

## NATIONAL PRIVATE TRUCK COUNCIL NEWSLETTER



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](http://www.nptc.org).

### 2010 NATIONAL SAFETY CONFERENCE

The National Private Truck Council (NPTC) will hold its eighth annual National Safety Conference September 9-10, 2010, at the Hyatt Dulles in Herndon, VA, just outside of Washington, DC.

"Private fleets have worked hard to earn a reputation for unsurpassed safety excellence," said Randy Perry, fleet safety manager for Frito-Lay Inc. and chair of the NPTC Safety Committee. "According to the preliminary results from NPTC's 2010 Benchmarking Survey, private fleets continue to achieve an accident rate lower than that registered by the trucking industry as a whole. Such strong performance can be attributed to building a culture of operational excellence, forged through continuous learning, training and best practices. One outstanding opportunity to enhance safety performance will occur at the National Safety Conference."

This year's safety conference has been designed to optimize return-on-investment for all attendees, according to Perry. Topics and speakers have been carefully chosen and represent the most relevant safety information available in the industry today.

The program kicks off with two separate keynote addresses. The first is from Gov. Bill Graves, president and CEO of the American Trucking Assns., who will share his perspective about the myriad business, regulatory, environmental and infrastructure challenges that private fleets will face in their efforts to improve highway safety. The second is from Don Osterberg, senior vice president, safety, security & driver training for Schneider National, who will share his vision and program for building a culture of safety.

## SAFETY CONFERENCE PANEL PRESENTATIONS

*Specific panel presentations are planned on the following topics at the 2010 National Safety Conference:*

■ **CSA Panel Discussion**—With the Comprehensive Safety Analysis (CSA2010), the Federal Motor Carrier Safety Administration promises to develop more effective and efficient methods for FMCSA, together with industry and state partners, to achieve its mission of reducing commercial motor vehicle (CMV) crashes, fatalities, and injuries.



■ **Sleep Apnea: The Science, Regulatory Mandate and Liability**—This session will detail critical information needed to support the diagnosis and treatment of sleep apnea from the private fleet perspective. The latest scientific evidence, regulations, operational concerns and liability issues will be included.

■ **What Take-Away Lessons Fleets Can Learn from Accidents**—Compliance with federal regulations simply is not enough to protect your private fleet from legal exposure; therefore, setting a higher standard of safety practices in key areas may be in order. Learn from a leading practicing attorney and an insurance carrier executive how your fleet may be vulnerable and what you can do to help shield your operation from claims of negligence.

■ **Predictive Modeling**—Learn how to identify any gaps and opportunities in your existing fleet risk management approach by investigating your performance in a number of safety related areas. This audit can be used to make changes and implement sound risk management policies for the future and, in the process, help you minimize costs and make your organization more effective, safe and cost efficient.

■ **Case Studies in Excellence**—Two private fleet practitioners will share how they have infused safety into their operations, beginning with a commitment from the top and reaches into every department, extending through the hiring, training, coaching, and performance review processes. Another highlight of the program will be four concurrent "Safety in the Round Breakout Sessions" that will focus on technology issues, driver compliance challenges, equipment and maintenance concerns, and driver wellness initiatives.

Finally, the National Safety Conference will feature the National Driver All-Stars Luncheon and Recognition Ceremony, followed by a driver panel presentation in which the award winning drivers will share insights and perspective on how fleets can elevate the role of the driver in achieving safety, compliance, and customer service objectives.

For more information about the National Safety Conference, or to register for the meeting, visit NPTC's website at [www.nptc.org](http://www.nptc.org).

