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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).



## NPTC 2018—YOU MUST BE PRESENT TO WIN

Later this month, more than 1,250 private fleet professionals will converge on Cincinnati for the NPTC Annual Educational Management Conference and Exhibition. This year's conference is packed with tremendous take-home value:

- **Information:** NPTC is pleased to announce Dan Murray, executive vice president of the American Transportation Research Institute, will provide the keynote address, "Critical Issues in the Trucking Industry: A Renaissance Waiting to Happen."

- **Educational Workshops**—More than 20 workshops and three general sessions will feature some of the nation's leading private fleet professionals speaking on best practices in private fleet management.

- **10 Breakfast Best Practices Roundtable Discussions**—These interactive problem-solving sessions add more take-home value to the conference.

- **Exhibits**—NPTC 2018 features an extensive and impressive array of fleet products and services from leading industry suppliers in an expanded showcase. We have added 30 minutes to each session, providing exhibitors and attendees a total of 6.5 hours to participate in a virtual showcase of solutions and take advantage of this unparalleled opportunity to learn first-hand about potential business solutions. More than 175 trucking industry suppliers will be exhibiting the latest in product development and state-of-the-art technology solutions for today's demanding private fleet operations.

- **Networking**—Unparalleled peer-to-peer interaction

- **Recognition**—NPTC will honor the private fleet community's best and brightest practitioners for their achievements: Certified Transportation Professional (CTP®) Class of 2018, Driver Hall of Fame and Fleet Safety Award winners, and the NPTC Professional Leadership Award winners for 2018.

- **Location**—Our host city of Cincinnati provides the best value convenient and cost-effective "home" location for NPTC and allows you to minimize your travel time and expense. Our partners—the Hilton Cincinnati Netherland Plaza Hotel and the Duke Energy Convention Center—continue to deliver the highest levels of customer service by ensuring that quality food, beverages, lodging, and meeting rooms are all premium-grade experiences for everyone!

Planning for the NPTC 2018 Annual Conference has been in the works since last summer. "Our Conference Planning Committee has made great strides to ensure 2018 is the best return-on-investment value event in our history," says Erle Bergstrom, CTP, Committee Chair. Made up of more than 40 enthusiastic member representatives from both fleet and allied companies, the committee concentrates its year-long efforts on making sure the "latest and best" topics and speakers are presented.

For more information or to register for the NPTC annual conference, visit [www.nptc.org](http://www.nptc.org).

### ANNUAL CONFERENCE PRELIMINARY PROGRAM

#### SATURDAY, APRIL 28

Noon – Board & Committee Meetings

#### SUNDAY, APRIL 29

8:00 - 9:00 a.m. – First Timer's Welcome Breakfast/Reception

9:15 - 10:45 a.m. – Two Concurrent Workshops

11:00 - 1:00 p.m. – Kick-Off Brunch/General Session/Professional Leadership Awards/CTP Awards Ceremony

2:00 - 5:30 p.m. – Exhibit Hall Grand Opening

7:00 - 9:30 p.m. – Act I Reception and Dinner

#### MONDAY, APRIL 30

7:30 - 9:00 a.m. – Breakfast with Best Practices Roundtable Discussion

9:30 - 10:30 a.m. – Concurrent Workshops

11:00 - 12:30 p.m. – Driver Hall of Fame Luncheon/Fleet Safety Awards

1:00 - 2:15 p.m. – Exhibitors' Meeting

1:00 - 2:00 p.m. – Concurrent Workshops

2:30 - 5:30 p.m. – Exhibit Hall Reception Extravaganza

#### TUESDAY, MAY 1

7:30 - 9:00 a.m. – Breakfast

9:30 - 10:30 a.m. – Concurrent Workshops

10:45 - 11:45 a.m. – Concurrent Workshops

12:00 - 1:30 p.m. – Benchmarking Luncheon

## NPTC/J.J. KELLER WEBCAST SERIES

Last month, NPTC and J.J. Keller & Associates teamed up once again to host two safety-related webcasts. The webcasts, which are free to all NPTC members, focused on:

### March 21—Driver Qualifications

What is meant by driver qualifications? There is a large body of regulations devoted to what is involved with qualifying a driver, specifically sections in Parts 382, 383, and 391. However, there is much more to “qualifying” a driver than following the regulations.

