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



## NPTC PRIVATE FLEET MANAGEMENT INSTITUTE

Some 100 private fleet professionals are expected to attend the 2019 Private Fleet Management Institute scheduled for January 12-16, 2019, at the Omni Hotel in Jacksonville, FL.

"The PFMI expands your professional knowledge and enhances your personal effectiveness," said Mari Roberts, CTP, chair of the NPTC Institute Board of Governors, director of transportation at Frito-Lay Inc., and PFMI attendee and member of the CTP Class of 2009.

No matter what your official title is, today's transportation and logistics environment demands excellence. You need a variety of skills that lead to outstanding performance in every aspect of your job. NPTC's five-day Private Fleet Management Institute provides the most comprehensive and intensive instruction, education and learning experiences led by the industry's top practitioners and designed to enhance your personal and professional mastery of private fleet management.

The PFMI curriculum provides a rigorous learning environment in which attendees will be exposed to the foundational core disciplines of private fleet management through a series of presentations, roundtable discussions, structured networking activities, and applied learning exercises.

Summarized below is a recap of the 2019 PFMI curriculum schedule:

- Delivering customer service
- Lean transportation
- Private fleet justification
- Rightsizing the private fleet vs. outside carrier capacity

- Optimization protocols: routing, trailer utilization, capacity management
- Inbound logistics, backhauling, and collaborative logistics
- Data management strategies to strengthen your fleet
- Implementing benchmarking: establishing key performance indicators that drive improvement
- Financial models for private fleets: profit center vs. cost center
- Determining true fleet costs
- Using financial reports and budgeting to drive excellence
- Return-on-investment measures
- Onboarding and in-service training, as well as coaching and professional development
- Creating a culture of retention
- The hiring process
- Compensation and performance incentive strategies
- Using active safety technologies to affect change
- Key compliance strategies— raising the bar
- Legal liability mitigation strategies
- Building a strong safety culture— performance metrics
- Total cost of ownership, life cycle costing, and trade cycles
- Spec'ing strategies
- In-house vs. outsourced maintenance management

For more information about the Private Fleet Management Institute or the special one-day certification exam workshop, visit NPTC's website at [www.nptc.org](http://www.nptc.org) or call Tom Moore at 703-838-8898.

### PFMI FACULTY

A distinguished faculty, representing some of the private fleet community's leading practitioners, will help navigate the five core disciplines of private fleet management through a series of presentations, roundtable discussions, structured networking activities, and applied learning exercises. NPTC wishes to thank the 2019 PFMI faculty:

- Lewis Allen, CTP, director of fleet operations, Aaron's Inc.
- Meghan Chan, CTP, manager of fleet safety & compliance, Mondelez Global
- Jeremy Decker, CTP, transportation safety manager, Mennel Milling Co.
- Scott Duvall, CTP, regional supervisor of driver operations, Medline Industries Inc.
- Chris Fada, CTP, general manager, Ross Transportation Services Inc.
- Keith Frantz, CTP, DOT manager, ADM Trucking Inc.
- Tom Moore, CTP, senior vice president, National Private Truck Council
- Bedford Monday, CTP, facilities operations manager, Schwan Food Co.
- Kevin J. Podmore, vice president of fleet & strategic sourcing, United Site Services Inc.
- Todd Porter, vice president of safety, Sentinel Transportation
- Mari Roberts, CTP, director of transportation, Frito-Lay Inc.
- Mike Schwersenska, CTP, director of transportation and logistics, Brakebush Transportation Inc.
- Andrea Viele, CTP, group transportation manager, Nestle Transportation Co.
- Ed Welch, CTP, capital sourcing manager, Perdue Farms Inc.

## CTP EXAM PREPARATION WORKSHOP

PFMI provides one of the most effective ways of refreshing your knowledge base and preparation for the 2019 CTP examination, which is set for February 9, 2019, at proctored locations throughout the nation. We encourage you to also register for and attend the special CTP Exam Preparation Workshop scheduled for Friday, January 11,

2019, also held at the OMNI Jacksonville Hotel, that immediately precedes the PFMI.

