



JULY 2019

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 NATIONAL SAFETY CONFERENCE CONTENT

NPTC's National Safety Conference, scheduled for September 11-13, expects to draw nearly 250 private fleet safety professionals from a wide and diverse spectrum of private fleets and supplier companies focused on continuous improvement, innovative safety protocols in driver management, and world-class safety standards.

The conference, which is designed to optimize return on investment for all attendees, is an intense, concentrated overview of key issues of interest and importance to running a private fleet at an exceptionally high standard of safety. It features 24 of the leading safety advocates and practitioners in the private fleet community.

"The Safety Conference is just a great venue to learn and network with fleet safety experts who really are on the leading edge of change," said Carol Heinowski, NPTC Chair of the Board of Directors and Safety Committee Chair. "Attendees take away dozens of insights and ideas which can be readily implemented in their own fleets. These will be reinforced again and again by various fleet examples of how combining the newest equipment technologies with great driver team building is a winning safety strategy." Carol is also the logistics manager of Safety & Compliance at Meijer Inc.

The program promises to deliver insights, resources, and leading management protocols that will help private fleets enhance their safety effectiveness. It begins in the afternoon

on September 11 and will conclude at noon on September 13. The program will feature a series of general sessions, business networking sessions, and roundtable discussion forums delivered by a faculty of the nation's leading safety practitioners.

Topics to be addressed include safety technology; compliance issues; regulations; driver hiring, screening, and training; workers' comp; the role of compensation; data aggregation; liability issues; and fatigue management, among others.

For the first time, the National Safety Conference will feature an exhibit hall with an initial 25 exhibit booths. These booths quickly sold out at our Annual Conference in April; however, we have formed a waiting list of interested exhibitors and will announce additional booths available for sale later this month. To join the exhibitor wait list, email George Mundell at gmundell@nptc.org.

The site for the National Safety Conference and fall board and committee meetings will be the Omni Orlando Resort at Championsgate. NPTC has reserved a block of sleeping rooms at the special discounted rate of \$174 per night. This rate is also available to NPTC guests staying two nights over the weekend following the conference.

To guarantee availability at this rate, make your reservation by August 10. Call Omni reservations at 800-843-6664 and let them know you will be attending the National Private Truck Council meetings.

2019 BENCHMARKING SURVEY UPDATE

Later this month, NPTC will release its 2019 Benchmarking Survey Report, which examines a number of key operational and performance issues. The report 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.

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 to 8 trucks on the road. About 40% of all leased trucks are to private fleet companies.

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

NTSB VICE CHAIRMAN TO ADDRESS CONFERENCE

NPTC is pleased to announce that Bruce Landsberg, the Vice Chairman of the National Transportation Safety Board, will address the NPTC National Safety Conference September 11-13 in Orlando. Specifically, he will speak at the general session on September 12.

Landsberg was sworn in as Vice Chairman of the Board on August 7, 2018, to become its 43rd member.

Before coming to the NTSB, Vice Chairman Landsberg was with the Aircraft Owners and Pilots Association (AOPA) from 1992 to 2014 where he served as executive director of the Air Safety Foundation until 2010, and then as president of the AOPA Foundation and Air Safety Institute until he retired

in 2014. Under his leadership, the organization received international recognition and numerous awards for promoting light aircraft safety.

Early in his aviation career, Vice Chairman Landsberg worked for Cessna Aircraft Company in Wichita, KS, where he promoted general aviation through the management of their Air Age Education Dept. He also worked as an associate editor for *Flying Magazine* before moving to FlightSafety International as their first product marketing manager. In addition to promoting the benefits of simulator training there, he developed an airline pilot transition program for first officer candidates through close collaboration with numerous regional airlines.

NPTC/J.J. KELLER WEBCAST UPDATE

Tune in this month to participate in one of two webcasts jointly sponsored by NPTC and J.J. Keller & Associates.

• **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. We will also discuss what a carrier can do when it comes to daily operations, internal auditing, and making sure drivers are not creating false logs or operating unsafely.

• **July 18—Fatigue Management Strategies and Hours of Service.** In this webcast, we will discuss the hours-of-ser-

vice 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 the FMCSA "personal conveyance" guidance promotes efficiency, supports safety, and protects your company from litigation. We will also look at other methods used to counter fatigue, and where information can be found to help you develop a cohesive fatigue management program.

To reserve your spot at one or more of these webcasts or if you wish to download a previous earlier webcast, please visit www.jjkeller.com/nptcinfo.

NPTC/INTERNATIONAL TRUCKS DRIVER ALL-STAR PROGRAM

Nearly two dozen drivers will be recognized as NPTC National Driver All-Stars during the NPTC National Safety Conference in September. Co-sponsored by International Trucks/Navistar Inc., this program is designed to recognize NPTC private fleet drivers for meeting high performance standards in the fields of customer service, safety and compliance. It recognizes the top drivers of

NPTC Fleet member companies based on how they perform against their own internal customer service metrics. This program provides a way to recognize a private fleet driver who delivers the high levels of customer service with which private fleets distinguish themselves.

The ceremony recognizing this year's National Driver All-Stars will be on September 12.

coming events...

Mark your calendars now for the following upcoming events:

- ▶ **July 17-18** — J.J. Keller & Associates webcast
- ▶ **August 1** — NPTC Benchmarking Report released
- ▶ **September 11-13** — National Safety Conference, Orlando, FL
- ▶ **October 1** — 2020 CTP eligibility applications due
- ▶ **November 15** — 2020 CTP exam applications due
- ▶ **January 17, 2020** — CTP exam workshop, Jacksonville, FL
- ▶ **January 18-22** — Private Fleet Management, Jacksonville, FL
- ▶ **February 8** — CTP exam offered at 40 locations across the country
- ▶ **April 26-28** — NPTC Annual Conference, Cincinnati, OH

CTP CLASS OF 2020 NOW FORMING

Candidates for the Certified Transportation Professional (CTP) program are encouraged to register now for their places in the Class of 2020. The Eligibility Application deadline is October 1. 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 and click on "Certify" or contact NPTC at 703-683-1300.