



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 BENCHMARKING RESEARCH

The National Private Truck Council has begun collecting information for its 2012 Benchmarking Survey. This survey is designed for the benefit of our members and the private fleet community. The purpose is to help members benchmark their operation to other best-in-class performers, thereby validating performance and identifying areas of opportunity.

For the second year in a row, and free to all attendees of the annual conference, is a Benchmarking Summit scheduled from 2:30 p.m. to 5:00 p.m. on Tuesday, May 1, at the Hilton Cincinnati Netherland Plaza in Cincinnati, OH. The purpose of the summit is to take the NPTC Benchmarking Survey and do a "deep-dive" into the operating characteristics that would be pertinent to NPTC fleet members. The summit will begin with a preliminary report based on the findings to date of the NPTC Benchmarking Survey. This presentation is open to all attendees registered for the full annual conference. After that, attendees will divide along functional operational lines (long-haul, over-the-road, direct-store-delivery, flatbed, public utilities, bulk, medium-duty and the like) into small discussion groups that will be self-directed, set their own agenda, discuss topics, and follow-up plans.

RECORD NUMBER OF CTP GRADUATES

On Saturday, February 11, 74 candidates sat for the prestigious Certified Transportation Professional exam in 32 locations. This is the highest number of registered candidates to sit for the exam. Those candidates who earned their certification degree will be announced at the NPTC annual conference.

ANNUAL EDUCATION MANAGEMENT CONFERENCE

The National Private Truck Council's 2012 Annual Education Management Conference and Exhibition, to be held April 29-May 1 in Cincinnati, promises to deliver valuable information, education, insights and exceptional value. The annual conference will offer a value-packed program featuring the following tools and resources:

□ **Information.** NPTC is pleased to announce a professional and stimulating lineup of keynote speakers including Commander Kirk Lippold, USN (Ret.), the inspirational leader and Commanding Officer of the *USS Cole* when it came under a suicide terrorist attack by al Qaeda in the port of Aden, Yemen; Merril Hoge, former NFL Star, ESPN analyst, and cancer survivor; and Kenny Vieth, president and senior analyst, ACT Research Co.

□ **General Sessions.** NPTC 2012 features several general sessions, including a special presentation focusing on the latest regulatory and legislative information affecting the private fleet community.

□ **Exhibits.** A world-class exhibit hall packed with products and solutions that will increase the effectiveness of your private fleet. Already, we have more than 150 exhibitors that have confirmed space.

□ **Networking.** Unparalleled peer-to-peer interaction.

□ **Recognition.** Honoring the private fleet community's best and brightest practitioners for their achievements in safety, leadership and environmental responsibility.

□ **Social.** Meals, events and activities that create an engaged learning atmosphere.

□ **Location.** A central setting that allows you to minimize your travel time and expense.

□ **Education.** More than 20 workshops and seminars 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.

Following is just a partial listing of some of the topics featured at NPTC 2012: fuel economy strategies; performance-based driver coaching ROI strategies and capital expenditures; defining, measuring and improving key performance indicators; alternative powered equipment; preventive maintenance for fuel economy; maintenance software solutions; standardizing the fleet spec, pros and cons; driver wellness programs; performance management tools for transportation staff; building bench strength; lean management techniques; driver shortages and the supply chain; crisis management communication with the C-level; improving efficiency to reduce inventory costs; capacity strategies and private fleet optimization; managing the blended fleet; managing the roadside inspection; preparing for CSA interventions; routing technologies; and training drivers on technology.

NPTC has reserved a block of rooms at the Hilton Cincinnati Netherland Plaza Hotel at the special rate of \$135 per night (single/double). Go to www.nptc.org for more information.

coming events...

