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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.



NPTC 2019—YOU MUST BE PRESENT TO WIN

Today's private fleet professional operates under enormous pressure to deliver exceptional performance in the face of immense challenges and rising pressures: aging drivers and a shortage of qualified drivers; balancing new equipment acquisition against capital expenditure restrictions; customer service demands; fuel pricing volatility; private fleet justification; continuously increased costs; rising regulatory mandates; safety and liability pressures; and technology and data aggregation.

In this demanding climate, and with those expectations in mind, NPTC has packed its 2019 Annual Education Management Conference and Exhibition, scheduled for April 14-16 in Cincinnati with valuable insights, best practices, and solutions forged in real world "test tracks" of leading private fleet practitioners. The result is an event designed to deliver exceptional take-away value.

NPTC's Annual Education Management Conference provides you the following tools and resources:

- **Information:** Three general sessions feature industry insights, awards, and recognition.
- **Exhibits:** A world-class exhibit hall is packed with products, resources, and solutions that will increase the effectiveness of your private fleet
- **Networking:** Unparalleled peer-to-peer interaction is forged in an environment of trust, confidentiality, and nondisclosure.
- **Recognition:** The private fleet

community's best and brightest practitioners will be honored for their achievements in safety, for their demonstration and command of the private fleet management disciplines contained in the Certified Transportation Professional program, and for their years of innovative leadership and contributions to the industry.

- **Social:** Meals, events and activities creating an engaged learning atmosphere.
- **Location:** A central setting allows you to optimize your travel time and expense.

- **Education:** A workshop agenda has expanded to some 30 workshops and roundtable discussions that provide illuminating insights and best practices that will help demystify some of the critical issues and challenges that are at the center of your day-to-day world. Over the three-day conference, more than 50 top fleet practitioners will serve as speakers and panelists sharing the most innovative and best ideas in the private fleet community.

The headquarters hotel for NPTC 2019 is the Hilton Cincinnati Netherland Plaza Hotel. NPTC has reserved a block of sleeping rooms at the Hilton at the special rate of \$152 per night. Call 1-800-HILTONS, or visit www.nptc.org to book your room now.

We look forward to seeing you at the NPTC 2019 Annual Education Management Conference and Exhibition.

Remember, you must be present to win!

ANNUAL CONFERENCE PRELIMINARY PROGRAM

SUNDAY, APRIL 14

- 8:00-9:00 a.m. — First Timer's Welcome Breakfast/Reception
- 9:30-10:30 a.m. — Concurrent Workshops
- 11:00-1:00 p.m. — Kick-Off Brunch/General Session/Professional Leadership Awards/CTP Awards Ceremony
- 2:15-5:30 p.m. — Exhibit Hall Grand Opening
- 7:00-9:30 p.m. — Act-1 Reception and Dinner

MONDAY, APRIL 15

- 7:30-8:45 a.m. — Breakfast with Best Practices Roundtable Discussions
- 9:30-10:30 a.m. — Concurrent Workshops
- 11:00-12:45 p.m. — Driver Hall of Fame Luncheon/Fleet Safety Awards
- 1:00-2:15 p.m. — Exhibitor Meeting
- 1:00-2:00 p.m. — Concurrent Workshops
- 2:15-5:30 p.m. — Exhibit Hall Reception Extravaganza

TUESDAY, APRIL 16

- 7:30-8:45 a.m. — Breakfast with Best Practices Roundtable Discussions
- 9:30-10:30 a.m. — Concurrent Workshops
- 10:45-11:45 a.m. — Concurrent Workshops
- 12:00-2:00 p.m. — Benchmarking Luncheon and *Fleet Owner* awards

2019 PRIVATE FLEET MANAGEMENT INSTITUTE

An enormously successful PFMI 2019 held in January in Jacksonville, FL, won enthusiastic endorsement from 110 private fleet practitioners in attendance. This was the second-largest group of attendees in the program's history. A record number of 79 attendees also participated in the CTP Exam Prep Workshop held the day before the PFMI began.

