

Newsletter

December 2022

2023 Private Fleet Management Institute

NPTC is pleased to announce the Private Fleet Management Institute (PFMI) will be held live and in person January 14-18, 2023, at the Omni Orlando Resort in ChampionsGate, Florida. PFMI is an intense five-day training opportunity conducted by a faculty of expert private fleet managers who are recognized subject-matter experts in private fleet management. They will be sharing their experiences and best practices that are focused on the five core subject-matter disciplines of finance, safety, human resources, vehicle equipment and maintenance, and operations.

The 2023 program provides participants with the tools and resources to respond effectively to today's transportation and logistics challenges in a COVID-shaped world. The program promises to deliver insights into the most forward-thinking solutions of the day.

PFMI provides a rigorous learning environment in which attendees will be exposed to a series of general session presentations; roundtable break-out discussion groups; structured networking activities; applied learning exercises; and collaborative team-building through case study analysis and competitive presentations.

The institute provides one of the most effective ways of refreshing your knowledge base and preparing for the CTP examination set for February 11, 2023. This accelerated five-day "graduate level" program details the core curriculum deemed by the industry's leading practitioners as essential for on-the-job success. The knowledge you'll acquire in this interactive learning experience will

provide you with a strong foundation in the following areas:

- Private Fleet Benchmarking, Key Metrics and Best Practices
- Understanding and Using Financial Reports and Budgeting
- Developing Effective Communications Strategies
- Data Management Strategies
- Establishing Key Performance Indicators (KPIs) That Drive Improvement
- Creating a Culture of Retention
- Inbound Logistics, Backhauling and Collaborative Logistics
- Determining True Fleet Costs
- Delivering Customer Service
- Network Optimization
- Active Safety Technologies
- Environmental Sustainability Initiatives
- Total Cost of Ownership
- Hiring Process
- Routing and Trailer Utilization
- Financial Models for Private Fleets
- Managing Remote Locations
- Spec'ing Strategies
- Driver Incentives, Rewards and Recognition
- Return on Investment Measures
- Onboarding and In-Service Training
- Integrating Third Parties into Private Fleet Management Protocols
- Key Compliance Strategies
- Compensation Strategies
- Increasing Driver Utilization
- In-House vs. Outsourced Maintenance Management
- Best Practices in Driver Recruiting

For more information, visit NPTC's website at www.nptc.org.

Safety Award Applications

NPTC and International Trucks/Navistar have teamed up once again to offer two ways in which your fleet and your drivers can be recognized for their commitment to improving highway safety:

• **Driver Hall of Fame:** The NPTC Driver Hall of Fame honors four exceptional drivers each year who are inducted into this elite group. Driver applicants must meet the minimum qualifications of 3 million miles, 20 years, or 50,000 hours with no preventable accidents. Drivers must be a regularly employed full-time, leased, or dedicated driver of an NPTC member company who is actively driving until time of induction. Applications must be received by February 3, 2023.

• **Fleet Safety Awards:** These awards recognize fleets for outstanding and/or improved safety records based on their crash rates. First-, second- and third-place awards distinguish fleet companies in the operational categories of local, regional, and mixed. These awards also present Gold, Silver and Bronze Seal Certificates to private fleets with terminals that reduced their vehicle accident frequency rates. Applications must be received by February 3, 2023.

Monthly Washington Report

As a reminder, all NPTC members are invited and encouraged to participate in the Washington Report, a monthly conference call of the Legislative and Regulatory Committee sponsored by the Centerline Drivers, LLC. The call features NPTC General Counsel Rick Schweitzer. The meeting is held on the second Monday of each month at 11:30 a.m. EST and in person at the NPTC Annual Conference and NPTC National Safety Conference.

CTP Class of 2023 now forming

Candidates for the Certified Transportation Professional® (CTP) program, which is sponsored by J.J. Keller & Associates, are encouraged to register immediately for their places in the



Class of 2023. The CTP program is the only credential of its kind for private fleet practitioners, including both fleet managers and supplier/vendors, in the transportation industry.

Approximately 90 individuals earn their CTP designation each year and formally graduate during a recognition ceremony at NPTC's annual conference. Through active engagement in NPTC's unique culture, new CTPs become part of a special network of professionals who set a high standard for management practices and leadership qualifications.

To successfully complete the CTP exam, candidates are expected to have a clear understanding of the skills, abilities, and knowledge required to effectively and efficiently perform within the fleet/transportation management profession. The certification curriculum and the CTP examination content are focused on the five core subject-matter disciplines of private fleet management: finance, safety, human resources, vehicle equipment and maintenance, and operations.

This content is regularly updated and enhanced based on continuous improvement standards set by leading private fleet management practitioners as measured by best operating practices, key performance indicators, and national benchmarking data that the National Private Truck Council collects and produces annually.

Senior management will readily identify a CTP as a professional with the experience, knowledge, and understanding of how to direct and administer a fleet, traffic, or transportation operation.

For the fleet transportation manager or executive, the CTP designation confirms that an individual has the knowledge and ability to understand complex operational and regulatory issues, identify and evaluate potential cost savings, and develop systems and practices which best meet a company's transportation needs and objectives. CTP

candidates must have a minimum of five years of transportation industry-related experience plus active participation in the fleet/transportation community.

The eligibility/exam application fee is \$690/members and \$890/non-members. If your company is a member, you are eligible to receive the discounted member rate that is applied automatically when you are logged into your online account. The application is valid for the 2023 CTP exam only. All applications are non-refundable and are not transferable. If you do not take the exam in the year for which you applied, all fees paid are forfeited and are not available for credit or substitution. The application and fee are due by January 24, 2023.

The CTP exam will take place on February 11, 2023. The exam is delivered virtually. Please email Kristen Todd, education manager, at ktodd@nptc.org for more information.

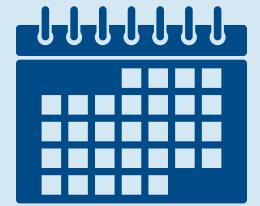
Save the date

Make your plans now to attend the NPTC 2023 Annual Education Management Conference and Exhibition May 7-9, 2023, at the Hyatt Regency Hotel and the Orange County Convention Center in Orlando, Florida. NPTC 2023 will feature general sessions, workshops and interactive roundtable discussions as well as an exhibit—all geared at improving your knowledge of private fleet operations, awareness of best practices from other leading private fleet professionals, and exposure to top private fleet resources, solutions and suppliers.

The Annual Conference Planning Committee, representing both fleet and allied NPTC member companies, has assembled an expanded line-up of 30 high-impact education workshops that will be offered. The Exhibit Hall is quickly filling up with companies that will be showcasing state-of-the-art equipment, technology, and services catering to the transportation industry. Don't forget that "You Must Be Present to Win," so make your plans to join us in Orlando!

Coming events...

Mark your calendars now for the following upcoming events:



JANUARY 13, 2023
CTP Exam Preparation Workshop, Orlando, Florida

JANUARY 14-18, 2023
Private Fleet Management Institute, Orlando, Florida

FEBRUARY 11, 2023
CTP exam

MAY 7-9, 2023
NPTC Annual Conference & Exhibition, Orlando, Florida

SEPTEMBER 7-9, 2023
National Safety Conference, Orlando, Florida

CTP exam preparation

The NPTC CTP Exam Prep Workshop on January 13, 2023, at the Omni Orlando Resort at ChampionsGate in Florida will be offered in conjunction with PFMI and will require a separate registration fee. Tom Moore, CTP, executive VP of NPTC, will guide attendees through a series of instruction and applied learning exercises to provide insights and strategies to successfully navigate the CTP exam.



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.