, Schwans Consumer Brands Inc.; Chris Fada, CTP, Ross Transportation; Gary Strausbaugh, CTP, The Mennel Milling Company; Billy D'Souza, CTP, BCT Inc.; Ed Welch, CTP, Perdue Farms; Mari Roberts, CTP, Frito-Lay Inc.; Scott Roberts, CTP, Daryl Flood Relocation & Logistics; Bill Hartman, CTP, NEP Broadcasting; Randy Perry, CTP, Frito-Lay Inc.; Jeremy Decker, CTP, The Mennel Milling Company; Sam Richardson, ADM Trucking Inc.; Dan Norris, CTP, Pepsi Beverages Co.; and Kirk Rutherford, CTP, Bridgestone Americas Tire Operations.

2014 WEBCAST SERIES

NPTC and J.J. Keller & Associates have teamed up to bring you a series of free webcasts on topics that are of high interest to unlocking improved fleet productivity, performance and efficiency.

□ March 5, 2014 — HOS/Electronic Data Devices

The federal hours-of-service regulations that went into effect last year have lowered the number of hours per week that drivers have available for driving by requiring a 30-minute break and placing restrictions on the use of the 34-hour restart. Now, the Federal Motor Carrier Safety Administration is expected to come out with new rules mandating the adoption of ELDs by all carriers in interstate commerce (except short-haul drivers); phase-in within two years after effective date of final rule. This webcast will examine the new regulations, the potential for regulatory relief, and how fleets are preparing for the ELD mandate.

□ 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. Here are some of the topics that will be covered: 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.