



"Five Amazing Days!"
 JANUARY 18-22, 2020 • JACKSONVILLE, FL

SATURDAY | JANUARY 18, 2020

7:00 AM REGISTRATION AND CONTINENTAL BREAKFAST Florida C & D

8:00 AM GENERAL SESSION Florida C & D

Welcome, Introductions, Overview and Orientation

Tom Moore, CTP, Executive VP, NPTC

Private Fleet Benchmarking, Key Metrics and Best Practices

Tom Moore, CTP, Executive VP, NPTC

Private Fleet Case Study in Excellence

Mari Roberts, CTP, Sr. Director of Transportation, Frito-Lay, Inc.

12:00 PM LUNCH Florida C & D

1:00, 2:00, 3:00, 4:00 PM ROTATIONAL SESSIONS ON THE HOUR

STRATEGIC TOOLS TO ENHANCE THE PRIVATE FLEET VALUE PROPOSITION

DELIVERING
 CUSTOMER SERVICE:
 THE PRIVATE FLEET
 ADVANTAGE

Mike Mason, CTP
 Nat'l. Compliance Mgr.
 Nestle Transp. Co

PENSACOLA

DATA MGMT.
 STRATEGIES TO
 STRENGTHEN YOUR
 FLEET

Scott Duvall, CTP
 Reg. Supervisor, Driver Ops.
 Medline Industries

FLORIDA A

DEVELOPING
 EFFECTIVE
 COMMUNICATION
 STRATEGIES

Lewis Allen, CTP
 Director of Fleet
 Aaron's, Inc.

FLORIDA B

LEAN
 TRANSPORTATION
 MANAGEMENT
 DISCIPLINES

Mari Roberts, CTP
 Sr. Director of Transp.
 Frito-Lay, Inc.

OMNI B

5:00 PM REVIEW AND ADJOURN Florida C & D

5:30 PM NETWORKING RECEPTION Florida C & D



"Five Amazing Days!"
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SUNDAY | JANUARY 19, 2020

7:30 AM NETWORKING BREAKFAST Florida C & D

8:00 AM GENERAL SESSION Florida C & D

Private Fleet Case Study in Excellence
 Mike Schwersenska, CTP, Director of Transportation & Logistics,
 Brakebush Transportation, Inc.

9:00, 10:00, 11:00 AM ROTATIONAL SESSIONS ON THE HOUR

STRATEGIC TOOLS TO ENHANCE THE PRIVATE FLEET VALUE PROPOSITION

<p>CREATING A CULTURE OF RETENTION</p> <p>Scott Duvall, CTP Reg. Supervisor, Driver Ops. Medline Industries</p> <p>PENSACOLA</p>	<p>ESTABLISHING KEY PERFORMANCE INDICATORS (KPIs) THAT DRIVE IMPROVEMENT</p> <p>Mike Mason, CTP Nat'l. Compliance Mgr. Nestle Transp. Co</p> <p>FLORIDA A</p>	<p>UNDERSTANDING AND USING FINANCIAL REPORTS AND BUDGETING</p> <p>Ed Welch, CTP Capital Sourcing Mgr. Perdue Farms, Inc.</p> <p>FLORIDA B</p>	<p>INBOUND LOGISTICS, BACKHAULING & COLLABORATIVE LOGISTICS</p> <p>Mike Schwersenska, CTP Dir., Transp. & Logistics Brakebush Transp.</p> <p>OMNI B</p>
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12:00 PM LUNCH Florida C & D

1:00 PM ROTATIONAL SESSION

STRATEGIC TOOLS TO ENHANCE THE PRIVATE FLEET VALUE PROPOSITION

2:00, 3:00 PM ROTATIONAL SESSIONS ON THE HOUR

STRATEGIC TOOLS TO ENHANCE THE PRIVATE FLEET VALUE PROPOSITION

<p>DETERMINING TRUE FLEET COSTS</p> <p>Ed Welch, CTP Capital Sourcing Mgr. Perdue Farms, Inc.</p> <p>PENSACOLA</p>	<p>NETWORK OPTIMIZATION</p> <p>Lewis Allen, CTP Director of Fleet Ops. Aaron's, Inc.</p> <p>FLORIDA A</p>	<p>OPTIMIZATION PROTOCOLS: ROUTING AND TRAILER UTILIZATION</p> <p>Ann-Marie Daugherty, CTP Vice President, Logistics Talon Logistics/Giant Eagle</p> <p>FLORIDA B</p>	<p>TOTAL COST OF OWNERSHIP, LIFE CYCLE COSTING AND TRADE CYCLES</p> <p>Jessica Dalessandro, CTP Fleet Mgr./ Dir. of Compl. Weinstein Wholesale Meats</p> <p>OMNI B</p>
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4:00 PM ADJOURN