# coming events...

Mark your calendars now and reserve your space at the following upcoming events:

## NATIONAL SAFETY CONFERENCE

September 9-10, 2010, Hemdon, VA

## 2011 CTP ELIGIBILITY APPLICATIONS DUE

October 1, 2010

## 2011 CTP EXAM APPLICATIONS DUE

November 15, 2010

## 2011 CTP EXAM PREP WORKSHOP

January 14, 2011, Jacksonville, FL

## 2011 PRIVATE FLEET MANAGEMENT INSTITUTE

January 15-19, 2011, Jacksonville, FL

## NPTC ANNUAL CONFERENCE 2011

April 17-19, 2011, Cincinnati, OH

## CTP CLASS OF 2011 NOW FORMING

Candidates for the 2011 Certified Transportation Professional® (CTP) program are encouraged to register now. The eligibility application deadline is October 1, 2010. 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.

Since 1993, more than 700 transportation professionals have earned the right to use the CTP® designation after their names. To learn more about the 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.

## NEW BOARD OF GOVERNORS LEADERSHIP

Bedford Monday, CTP, logistics manager for Schwan's Logistics LLC has been elected chair of the NPTC Institute Board of Governors at the group's Annual Education Management Conference and Exhibition held this past April in Cincinnati, OH. He succeeds Gary Strausbaugh, CTP, vice president-transportation, for Mennel Milling Co., Fostoria, OH.

Prior to joining Schwan's, he served as a transportation manager for Toys-R-Us at the McDonough, GA, Distribution Center. He has 27 years of transportation experience, including more than 18 years in various management positions at United Parcel Service. His company is a member of NPTC and he is currently vice-chairman of the NPTC Institute Board of Governors.

The following were also elected to serve on the Board of Governors: **Haig Dikijian**, CTP, Verizon Logistics; **Don Wilemon**, Walgreens Oshkosh; **Joe Laskowski**, CTP, MedTrans; **Nick Cindrich**, CTP, CDS – CVS/Caremark; **David R. Gadberry**, CTP, Toyota Quality Parts Express; **Brett Quigley**, CTP, Kellogg Compan; **Mike Lickert**, CTP, Talon Logistics Inc./Giant Eagle; **James R. Rogers**, CTP, McKee Foods; **Bill Cromling**, CTP, Ross Transportation Services; **Keith Hazelwood**, CTP, Batesville Logistics Inc.; and **Robert W. Slaughter**, CTP, Murphy-Brown LLC.

For more information, call 703-838-8841.

## NPTC SAFETY COMMITTEE MEETS IN WISCONSIN

The NPTC Safety Committee convened in Wisconsin for its Summer On-Site Safety Meeting. Included were visits to Schneider National Inc. and J.J. Keller & Associates Inc.

At the Schneider National training facility in Green Bay, the committee learned about how the company manages safety performance proactively and leverages technology to enhance safety programs. That includes hiring the right drivers, training effectively, managing safety performance proactively, and leveraging technology to enhance safety programs.

The following day, the group journeyed down to Neenah, WI, for a visit with J.J. Keller & Associates in advance of the safety committee meeting. J.J. Keller Chairman and CEO Robert Keller gave members an overview of the company. Mark Caitlin, a national account executive at J.J. Keller, and NPTC Board Member, followed up with a more in-depth presentation of the company's product and service offerings, including their new CSA 2010 line.

## WEBINARS FOCUS ON IMPLEMENTING DRIVER PERFORMANCE TECHNOLOGY

J.J. Keller and NPTC are again teaming up to continue their series of informative webcasts in 2010.

### ■ Enhancing Fleet Excellence through Customer Service — August 25, 2010, 1:00 p.m. Central

Learn how to enhance your customer service profile. According to NPTC's 2009 Benchmarking Survey, for the fourth straight year, customer service continues to be the overwhelming reason why companies operate a private truck fleet. This webcast will provide information about how to understand, define, measure, and translate this advantage.

### ■ Fleet Excellence: Driver Recruiting & Retention— October 20, 2010, 1:00 PM Central

Despite boasting a highly loyal workforce, private fleet professionals recognize they must continue to attract and retain the cream of the crop to maintain their competitive edge. This webcast will provide insight into how to hire the best talent by developing a keen and insightful understanding of the organization, its culture and its values, and matching that with candidates that reflect those same standards.