



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.

2013 BENCHMARKING SURVEY UPDATE

NPTC's 2013 Benchmarking Survey Report, which examines a number key operational and performance issues, 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 recently released 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.

The most common reasons for operating a private fleet are (1) to gain direct control of transportation capacity on demand, (2) to control costs, and (3) to provide consistent and high quality customer service. In addition, a private fleet may be used to benchmark outside transportation services used by the company. Private fleets may have their own for-hire operating authority; may employ their own drivers and own their own equipment; may employ drivers and lease equipment; or may lease both drivers and equipment.

Whether drivers are employed or leased, or equipment is owned or leased, a private fleet employs an in-house professional transportation management team, which is directly in charge of running the private fleet. This team measures the fleet's performance against industry best practices and continuously communicates the fleet's value to upper management and to customers.

Companies with successful private fleets embrace transportation as a key component of the company's core competencies.

For more information, visit www.nptc.org.

2013 SAFETY CONFERENCE

The National Private Truck Council (NPTC) will hold its National Safety Conference on September 12-13 at the Hyatt Dulles in Herndon, VA, just outside of Washington, D.C.

The conference features a unique format of presentations, discussions with key industry representatives, expert panels, and leading safety advocates and practitioners—all designed to provide attendees with insights into implementing strategic safety programs and lowering the cost of risk. The program kicks off with Jack Van Steenburg, administrator of the Federal Motor Carrier Safety Administration and the government's top motor carrier safety official. He will provide insight into the federal government's safety compliance initiatives.

The program includes an update on federal regulations, private fleet case studies, a recap of several leading safety technologies, a recognition ceremony honoring top-performing drivers, safety-in-the-round breakout sessions, liability mitigation strategies, data mining and predictive modeling, and best safety practices. Speakers are recognized experts, including more than 15 private fleet practitioners who manage outstanding safety programs at their respective companies. Attendees will explore the safety and operational challenges presented by the new driver hours-of-service regulations that went into effect last month. Moderated by NPTC General Counsel, this session will feature insights from some of the nation's top private fleet practitioners. In addition, attendees will hear from more than 15 of the nation's top private fleets, as they share the strategies that improved their safety performance.

The conference program also features an in-depth look at enhanced screening protocol strategies in today's more challenging driver recruiting environment; how to integrate sleep apnea and wellness services for fleets; and the role of active safety technologies in enhancing safety technology. Also featured this year will be a special maintenance and safety track featuring a session on OSHA compliance, enhancing driver vehicle inspection reports, and wheel and tire safety and training.

To enhance the level of interaction and take-home value, the conference will feature eight concurrent, interactive discussions focused on what safety performance to collect from onboard computers; dealing with DOT safety interventions; dealing with an aging driver population; driver recognition: developing the culture of producing national driver all-stars; distracted driving policies that keep drivers focused on safety; benchmarking and key safety performance metrics; developing driver training programs that work; and communicating with the new generation of drivers.

The conference will be highlighted by the annual National Driver All-Stars recognition ceremony, in which more than 20 drivers from individual NPTC fleet members will be recognized for their exceptional performance in the fields of safety, compliance and customer service.

To learn more and to register, go to www.nptc.org.

coming events...

Mark your calendars now for the following upcoming events:

NATIONAL SAFETY CONFERENCE
September 12-13, 2013 Herndon, VA

2014 CTP ELIGIBILITY APPLICATIONS DUE
October 1, 2013

2014 CTP EXAM APPLICATIONS DUE
November 15, 2013

2014 CTP EXAM PREP WORKSHOP
January 17, 2014 Jacksonville, FL

2014 PRIVATE FLEET MANAGEMENT INSTITUTE
January 18-22, 2014 Jacksonville, FL
February 8, 2014 Offered at 40 locations across the country

2014 NPTC ANNUAL CONFERENCE
April 13-15, 2014 Cincinnati, OH

CTP CLASS OF 2014 NOW FORMING

Candidates for the Certified Transportation Professional® (CTP) program are encouraged to register now for their places in the Class of 2014. The eligibility application deadline is October 1.

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 1,000 transportation professionals have earned the right to use the CTP® designation after their names. To learn more about the CTP® program, visit www.nptc.org, or contact Kristen Todd at ktodd@nptc.org or 703-838-8841.

NPTC SAFETY COMMITTEE MEETS IN SEATTLE

More than 25 private fleet safety professionals gathered earlier this summer in Bellevue, WA, for the NPTC Safety Committee Summer Onsite meeting. Hosted by NPTC Allied Member PACCAR Leasing, the meeting included visits to the Kenworth Truck Manufacturing Plant in Renton, WA, and to the PACCAR Technical Center in Mt. Vernon, WA.

In Mt. Vernon, WA, PacLease offered attendees an up-close opportunity to review:

□ **Research and Development:** Attendees witnessed the creative process from “concept” to “design” including what sparks that initial thought that eventually evolves into new product enhancements. They reviewed the technology employed to progress through the stages of new product and new specification design, including how key features such as safety and fuel economy are integrated into the product development process.

□ **PACCAR Technology Center:** Attendees observed the testing that goes into the high quality standards of the truck and powertrain.

□ **Product Manufacturing:** Safety committee members saw how a commitment to quality, which includes safety, reliability and efficiency, is integrated into plant operations.

□ **Product Review:** Participants discussed the latest safety technologies employed on the vehicle and the fleet management telematics offering to manage driver operations.

□ **Product Ride and Drive:** Committee members drove vehicles equipped with technologies to improve operational efficiency and safety.

WEBINARS FOCUS ON IMPLEMENTING DRIVER PERFORMANCE TECHNOLOGY

Nearly 400 people registered to attend a webcast co-sponsored by J. J. Keller and NPTC that focused on drug and alcohol testing. The webcast featured Jeff Slater, transportation safety & compliance manager, for GFS Transport LLC, the transportation subsidiary of Gordon Food Service.

To date this year, NPTC and J.J. Keller have delivered three webcasts on regulatory compliance, safety and people management. Our final webcast will be held Wednesday, October 2, and will focus on the physical qualification of drivers and DOT physicals, med cards, and functional capacity testing.

Statistics from the National Institute of Health paint a grim picture: 54% of male truck drivers smoke cigarettes, 92% don't exercise regularly, 50% are overweight, and 66% are unaware they have high blood pressure. This webcast will highlight the latest trends about screening and medically qualifying your drivers, as well as steps you can take to ensure drivers can perform the work requirements.

Registration is open to all NPTC members free of charge. For more information, to register, or to download a previous webcast, visit www.jjkeller.com/nptcinfo.

FALL MEETING SCHEDULE

The fall meetings of the NPTC boards and committees are scheduled for Wednesday, September 11, at the Hyatt Dulles Hotel in Herndon, VA.

- 1:00 -2:30 p.m. NPTC Institute Board of Governors
- 2:30 - 2:45 p.m. Break
- 2:45 - 4:00 p.m. Special Joint Session of Board of Governors and Board of Directors for “Around the Horn” comments from members of both boards
- 4:00 - 5:30 p.m. NPTC Board of Directors
- 5:30 - 6:30 p.m. Joint Meeting of Standing Committees (Legislative Regulatory Advisory Committee; Safety Committee; Membership Committee; PR/Marketing Committee)
- 6:30 -7:30 p.m. Sponsored Reception

To make your reservation and get the special room rate of \$199, just call the Hyatt Dulles Hotel at 703-713-1234 and let them know that you are with the National Private Truck Council group.