

# NPTC's Valuable Portfolio of Programs

## Education and Networking

### NPTC Annual Education Management Conference and Exhibition

NPTC's Annual Education Management Conference and Exhibition in Cincinnati promises to pack exceptional value into three days—more than 25 educational workshops and seminars showcasing exemplary private fleets; general sessions featuring inspiring, informative, and insightful keynote speakers; a world-class exhibit hall packed with products and solutions that will increase your effectiveness; unparalleled peer-to-peer interaction; recognition of the private fleet community's best and brightest practitioners for their achievements in safety, leadership and training; social events and activities that create an engaged learning atmosphere; and a central location that allows you to minimize your travel time and expense—the Annual Conference is a must-attend event.

### Private Fleet Management Institute (PFMI)

NPTC begins each year with an intensive, five-day program designed specifically with you in mind. This is an in-depth study of the five core disciplines of private fleet management: safety, finance, human resources, operations and equipment and maintenance. The five-day Institute is an immersion into best practices, benchmarking and operational excellence in the private fleet community. A faculty consisting of some of the nation's most experienced and respected private fleet management professionals will guide the learning experience through a series of workshops, panel discussions, lectures and interactive formats designed to enhance the attendees' educational experience and ensure their grasp of key private fleet management disciplines.

### National Safety Conference

Each September, NPTC conducts the National Safety Conference, an event that concentrates on the latest technology, best management practices, up-to-date research and impending regulations that impact your private fleet's safety. Topics and speakers have been carefully chosen and represent the most relevant and current safety information available in the industry today. The entire program includes concise yet comprehensive information which is solution-centered, supplemented by extensive networking opportunities with speakers and guests alike.

### Safety Compliance Seminars

Co-sponsored by NPTC and Idealease of North America, these seminars offer the industry's most current information and training that fleet managers need to assure compliance with regulations, understand the new intervention procedures and improve safety compliance. Each year, more than 3,000 people attend one of the more than 20 seminars held throughout the country.

### Certified Transportation Professional®

The CTP® designation identifies you to senior management in your company, as well as to your peers in the industry, as a professional with the understanding and knowledge of successful private truck fleet operations. It also confirms that you have the demonstrated knowledge and ability to grasp operational and regulatory issues, to identify and evaluate potential efficiencies and cost savings, and to understand systems and protocols that optimally serve a company's private fleet transportation requirements, using recognized best practices and benchmarks in the industry. Each year, Fleet Owner sponsors the CTP Top Graduate Award.

## Management Resources

### Annual Benchmarking Report

In order to examine a number of private fleet-related issues, NPTC conducts an annual benchmarking survey of its fleet members designed to:

- Validate your private fleet performance
- Identify your areas of improvement and opportunity
- Identify significant trends affecting your private fleet community

The benchmarking survey offers a tool by which private fleets can understand the value of their private fleet and to translate that to upper management. The Benchmarking Report is sponsored each year by PeopleNet.

### Fleet Optimization Center

NPTC, in collaboration with C.H. Robinson Worldwide, has created a Fleet Optimization Center (FOC), exclusively for NPTC fleet members. The FOC is designed to assist private fleet members maximize asset utilization. The goal of the Fleet Optimization Center is to help private fleet members discover and incorporate the right strategic plan of fleet optimization.

### NPTC/J.J. Keller Webcast Series

Throughout the course of the year, NPTC—in conjunction with J.J. Keller & Associates, Inc.—offers four 90-minute programs that focus on issues relevant to private fleet professionals. Past topics of our webcasts include: CSA, EOBRs, Driver Recruiting and Coaching, Utilizing Backhauls, Accident Management, Private Fleet Liability, and more. The entire webcast archive is available for download at [www.jjkeller.com/nptcinfo](http://www.jjkeller.com/nptcinfo)



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## Management Resources (cont.)

### Private Fleet Management Online

This new and enhanced interactive training curriculum for transportation managers, developed by the National Private Truck Council (NPTC) and Instructional Technologies, Inc., delivers education and training that is practical, relevant, real-job focused—and both convenient and affordable. It provides the foundational learning experiences for private fleet managers as they prepare for their Certified Transportation Professional® (CTP) designation. Even if a manager isn't trying to earn the CTP, this experience-based educational and management training prepares them for the disciplines of running a private fleet. The curriculum is based upon a comprehensive job analysis study conducted by NPTC of its members. The study identified 47 tasks focusing on the knowledge, skills, and abilities essential to successful private fleet management. These have been categorized into the following five core disciplines: Finance; Fleet Operational Management; Safety, Security and Compliance; Human Resources & Workforce Development; and Equipment and Maintenance Strategies

### NPTC Committees

NPTC members are encouraged to actively participate in the leadership of the organization through the various standing committees. These include: the Conference Planning Committee, which coordinates with staff in developing the schedule, programs and speakers for the NPTC Annual Education Management Conference and Exhibition; the Legislative & Regulatory Advisory Committee, which provides assists in the development of official NPTC policy as it relates to legislative and regulatory issues; the Membership Committee, which supports staff in the recruitment and retention of fleet and supplier NPTC membership; the Public Relations/Marketing Committee, which supports staff in the development of public relations and marketing strategies of NPTC products and services; and the Safety Committee, which fosters motor carrier safety through the development of NPTC policies and provides support to members in the management and administration of a safe and productive workforce and private fleet. Finally, the National Advisory Board—made up of members of the combined standing committees of NPTC—reviews new and upgraded services provided by the Council.