"Five Amazing Days!"
JANUARY 18-22, 2020 • JACKSONVILLE, FL

MONDAY | JANUARY 20, 2020

7:30 AM NETWORKING BREAKFAST Florida C & D

8:00 AM GENERAL SESSION Florida C & D

Private Fleet Case Study in Excellence
 Rick Van Gemert, Dir., Safety & Compliance, Sentinel Transportation

9:00, 10:00 AM ROTATIONAL SESSIONS ON THE HOUR

STRATEGIC TOOLS TO ENHANCE THE PRIVATE FLEET VALUE PROPOSITION

11:00 AM ROTATIONAL SESSION

STRATEGIC TOOLS TO ENHANCE THE PRIVATE FLEET VALUE PROPOSITION

THE HIRING PROCESS:
 ORGANIZATIONAL
 ASSESSMENT AND
 INTERVIEWING

Ellen Ingram, CTP
 Dir., Human Resources,
 America's Service Line

PENSACOLA

IMPLEMENTING
 ACTIVE SAFETY
 TECHNOLOGIES

Rick Van Gemert
 Dir., Safety & Compliance
 Sentinel Transportation

FLORIDA A

FINANCIAL MODELS
 FOR PRIVATE FLEETS:
 PROFIT CENTER VS.
 COST CENTER

Bedford Monday, CTP
 Facilities Ops. Manager
 The Schwan Food Co.

FLORIDA B

EQUIPMENT
 ACQUISITION
 STRATEGIES: LEASE
 VS. BUY

Ann-Marie Daugherty, CTP
 Vice President, Logistics
 Talon Logistics/Giant Eagle

OMNI B

12:00 PM LUNCH Florida C & D

1:00, 2:00, 3:00, 4:00 PM ROTATIONAL SESSIONS ON THE HOUR

STRATEGIC TOOLS TO ENHANCE THE PRIVATE FLEET VALUE PROPOSITION

6:30 PM SPONSORED NETWORKING RECEPTION





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TUESDAY | JANUARY 21, 2020

7:30 AM

NETWORKING BREAKFAST

Florida C & D

8:00, 9:00, 10:00, 11:00 AM ROTATIONAL SESSIONS ON THE HOUR

STRATEGIC TOOLS TO ENHANCE THE PRIVATE FLEET VALUE PROPOSITION

RETURN ON INVESTMENT MEASURES

Bedford Monday, CTP
 Facilities Ops. Manager
 The Schwan Food Co.

PENSACOLA

ONBOARDING AND IN-SERVICE TRAINING AND COACHING

Chris Fada, CTP
 General Manager
 Ross Transportation Svcs.

FLORIDA A

KEY COMPLIANCE STRATEGIES – RAISING THE BAR

Keith Frantz, CTP
 DOT Manager
 ADM Trucking, Inc.

FLORIDA B

INTEGRATING 3RD PARTIES INTO PRIVATE FLEET MANGEMENT

Meghan Chan, CTP
 Fleet Safety & Compl. Mgr.
 Mondelez Global, LLC

OMNI B

12:00 PM

LUNCH

Florida C & D

1:00, 2:00, 3:00, 4:00 PM ROTATIONAL SESSIONS ON THE HOUR

STRATEGIC TOOLS TO ENHANCE THE PRIVATE FLEET VALUE PROPOSITION

COMPENSATION AND PERFORMANCE INCENTIVE STRATEGIES

Mari Roberts, CT
 Sr. Dir., Transportation
 Frito-Lay, Inc.

PENSACOLA

BEST PRACTICES IN DRIVER RECRUITING AND SCREENING

Jessica Dalessandro, CTP
 Fleet Mgr./ Dir. of Compl.
 Weinstein Wholesale Meats

FLORIDA A

IN-HOUSE VS. OUTSOURCED MAINTENANCE

Randy Maddox, CTP
 Regional Manager
 Oldcastle APG - Adams

FLORIDA B

SPEC'ING STRATEGIES

Meghan Chan, CTP
 Fleet Safety & Compl. Mgr.
 Mondelez Global, LLC

OMNI B

5:00 PM

WRAP-UP SESSION

Florida C & D

Mari Roberts, CTP, Sr. Director of Transportation, Frito-Lay, Inc.
 Tom Moore, CTP, Sr. VP, National Private Truck Council



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WEDNESDAY | JANUARY 22, 2020

7:00 AM NETWORKING BREAKFAST Florida C & D

8:00 AM GENERAL SESSION Florida C & D

Engaging the NPTC Culture
Gary Petty, President & CEO, NPTC

8:30 AM CASE STUDY PRESENTATIONS Florida C & D

12:00 PM LUNCH AND ADJOURN Florida C & D