



F E B R U A R Y 2 0 1 8

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 2018—YOU MUST BE PRESENT TO WIN

Today's private fleet professional operates under enormous pressure to deliver exceptional performance in the face of immense challenges and rising pressures: aging drivers, a shortage of qualified drivers, balancing new equipment acquisition against capital expenditure restrictions, customer service demands, fuel pricing volatility, private fleet justification, continuously increased costs, rising regulatory mandates, safety and liability pressures, and technology and data aggregation.

In this demanding climate, and with those expectations in mind, NPTC has packed its 2018 Annual Education Management Conference and Exhibition, scheduled for April 29-May 1 in Cincinnati, with valuable insights, best practices, and solutions 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:** Three general sessions feature top keynote speakers, industry insights, and the latest regulatory and legislative information affecting the private fleet community.
- **Exhibits:** A world-class exhibit hall is packed with products, resources and solutions that will increase the effectiveness of your private fleet.
- **Networking:** Unparalleled peer-to-peer interaction is forged in an environment of trust, confidentiality and nondisclosure.

- **Recognition:** The private fleet community's best and brightest practitioners will be honored for their achievements in safety, for their demonstration and command of the private fleet management disciplines contained in the Certified Transportation Professional program, and for their years of innovative leadership and contributions to the industry.

- **Social:** Meals, events and activities create an engaged learning atmosphere.

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

- **Education:** A workshop agenda has been expanded to some 30 workshops and roundtable discussions that provide illuminating insights and best practices that will help demystify some of the critical issues and challenges that are at the center of your day-to-day world. Over the three-day conference, more than 75 top fleet practitioners will serve as speakers and panelists sharing the most innovative and best ideas in the private fleet community.

The headquarters hotel for NPTC 2018 is the Hilton Cincinnati Netherland Plaza. NPTC has reserved a block of sleeping rooms at the Hilton at the special rate of \$147 per night. Call 800-HILTONS to book your room now.

We look forward to seeing you at the NPTC 2018 Annual Education Management Conference and Exhibition.

Remember, you must be present to win!

ANNUAL CONFERENCE PRELIMINARY PROGRAM

SATURDAY, APRIL 28

Noon – Board and Committee Meetings

SUNDAY, APRIL 29

8:00 - 9:00 a.m. – First Timer's Welcome Breakfast/Reception
 9:15 - 10:45 a.m. – Two Concurrent Workshops
 11:00 - 1:00 p.m. – Kick-Off Brunch/General Session/Professional Leadership Awards/CTP Awards Ceremony
 2:00 - 5:30 p.m. – Exhibit Hall Grand Opening
 7:00 - 9:30 p.m. – Act I Reception and Dinner

MONDAY, APRIL 30

7:30 - 9:00 a.m. – Breakfast with Best Practices Roundtable Discussion
 9:30 - 10:30 a.m. – Concurrent Workshops
 11:00 - 12:30 p.m. – Driver Hall of Fame Luncheon/Fleet Safety Awards
 1:00 - 2:15 p.m. – Exhibitors' Meeting
 1:00 - 2:00 p.m. – Concurrent Workshops
 2:30 - 5:30 p.m. – Exhibit Hall Reception Extravaganza

TUESDAY, MAY 1

7:30 - 9:00 a.m. – Breakfast
 9:30 - 10:30 a.m. – Concurrent Workshops
 10:45 - 11:45 a.m. – Concurrent Workshops
 12:00 - 1:30 p.m. – Benchmarking Luncheon

2018 NPTC/J.J. KELLER WEBCAST SERIES

Since 2005, NPTC has teamed with J. J. Keller & Associates to bring you a series of free webcasts on topics that are of high interest to unlocking improved fleet productivity, performance and efficiency. An archive of more than 50 presentations are available for download and review.

These topics are included as part of the new CTP training curriculum, and existing CTPs can get recertification points for "attending." We now have an archive of nearly 50 presentations for you to download and review at your convenience. While downloading an event gives you the opportunity to review the materials on your own time, there's no substitute for having the opportunity to participate in the Q&A

by attending a live webcast. Topics that will be discussed this coming year include:

- March 21—Driver Qualifications
- March 22—Medical Qualifications/Sleep Apnea
- May 23—Hiring Standards: Background Checks
- May 24—Hiring Standards: Screening Protocols
- July 18—Entry-Level Driver Training and Onboarding
- July 19—Driver Scorecarding and Development
- October 17—Hours of Service – Fatigue Management
- October 18—How to Survive a DOT Audit

2018 PRIVATE FLEET MANAGEMENT INSTITUTE

More than 80 private fleet professionals attended the recent NPTC Private Fleet Management Institute. This accelerated five-day "graduate level" program helps navigate the five core disciplines of private fleet management: finance, human resources, safety, operations, and equipment and maintenance. Attendees were exposed to the foundational core disciplines of private fleet management through a series of presentations, roundtable discussions, structured networking activities, and applied learning exercises.

The program provided an excellent resource for those studying to take the Certified Transportation Professional certification exam scheduled for February 10 at some 60 locations across the country.

A faculty consisting of some of the nation's most respected and experienced private fleet management professionals assisted in the learning experience through a series of workshops, panel/individual discussions, and lecture formats. The workshops enhance the educational experience of attendees and ensure an enriched understanding and appreciation for the key private fleet management disciplines.

NPTC wishes to thank the speakers, presenters and facilitators without whose

help the Institute would not be possible:

- Brian Antonellis, CTP, director of fleet management, Reinhart Food Service
- Meghan Chan, CTP, fleet safety & compliance manager, Mondelez Global
- Jeremy Decker, CTP, transportation safety manager, Mennel Milling
- John DiLuna, corporate fleet and safety manager, W. B. Mason
- Scott Duvall, CTP, safety manager, Dot Transportation Inc.
- Bedford Monday, CTP, facilities operation manager, The Schwan Food Company
- Todd Porter, vice president of safety, Sentinel Transportation
- Mari Roberts, CTP, Go to Market optimization director, Frito-Lay Inc.
- Kirk Rutherford, CTP, maintenance & equipment, Bridgestone Americas Fleet Operations
- Mike Schwersenska, CTP, director of transportation, Brakebush Transportation Inc.
- John Van Geest, CTP, manager of Canadian Logistics and Fleet Services, John Deere Canada ULC
- Andrea Viele, CTP, group transportation manager, Nestle Transportation
- Ed Welch, CTP, capital sourcing manager, Perdue Farms Inc.

coming events...

Mark your calendars now for the following upcoming events:

- February 10 – CTP exam will be offered at locations across the country
- February 19-20 – CTP exam grading, Jacksonville, FL
- March 10 – Retake exam at regional locations
- April 29-May 1 – NPTC Annual Conference, Cincinnati, OH

KEYNOTE SPEAKER FOR CONFERENCE ANNOUNCED

NPTC has announced the keynote speaker for its 2018 Annual Education Management Conference and Exhibition. Kicking off the meeting on Sunday, April 29, will be Daniel Murray, vice president of research for the American Transportation Research Institute (ATRI).

Murray has more than 22 years of experience in a broad range of transportation fields, including trucking, intermodal freight planning, transportation technology applications, and public transit. Additional areas of expertise include advanced technology applications in trucking, transportation security analyses, freight economic studies, and transportation policy analyses.

In his current role, Murray is responsible for managing more than \$4.5 million in transportation research, testing and evaluation. Prior to his employment with ATRI, he spent three years working in economic development for a Chicago business consortium and four years developing transit programs, policy and funding with the Regional Transit Board in Minneapolis/St. Paul, MN.