## Communications

### Weekly Update

Published every Monday, the NPTC Weekly Update offers members a free email report with timely information on legal/compliance, safety, federal and state regulatory, and industry issues.

### Website

The new NPTC website features the very latest in website technology and navigation. Furthermore, it's the most comprehensive repository of information, accessible for NPTC members only, tailored especially for private fleet professionals anywhere on the web. Visit [www.nptc.org](http://www.nptc.org) now and start taking advantage of NPTC's new online experience. Some of the new website features include:

- Complete graphical interface redesign with mouse-over navigation
- Content rich environment with drill-down by solution or user type
- Robust, intelligent and secure E-commerce solution
- Expanded Member and CTP profile access
- New, integrated and easy-to-use dues and conference registration system
- Redesigned and expanded online buyers' guide
- All new searchable member database with multiple-filter technology
- New social media application access

### CTP Insider

This quarterly electronic newsletter is made available to all current Certified Transportation Professionals in addition to thousands of others in the private fleet community. CTP Insider showcases successful participants in the program and provides other information to those with an interest in professional improvement through continuing education and certification.

### America's Private Fleets

This publication provides an inside look at the \$300 billion-a-year corporate trucking industry – its story, its numbers, its technology and its people. We highlight some of the success stories and examples of best practitioners found in America's private fleet community providing an excellent resource to reaffirm the value of your private fleet to upper management, or for introducing companies to the benefits of starting a private fleet of their own.

### Fleet Owner Column and Newsletter

Each month NPTC President and CEO Gary Petty writes a column, focusing on the individuals, companies, best practices, and resources that make private trucking the force that it is in the American economy. Reaching more than 100,000 subscribers, three-quarters of whom are private fleet professionals, this column, together with the bi-monthly newsletter, provides an excellent forum to communicate the value of the private fleet.



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## Awards and Recognition

### Professional Leadership Awards

Each year, in conjunction with the NPTC's Annual Education Management Conference and Exhibition, NPTC recognizes six executives for their impressive contributions to the private fleet community during the group's Annual Conference. Since 1990, the Private Fleet Professional Leadership Awards have recognized those individuals who have made significant contributions to the National Private Truck Council, their profession, and the private trucking community.

### Daniel P. Smith Life Achievement Award

Named after former NPTC Board Chairman Daniel P. Smith, this award is presented to an individual who has made significant leadership contributions to the NPTC in helping advance the goals and objectives of the Council, and whose personal traits of honor, integrity, tenacity and devotion to duty in making these contributions serve as a exemplary model for future NPTC-member private fleet professionals.

### National Driver All-Stars

Co-sponsored by International Truck/Navistar, the National Driver All-Stars is a program that recognizes drivers who have demonstrated high performance standards against their peer drivers throughout the country based on customer service, safety, adherence to company standards, regulatory compliance, and community service.

### Driver Hall of Fame

Each year, NPTC inducts four drivers into the NPTC Driver Hall of Fame, sponsored by Lytx, Inc., during the Annual Education Management Conference and Exhibition. The drivers are from NPTC member companies and have met the minimum qualifications of 20 years, three million miles or 50,000 hours of driving without a preventable accident. Since its inception, more than 100 drivers have been installed in the Driver Hall of Fame.

### Fleet Safety Awards

Sponsored by NPTC and Lytx, Inc., these awards are presented to those companies whose fleets experienced the lowest ratio of accidents per million miles for the past year. In addition, the awards recognize fleets for outstanding and/or improved safety records based on their crash rates.

### Excellence in Backhauling Award

The award, co-sponsored by NPTC and C.H. Robinson Worldwide, recognizes the fleet that has improved efficiency and operational performance by making demonstrable improvements in lowering its empty backhaul ratio and increasing its loaded miles.

## Advocacy

### Legal and Regulatory Advice

NPTC members have the ability to have basic and routine legal/regulatory questions answered at no charge by the premier transportation/private fleet industry lawyer in the United States, NPTC's General Counsel, Rick Schweitzer. Not only does his breadth of experience provide a valuable resource on a host of governmental regulatory requirements, but it allows NPTC to articulate and represent private fleet interests on Capitol Hill and the various regulatory agencies. Government officials are particularly interested in the NPTC perspective on transportation issues because our members represent the largest and best practitioners of truck safety. NPTC is your connection to key legislators on issues that directly impact your fleet operations.

### NPTC's Washington Report

The NPTC Washington Report features Rick Schweitzer, NPTC's General Counsel and Government Affairs Representative, giving the latest update on key legislative and regulatory compliance issues of interest to private fleets, and serves as the monthly teleconference meeting of the NPTC Legislative and Regulatory Advisory Committee.

### Sleep Apnea Resource Guide

Sleep apnea is one of the most serious safety issues confronting the trucking industry. NPTC has established a Task Force to help provide private fleet members with educational information about this subject by creating a heightened state of awareness of why sleep apnea should command management attention and action; to identify and recommend (where appropriate) best practices and standards in managing a sleep apnea program for drivers without NPTC actually endorsing or promoting the programs and services of any Allied/Supplier members; and to potentially help shape FMCSA regulations on sleep apnea by sharing with the agency the successful programs voluntarily put in place by private fleet companies.