Mark your calendars now and reserve your space at the following upcoming events:

NPTC ANNUAL CONFERENCE

April 29 – May 1, 2012

NPTC/J.J. KELLER WEBCAST: ROADSIDE INSPECTIONS

May 9, 2012

NPTC/J.J. KELLER WEBCAST: IMPROVING FLEET PRODUCTIVITY THROUGH LEAN MANAGEMENT

July 11, 2012

BOARD & COMMITTEE MEETINGS

September 12, 2012

NPTC NATIONAL SAFETY CONFERENCE

September 13-14, 2012

NPTC/J.J. KELLER WEBCAST: EFFECTIVE SAFETY TRAINING PROGRAMS

October 3, 2012

NPTC/J.J. KELLER FREE WEBCAST SERIES

More than 200 people registered to attend the March 7 free webcast on “Handling CSA Interventions” sponsored by NPTC and J.J. Keller & Associates. The webcast examined the Federal Motor Carrier Safety Administration’s new safety enforcement and compliance model. Many thanks to Carol Heinowski of Meijer Inc. for lending her insights and perspectives.

The CSA webcast, which played to outstanding reviews, is available for downloading (as are the more than 29 other webcasts conducted to date) at www.jjkeller.com/nptcinfo.

Our upcoming calendar of events will feature:

- May 9 – Roadside Inspections
- July 11 – Improving Fleet Productivity Through Quality and Lean Initiatives
- October 3 – Effective Safety Training Programs

Registration is open to all NPTC members free of charge. Please visit www.jjkeller.com/nptcinfo for more information.

NPTC/IDEALEASE SAFETY SEMINAR SCHEDULE

NPTC, in partnership with Idealease of North America, is again offering a series of one-day safety and compliance seminars in 30 locations throughout North America. The one-day seminar, which has already been held in 12 cities, focuses on basic safety and compliance, regulation changes and CSA. The seminar provides important information applicable for both the novice and experienced transportation professionals.

Following is the remaining schedule:

- April 10 — Springfield, IL
- April 11 — Wausau, WI
- April 11 — Harrisburg, PA
- April 12 — Philadelphia, PA
- April 12 — Minneapolis, MN
- April 18 — Sacramento, CA
- April 19 — San Leandro, CA
- April 19 — Kansas City, KS
- April 24 — Monroe, LA
- April 25 — Tupelo, MS
- April 26 — Memphis, TN
- May 2 — Flint, MI

Please visit the NPTC website for more detailed information.

PRIVATE FLEET MANAGEMENT ONLINE

A new and enhanced interactive training curriculum for transportation managers is now being developed by NPTC and Instructional Technologies Inc. The online curriculum promises to deliver education and training that is practical, relevant, real-job focused—and both convenient and affordable. It will provide the foundational learning experiences for private fleet managers as they prepare for their Certified Transportation Professional® (CTP) designation. This experience-based educational and management training will prepare managers for the disciplines of running a private fleet.

The curriculum is based on 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 and workforce development; and equipment and maintenance strategies.

ACT RESEARCH ECONOMIC TREND REPORTS

NPTC and ACT Research have teamed up to perform a variety of macroeconomic trend reports for NPTC about the private fleet market. These reports break “new ground” as they represent the first distinct macroeconomic statistical data analysis of private trucking operating trends. The reports help private fleets gain a greater understanding of how big picture trends and metrics about private fleets help “sell” the private fleet value. In addition, the reports will be complementary to the “tactical” data produced each year by NPTC via the Benchmarking Survey and Benchmarking Summit.

CTP RECERTIFICATION PROCESS

With the latest class of graduates, NPTC now has nearly 900 people who have achieved the status as a Certified Transportation Professional®.

Recertification is a mandatory element of all job-based certification programs. NPTC’s CTP® program is no different. The recertification requirements, established by the NPTC Institute Board of Governors in 1994, are reviewed annually. The recertification guidelines are designed to ensure the continued transportation-related education of the individuals who earn the CTP designation. Recertification points can be earned in a variety of ways, including attendance at various NPTC events, participating in various committees, or speaking in one of our many workshops, seminars or webcasts.