This year's faculty included the following: Lewis Allen, CTP, Director of Fleet Operations, Aaron's Inc.; Meghan Chan, CTP, Fleet Safety & Compliance Manager, Mondelez Global LLC; Jeremy C. Decker, CTP, Transportation Safety Manager, Mennel Milling Company; Scott Duvall, CDS, CTP, Regional Supervisor of Driver Operations, MedTrans LLC; Chris Fada, CTP, General Manager, Ross Transportation Services Inc.; Keith Frantz, CTP, DOT Compliance Manager, ADM Trucking Inc.; Bedford Monday, CTP, Director of Warehouse Operations, The Schwan Food Company; Todd E. Porter, Esq., ARM, Vice President of Safety & Compliance, Sentinel Transportation; Mari Roberts, CTP, Senior Director of Transportation, Frito-Lay Inc.; Mike Schwertsenska, CTP, Director of Transportation

& Logistics, Brakebush Transportation; Andrea Viele, CTP, Group Transportation Manager, Nestlé USA; and Edward Welch, CTP, MBA, Capital Sourcing Manager, Perdue Foods.

This accelerated five-day "graduate level" program helps navigate the five core disciplines of private fleet management: finance, human resources, safety, operations and equipment, and maintenance. This core curriculum has been deemed by the industry's leading practitioners as essential for on-the-job success. The Institute provided a rigorous learning environment in which attendees were exposed to the foundational core disciplines of private fleet management through a series of presentations, roundtable discussions, structured networking activities, and applied learning exercises.

The program provided an excellent resource for those sitting for the Certified Transportation Professional certification examination. Ninety candidates sat for the exam on February 10 at some 40 locations across the country.

NPTC would like to thank all of the speakers, presenters and facilitators without whose help the Institute would not be possible.

2019 WEBCAST SERIES ANNOUNCED

Since 2005, NPTC has teamed with J. J. Keller & Associates to bring you a series of free webcasts on topics that are of high interest to unlocking improved fleet productivity, performance, and efficiency. We now have an archive of more than 50 presentations for you to download and review at your convenience.

These topics are included as part of the new CTP training curriculum, and existing CTPs can get recertification points for "attending." While downloading an event gives you the opportunity to review the materials on your own time, there's no substitute for having the opportunity to participate in the Q&A by attending a live webcast.

Topics that will be discussed this com-

ing year include the following:

- **March 13**—Driver Training and Coaching/Entry-Level Driving Training
- **March 14**—Screening Protocols: What's the Future?
- **May 8**—Understanding FMCSA's Item Response Theory Model for Identifying At-Risk Carriers
- **May 9**—How to Use the DataQ System
- **July 17**—AOBRD to ELD Transition: Auditing Electronic Logs
- **July 18**—Fatigue Management Strategies and Hours of Service
- **October 16**—Vehicle Maintenance Requirements and Best Practices
- **October 17**—Advanced Safety Technologies

coming events...

Mark your calendars now for the following upcoming events:

- ▶ **March 9** — Retake 2019 CTP exam if necessary, offered at regional locations across the country
- ▶ **April 14-16** — NPTC Annual Conference, Cincinnati, OH

NPTC LAUNCHES BENCHMARKING DATA COLLECTION

NPTC is collecting data for the 2019 NPTC Private Fleet Benchmarking Survey Report, sponsored by Trimble Transportation. This survey is designed for the benefit of our fleet members as they seek to compare their operation to other best-in-class performers, thereby validating your performance and identifying areas of opportunity.

The case for private fleet justification has never been stronger and the value of participating in NPTC's Benchmarking Survey Report has never been greater. More than 100 NPTC Private Fleet member companies representing a broad cross-section of industries, markets, and customers contributed data to last year's Benchmarking Survey Report—the largest number in NPTC history. We hope to meet and exceed this target for 2019. We greatly welcome and appreciate your participation!

The Benchmarking Survey helps "sell" the private fleet to owners and upper management. Top decision-makers often do not realize, or underestimate, the significant differentiated value and essential core importance which the fleet contributes to the company's overall success.