



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.

CTP CLASS OF 2012 NOW FORMING

Candidates for the Certified Transportation Professional® (CTP) program are encouraged to register now for their places in the Class of 2012. The Eligibility Application deadline is November 1, 2011.

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 800 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.

WEBCAST: "THE DRIVER-DISPATCHER RELATIONSHIP"

Our final webcast, which is free to all NPTC members, will be held Wednesday, October 12, and will take a look at the increasing driver shortage projected and how it is forcing many fleets to re-evaluate driver qualification standards. This webcast will investigate alternatives to lowering your standards, including driver discipline and coaching. For more information, to register, or to download a previous webcast, visit jkkeller.com/nptcinfo.

NATIONAL SAFETY CONFERENCE 2011

According to the 2011 Benchmarking Survey, NPTC members continued to improve their safety performance. Private fleets continued to improve their safety performance, reporting a lower DOT recordable crash rate of 0.416 crashes per million miles (vs. 0.435 last year). The Federal Motor Carrier Safety Administration (FMCSA) does not report an industry average crash rate for all motor carriers, but FMCSA does track average recordable truck crash rates for carriers that undergo compliance reviews. However, the average crash rate for audited carriers for the last three years is 0.725 crashes per million miles. But that doesn't just happen. It takes a commitment to excellence, effective training programs, strong compliance, precision record-keeping, and dedication to learning new strategies and industry best practices.

Just such an opportunity for peer-to-peer learning and exchange took place September 15-16 at the Dulles Hyatt in Herndon, Va. More than 130 fleet operations and safety managers from more than 50 transportation companies convened for NPTC's ninth annual National Safety Conference last month. A special panel presentation on "Sleep Apnea: The Science, Regulatory Mandate and Liability" was moderated by NPTC General Counsel Rick Schweitzer and included insights from Dr. Alan Lankford, Ph.D., of Sleep Safe Drivers; Rob Scheschareg, Sleep HealthCenters; and John McCormick of ResMed.

Attendees heard from Bill Graves, president and CEO of the American Trucking Assns.; Greer Woodruff, senior vice president of safety and security, J.B. Hunt Transport Inc.; and Dan Murray, vice president of research, American Transportation Research Institute.

Attendees then divided into groups to discuss various elements of the Federal Motor Carrier Safety Administration's new CSA program. These were facilitated by Todd Hennis CTP, Snyders/Lance; Carol Heinowski, Meijer Foods; Jim Corbean, CTP, Orgill; Scott Roberts, CTP, Joseph Cory Holdings; Chris Sullivan, CTP, McKee Foods Transportation; and Joe Dilley, Oldcastle Precast. Tom Bray, J.J. Keller & Associates, and Dave Helge, CTP, CDS, Idealease of North America, then commented and provided key takeaways from the session.

Other topics and speakers included "Accident Reconstruction" – Stephen B. Chewning, ACTAR, CDS, Forcon International; "MVR Review" – Ricky Abell, CTP, Medtrans; "Functional Capacity Testing" – Mike Walker, Metal Sales; "Sleep Apnea Testing" – Rick Foster, Walmart Transportation; "Personality Testing" – Randy Perry, Frito-Lay Inc.; "Improved Orientation Programs" – Andy Boehme, ADM Trucking; "Data Based Training" – Kathy Fellenstein, CTP Weyerhaeuser Inc.; and "OSHA Recordkeeping" – John Koch, General Nutrition Centers.

Finally, Victor Hart, Dot Transportation Inc., and David Barth, Wegmans Food Markets, provided insights into how they established a culture of safety at their respective companies.

coming events...

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

CTP ELIGIBILITY APPLICATIONS DUE

November 1, 2011

CTP EXAM APPLICATIONS DUE

November 15, 2011

EXAM PREP WORKSHOP

January 13, 2012 — Jacksonville, FL

PRIVATE FLEET MANAGEMENT INSTITUTE

January 14-18, 2012 — Jacksonville, FL

NATIONAL DRIVER ALL-STARS

Eighteen private fleet drivers were recognized as NPTC National Driver All-Stars. The recognition, which took place during the NPTC National Safety Conference, honors those drivers who demonstrated high performance standards against their peer drivers throughout the country based on customer service, safety, compliance with company standards, regulatory compliance and community service.

The 18 were:

- Frederick Harris, ADM Trucking Inc.
 - Joey French, Baxter Healthcare Corp.
 - Mark Manke, CPC Logistics Inc. assigned to Bridge-stone America Tire Operations LLC
 - Rick Flores, Frito-Lay Transportation
 - Jon Sikes, CPC Logistics Inc. assigned to Hospira Inc.
 - Corwin Grace, Kellogg Co.
 - Ramon Woodworth, Kraft Foods Inc.
 - Steve Lamb, Maines Paper & Food Service
 - Charles E. Shultz, Marathon Petroleum Co. LP
 - Franklin Wayne Smith, CPC Logistics Inc. assigned to Moen Inc.
 - Richard McDonald, CPC Logistics Inc. assigned to National Gypsum Energy Corp.
 - Todd Carlson, Schwan's Consumer Brands
 - Kenneth Green, Spartan Stores Inc.
 - John Daniel, True Value Co.
 - Mark Neamon, Upstate Niagara Cooperative Inc.
 - James Nivens, CPC Logistics Inc. assigned to Walgreen Oshkosh Inc.
 - Richard Tafoya, Centerline Drivers LLC assigned to OakleyInc.
 - Fredrick Hammers, CVS/Caremark
- Go to www.nptc.org for more information.

2011 BENCHMARKING SURVEY

NPTC has released its 2011 Annual Benchmarking Survey, which examines a number of private fleet-related issues and 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.

Working together with a Benchmarking Steering Committee, NPTC staff designed and updated a 60-question survey that was emailed to all NPTC Fleet Member companies. Preliminary information was presented on April 19 at the Benchmarking Summit, where industry professionals divided into operationally distinct groups to scrub and refine the data. A total of 88 companies participated in the survey.

A LEARNING OPPORTUNITY

The National Private Truck Council will hold its 2012 Private Fleet Management Institute (PFMI) January 14-18, 2012, at the Omni Jacksonville in Jacksonville, FL.

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. PFMI is designed to enhance your personal and professional mastery of private fleet management.

In addition, the Institute provides one of the most effective ways of refreshing your knowledge base and preparing for the 2012 CTP examination set for Saturday, February 12, 2012. 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:

- Justifying the private fleet
- Network optimization
- Communicating private fleet value by partnering with corporate finance, human resources and safety
- Improving fleet planning, make-up and utilization
- Attracting, recruiting and developing drivers
- Developing effective safety programs
- Creating, understanding and using financial reports
- Creating maintenance standards—managing out-sourced relationships
- Reverse logistics: building backhaul profitability

For more information about the Private Fleet Management Institute and how to register, visit NPTC's website at www.nptc.org.

SLEEP APNEA GUIDE

In light of the growing awareness of sleep apnea among the truck driver population, NPTC assembled a Task Force on Sleep Apnea, which published an Informational Resource Guide, to provide private fleet members with educational information about this subject, to create a heightened state of awareness of why sleep apnea should command management attention and action, and to identify and recommend (where appropriate) best practices and standards in managing a sleep apnea program for drivers without NPTC endorsing or promoting any Allied/Supplier members. The guide, which is free to all NPTC members, is now posted on-line.