In this webcast, we discussed the policies and procedures a carrier should have in place to make sure that it is not hiring an unqualified driver or its next

problem. The special fleet speaker was Michael Mason, transportation manager at Nestle USA/Nestle Transportation Co.

### March 22—Medical Qualifications/Sleep Apnea

There are many regulations, best practices, and processes in use for hiring safe drivers at carriers. One key step in any hiring process is conducting thorough background checks. The webcast covered the required as well as optional background checks a carrier should consider using to make sure it is hiring safe drivers. Our special fleet speaker was Greg A. Sikorski, director of transportation safety and compliance at KeHE Distributors.

## 2018 BENCHMARKING SURVEY

This year’s Benchmarking Survey Instrument was sent to the general membership in February. The annual NPTC Private Fleet Benchmarking Survey is sponsored by PeopleNet and is designed to validate private fleet

performance based on comparative peer data, identify areas of improvement and opportunity, and identify the significant trends affecting private fleet practitioners. The final report will be released August 1.

## NPTC/IDEALEASE SAFETY SEMINAR SCHEDULE

NPTC and Idealease have kicked off the 2018 series of safety seminars. The one-day seminar this year will focus on basic safety and compliance, regulation changes, and CSA. The seminars will be provided to all Idealease customers, potential customers, and NPTC members at no charge.

The schedule is as follows:

4/10 St. Louis, MO  
4/11 Indianapolis, IN  
4/12 Memphis, TN  
4/12 Columbus, OH  
4/24 Columbia, SC  
4/25 Atlanta, GA  
4/25 Stony Ridge, OH  
4/26 Tampa, FL

4/26 Lancaster, PA  
5/1 Ft. Lauderdale, FL  
5/2 Ft. Myers, FL  
5/8 Seattle, WA  
5/10 Lexington, KY  
5/15 Detroit, MI  
5/22 San Leandro, CA

### Fall Seminars (September-October)

TBD Houston, TX  
TBD Moncton, NB  
TBD Santa Rosa, CA  
TBD San Leandro, CA  
TBD Nashville, TN  
TBD Dallas, TX  
10/16 Kansas City, MO  
TBD Modesto/Turlock, CA  
10/25 Oklahoma City, OK

## coming events...

Mark your calendars now for the following upcoming events:

- ▶ April 29-May 1 — NPTC Annual Conference, Cincinnati, OH
- ▶ May 23 — NPTC/J.J. Keller webcast: Hiring Standards: Background Checks
- ▶ May 24 — NPTC/J.J. Keller webcast: Hiring Standards: Screening Protocols
- ▶ July 18 — NPTC/J.J. Keller webcast: Entry Level Driver Training and Onboarding
- ▶ July 19 — NPTC/J.J. Keller webcast: Driver Scorecarding and Development
- ▶ August 1 — 2018 Benchmarking Survey Final Report released
- ▶ September 13-14 — National Safety Conference, Dulles, VA
- ▶ October 17 — NPTC/J.J. Keller webcast: Hours of Service and Fatigue Management
- ▶ October 18 — NPTC/J.J. Keller webcast: How to Survive a DOT Audit

## WASHINGTON REPORT CONFERENCE CALL

All NPTC members are invited to attend the Washington Report, the monthly Legislative and Regulatory Advisory Committee teleconference call. Sponsored by Vigillo, a Samba Safety Co., the call occurs the second Monday of every month at 11:30 a.m. EST.

The NPTC Washington Report features Rick Schweitzer, general counsel and Government Affairs representative, giving the latest update on key legislative and regulatory compliance issues of interest to private fleets.