Separate registration and fee are required to attend. The vast majority of successful candidates who pass the CTP examination participate in the CTP Exam Preparation Workshop and consider it a “must attend” experience.

## NPTC/J.J. KELLER WEBCASTS

NPTC and J.J. Keller & Associates concluded its 2018 webcast series in October with two of the most successful webcasts in the 13-year history of the webcast series, as measured in the combined total number of registrations: 2,289.

Our special thanks and appreciation are extended to the featured fleet expert presenters: Troy Kays, CTP, senior manager, corporate safety and compliance for Papa John's Food Service, who spoke at the October 17 webcast on “Hours of Service—Fatigue Management,” and Jeff Wermuth, CTP, director of transportation, Clifford W. Perham/Shaw's, who spoke at the October 18 webcast on “How to Survive a DOT Audit.” Both webcasts are now available for downloading on the J.J. Keller website at [www.jjkeller.com/nptcinfo](http://www.jjkeller.com/nptcinfo).

Following is the lineup of topics for the 2019 webcast series:

• **March 13—Driver training and coaching/entry level driver training.** In this webcast, we will look at what companies need to do to establish a training and coaching program that develops the skills and knowledge to make a driver successful, improve safety performance, reduce your liability, and protect your company's reputation and bottom line.

• **March 14—Screening protocols: What's the future?** In this webcast, we will look at the requirements involved in screening and qualifying a new driver, methods to do it quickly and effectively, and strategies that can be used to keep you from “hiring your next problem.”

• **May 8—Understanding FMCSA's item response theory model for identifying at-risk carriers.** In an inspection, the IRT

model assesses numerous violations, and each one is associated with a single BASIC. In this webcast, we'll explore the differences between the two methodologies and their impact on motor carrier safety and operations.

• **May 9—How to use the DataQ system to remove a non-fault crash from your record.** In this webcast, you will learn how to spot something that should be in your data or is incorrect, tactics to be used to be successful in filing a challenge, and a detailed explanation of the adjudicated citation policy.

• **July 17—AOBRD to ELD transition: auditing electronic logs (and using the other data that's there).** In this webcast, we will discuss how a carrier should be auditing logs and taking action on the “other data” that an electronic logging system is generating.

• **July 18—Fatigue management strategies and hours of service.** In this webcast, we will discuss the hours-of-service regulations as they stand today and any official action that might be underway to change them.

• **October 16—Vehicle maintenance requirements and best practices.** In this webcast, we will be discussing the regulatory aspects of developing and implementing a maintenance program that allows for safe, compliant, and efficient operation of a fleet's vehicles.

• **October 17—Advanced safety technologies.** In this webcast, we will have a brief discussion of the electronic safety systems that are presently available on commercial motor vehicles and how they can enhance safety.

## coming events...

*Mark your calendars now for the following upcoming events:*

- ▶ **January 11, 2019** —CTP exam prep workshop, Jacksonville, FL
- ▶ **January 12-18** — 2019 Private Fleet Management Institute, Jacksonville, FL
- ▶ **February 1** — NPTC Driver Hall of Fame and Fleet Safety Award applications due
- ▶ **February 9** — 2019 CTP exam, offered at locations across the country
- ▶ **April 14-16** — NPTC Annual Conference, Cincinnati, OH

## 2019 SAFETY AWARD APPLICATIONS

NPTC and Lytx Inc. offer two different ways in which your fleet and your drivers can be recognized for their commitment to improving highway safety:

• **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 are given for large and small fleets in each of the three operational categories (local, regional, mixed). These awards also present gold, silver and bronze seal certificates to private fleets that have reduced their vehicle accident frequency rates.

• **Driver Hall of Fame:** The NPTC Driver Hall of Fame honors four exceptional drivers each year who are inducted into this elite group. A driver must have driven 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 1, 2019.