



AUGUST 2020

By Gary Petty, president and CEO of the National Private Truck Council. His column appears monthly in *FleetOwner*. The council's website is [www.nptc.org](http://www.nptc.org).



## SAFETY CONFERENCE CANCELED

In light of the ongoing COVID-19 pandemic, NPTC has officially canceled the National Safety Conference, originally scheduled for Sept. 9-11 in Orlando. This decision is made in the best interest of the safety and welfare of all parties involved. All fees paid for registrations and exhibits will be returned in full within 30 days. The factors behind this decision are:

- Widespread reporting of increases in COVID-19 infections in Florida and elsewhere.
- Travel bans with no expiration dates now in place at many member companies.
- Low registration count of paid attendees.
- Low likelihood that a COVID-19 vaccine will be widely available in 2020.

We have considered and rejected the idea of trying to hold the conference as a "virtual" event. Many fleet members tell us that their companies would not permit them to present if we allowed a virtual audience. The feeling is that this would

compromise the known, trusted culture of confidentiality, security, and safety which NPTC in-person events have assured for many years and would not allow the unique networking that is such a vital feature of NPTC meetings.

All the award winners for both the NPTC 2020 Annual Conference and NPTC 2020 National Safety Conference, which were to be recognized at the meeting in Orlando this September, will be formally recognized at the NPTC 2021 Annual Conference in Cincinnati next April. Details of these ceremonies in combination with the recognition of 2021 award winners will be announced early next year.

We regret that circumstances surrounding the COVID-19 pandemic have resulted in two meeting cancellations this year. We look forward to happier days and better times when we meet again next year.

## NPTC LAUNCHES NEW WEBSITE

NPTC is pleased to announce that its new website has officially launched. With an upgraded, intuitive design, the new website continues to provide the most comprehensive resource for private fleet professionals available online. Visit [www.nptc.org](http://www.nptc.org) and start taking advantage of NPTC's new online experience.

New features of the upgraded website include:

- Enhanced user experience with a responsive design that is mobile-device friendly.
- Reorganized and streamlined member

resources such as benchmarking, safety, compliance, and best practices.

- Upgraded user accounts with NPTC participation and transaction history.
- Online exhibit booth reservation system and CTP Eligibility Application.
- Searchable member directories and buyer's guide.
- Enhanced security for online purchases and user information.
- Integrated social media functionality.

All users should have received an email with a link to activate their account. If you are unable to log in, please contact Serena Porter at [sporter@nptc.org](mailto:sporter@nptc.org).

## 2020 BENCHMARKING SURVEY UPDATE

Earlier this month, NPTC released its 2020 Benchmarking Survey Report, which examines a number of key operational, performance issues and 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. NPTC is pleased to thank our sponsor Trimble Transportation.

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 through Class 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. In addition, a majority of private fleet managers (more than two-thirds) plan to add trucks to their fleet capacity in the years ahead.

## NPTC FILES PETITION TO RECONSIDER HOS RULE

NPTC has filed a petition with the Federal Motor Carrier Safety Administration (FMCSA) to reconsider the agency's driver hours of service (HOS) final rule to include driver-salespersons in the short-haul exception.

NPTC requested that FMCSA amend the definition of "driver-salesperson" in 49 CFR 395.2 to allow such a driver to operate a commercial motor vehicle within a 150 air-mile radius of the driver's work-reporting location, and thus impose a standard 150 air-mile requirement for all short-haul drivers, including driver-salespersons, under 49 CFR 395.1(e)(1).

This change would allow driver-salespersons to remain exempt from the requirement for records of duty status, electronic logging devices, and the 30-minute rest break rule, as long as the drivers operate within a 150 air-mile

radius of the work-reporting location, returned to that location, and were released from duty within 14 hours. NPTC requested this revision to the HOS rules in comments to the notice of proposed rulemaking, but FMCSA's final rule adopted the 14-hour rule for all short-haul drivers. (Driver-salespersons have historically been excluded from the prior 12-hour restriction in the short-haul exception, and they are excluded from the new 14-hour limit. Driver-salespersons by definition are limited to driving no more than 50% of their on-duty time, and thus present less of a risk of fatigue-related crashes than long-haul drivers.)

The final rule also adopted the 150 air-mile provision for CDL drivers without including driver-salespersons, however. The agency's final rule did not mention why it rejected NPTC's request.

## COVID-19 BEST PRACTICES

The NPTC Coronavirus Best Practices document is available for download from NPTC's website. Thank you to those fleet member companies that have contributed their questions as well as strategies and new policies to deal with the outbreak of COVID-19.

If you would like to contribute suggestions about what is working in your

fleet (or even what is not), please send your information to Tom Moore, executive vice president, at [tmoore@nptc.org](mailto:tmoore@nptc.org). All submissions will be kept confidential, and we will not share your identity with anyone. These shared best practices are at the heart of what makes NPTC such a valuable resource to our members.

## NPTC/J. J. KELLER WEBCASTS SET TO RESUME IN OCTOBER

NPTC and J. J. Keller & Associates Inc. are scheduled to resume their quarterly webcast series in October. The following webcasts are free for all NPTC members.

- **Driver fatigue and hours of service (Oct. 14).** We will discuss hours of service regulations as they stand today and any official action that might be underway to change them. In addition, we will explore how to deal with unassigned driving time (correctly). Developing a company policy on use of Federal Motor Carrier Safety Administration "personal conveyance"

guidance promotes efficiency, supports safety, and protects your company from litigation.

- **Medical qualifications for drivers. (Oct. 15).** We will discuss driver qualification requirements and updates to background materials used by medical examiners. We will also be looking at the present status of and potential upcoming changes to the driver qualifications standards, including sleep apnea, insulin-dependent diabetes, and monocular vision.

## coming events...

Mark your calendars now for the following upcoming events:

- **Oct. 1**—2021 CTP eligibility applications due
- **Nov. 15**—2021 CTP exam applications due
- **Jan. 15**—2021 CTP exam prep workshop, Jacksonville, Fla.
- **Jan. 16-20**—2021 Private Fleet Management Institute, Jacksonville, Fla.
- **Feb. 13**—2021 CTP® exam
- **April 25-27**—NPTC Annual Conference, Cincinnati, Ohio

## CTP CLASS OF 2021 NOW FORMING

Candidates for the Certified Transportation Professional (CTP) program are encouraged to register now for their places in the Class of 2021. The eligibility application deadline is Oct. 1, 2020. The program is sponsored by J. J. Keller & Associates Inc.

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.

To learn more about the CTP program, visit [www.nptc.org](http://www.nptc.org), or contact Kristen Todd at [ktodd@nptc.org](mailto:ktodd@nptc.org) or (703) 838-8841.