

Newsletter

July 2022

National Safety Conference

NPTC's National Safety Conference, scheduled for September 7-9 at the Omni Orlando Resort at Championsgate, is expected to draw nearly 300 private fleet safety professionals from a wide and diverse spectrum of private fleets and supplier companies focused on continuous improvement, innovative safety protocols in driver management, and world-class safety standards.

This conference is designed to optimize return on investment for all attendees. It is an intense, concentrated overview of key issues of interest and importance to those running a private fleet operation at an exceptionally high standard of safety. Assisted by the recommendations of the Council's Safety Committee, the program features a series of general session presentations, networking breakouts, and safety-in-the-round discussions led by a faculty of some of the private fleet industry's leading practitioner experts. Topics that will be covered include:

- Washington Report:
- Risk Managers vs. Risk Takers—Exploring the Inherent Conflicts Between Safety and Management
- Impact of Driver Turnover on Safety
- What Does the Trend to Reduce Driver Hiring Standards and Screening Protocols Mean for Safety Performance?
- Data Indigestion: How Much is Enough?
- Extended Trade Cycles and the Aging Truck Fleet: How Does That Affect Safety?
- Customizing Your Driver Training Programs
- Adapting the Driver Handbook in the Age of Technology

- Active Safety Technologies: A Panel Discussion
- Building a Program to Recruit from Within
- Working With Driver Training Schools
- Developing Driver Coaches
- Working With Third-Party Safety Professionals
- Developing Effective Safety Metrics
- Driver Wellness in the Aftermath of the Pandemic
- Driver Rewards and Recognition
- The Role of Driver Compensation on Fleet Safety
- Data Integration
- How to Develop and Implement Peer Review and Internal DOT Audit
- Driver Apprenticeship Programs and Developing Younger Drivers

An exhibit hall will feature more than three dozen exhibitors from a wide and diversified spectrum of suppliers and vendors.

Chuck Amen, CTP, chair of the NPTC Board of Directors and fleet operations manager at Hillyard Inc., said, "This is a pretty intense two-day experience. I've been coming to the safety conference for years and always take away a wide range of insights and new ideas that I can put in practice from day one when I return to work. Like a lot of repeat attendees, this explains why I come back year after year."

Tim Eckhardt, CTP, chair of NPTC's Safety Committee, director of safety for Dot Foods/Dot Transportation, and winner of the 2022 NPTC Private Fleet Safety Professional of the Year award, said, "My expectations of the conference are exceeded every year. It's just a great venue to learn and connect with safety experts who bring the 'latest and best' information to the show."

2022 Benchmarking Survey update

Later this month, NPTC will release its 2022 Benchmarking Survey Report, which is sponsored by Penske Truck Leasing. The report will examine a number of key operational performance 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.



The benchmarking 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.

As in previous surveys, the most common reasons for operating a private fleet are to gain direct control of transportation capacity on demand, to control costs, and to provide consistent and high-quality customer service.

Private fleets stand out as a dynamically growing transportation market. As the largest sector of the trucking industry, they account for about 50% of all Class 8 truck sales and own or lease some three out of four Class 4 through Class 8 trucks on the road. About 40% of all leased trucks are to private fleet companies. In 10 years, the private fleet vehicle count has risen by 50% among the top several hundred companies, and fleets overall have become more efficient. And a majority of private fleet managers (more than two-thirds) plan to add trucks to their fleet capacity in the years ahead.

NPTC/J.J.Keller upcoming webcasts

Tune in this summer to participate in one of two safety and compliance webcasts jointly sponsored by NPTC and J.J. Keller & Associates.

• **Drug and Alcohol Clearinghouse, July 27** — The Drug and Alcohol Clearinghouse has now been around long enough that the Federal Motor Carrier Safety Administration is beginning to move away from education to enforcement. As a result, carriers need to make sure they are up to date on the requirements and are complying. In this webcast we will discuss the requirements and best practices related to:

- Carrier registration requirements
- Queries a carrier is required to do
- Entries carriers are required to make when it comes to prohibited actions by a driver
- What an investigator will look at during an investigation when it comes to the Clearinghouse requirements.

• **Attracting, Screening and Retaining Drivers in an Age of Driver Shortages (including a look at the under-21 apprentice program), August 31** — Hiring

a driver is potentially the most "at risk" decision a carrier can make. The key to offsetting the risk is to have a process that uses all possible tools to verify that the driver you are about to hire is not the one that will "ruin the company."

With the driver shortage leading to more expansive recruiting efforts and the temptation to lower hiring standards (potentially leading to hiring more problems), it is important that carriers review their hiring process.

In this webcast, we will look at the requirements involved in screening and qualifying a new driver, methods to do it quickly and effectively, and strategies that can be used to keep you from "hiring your next problem."

The webcast will also look at how to safely and effectively hire drivers less than 21 years old. How are private fleets adopting this as a strategy to fill the labor gap? What are the pros and cons and concerns?

To reserve your spot at one or more of these webcasts or if you wish to download a previous earlier webcast, please visit www.jjkeller.com/nptcinfo.

CTP class of 2023 now forming

Candidates for the Certified Transportation Professional (CTP) program are encouraged to register now for their places in the class of 2023. The eligibility application deadline is October 1. The program is sponsored by J.J. Keller & Associates Inc. By earning the CTP designation, you join a group of transportation professionals that 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.

For more information, visit www.nptc.org or contact Kristen Todd at ktodd@nptc.org or 703-838-8841.



NPTC/International Trucks driver All-Star Program

Nearly two dozen drivers will be recognized as NPTC National Driver All-Stars during the NPTC National Safety Conference on September 7-9. Co-sponsored by International Trucks/Navistar Inc., this unique program is designed to recognize NPTC private fleet drivers for meeting high performance standards in the fields of customer service, safety, and compliance.

It recognizes the top drivers of NPTC fleet member companies based on how they perform against their own internal customer service metrics. This program provides a way to recognize any private fleet driver for delivering the high levels of customer service with which private fleets distinguish themselves.

The ceremony recognizing this year's National Driver All-Stars will be on Thursday, September 8.

Coming events...

Mark your calendars now for the following upcoming events:

JULY 27

NPTC/J.J. Keller & Associates Inc. webcast: "Drug and Alcohol Clearinghouse"

AUGUST 1

NPTC Benchmarking Report released

AUGUST 31

NPTC/J.J. Keller & Associates Inc. webcast: "Attracting, screening, and retaining drivers in an age of driver shortages"

SEPTEMBER 7-9

National Safety Conference, Orlando, Florida

OCTOBER 1

2023 CTP eligibility and exam applications due

JANUARY 13, 2023

CTP exam prep workshop, Orlando, Florida

JANUARY 14-18, 2023

Private Fleet Management Institute, Orlando, Florida

FEBRUARY 12, 2023

2023 CTP exam offered at 40 locations across the country

MAY 7-9, 2023

2023 NPTC Annual Conference, Orlando, Florida



By Gary Petty, president and CEO of the National Private Truck Council. His column appears monthly in FleetOwner. The council's website is www.nptc.org.

