



NATIONAL PRIVATE TRUCK COUNCIL NEWSLETTER

ACTIVITIES AND EVENTS OF THE NATIONAL PRIVATE TRUCK COUNCIL



By Gary Petty,
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the National Private
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column appears monthly
in *Fleet Owner*. The
council's website is
www.nptc.org.

WEBINARS FOCUS ON IMPLEMENTING DRIVER PERFORMANCE TECHNOLOGY

J. J. Keller and the National Private Truck Council (NPTC) are again teaming up to continue their series of informative webcasts in 2009.

August 19—OSHA Compliance for Private Fleets: What OSHA standards apply to private fleets? When does OSHA have jurisdiction versus the DOT or EPA? What triggers an OSHA inspection and what can you expect? What is meant by the "general duty clause?" This webcast will provide the answers. You will gain a better understanding of OSHA regulations and when DOT regulations take precedence over OSHA and vice versa. The webcast will also take a look at lockout/tagout, personal protective equipment, hazard communication, and noise exposure. Finally, you will find out how the OSHA inspection process works and learn basic "how-to" compliance practices for Right-To-Know, PPE, loading dock/warehouse, and training.

October 21—Accident Management: A Nuts and Bolts Approach: We've received numerous questions related to practical, step-by-step procedures for managing accidents. While accident kits with cameras are a great starting point for collecting information at the scene of an accident, they should be complemented with driver and driver supervisor training on how to collect data and what to do with that data. This webcast will highlight what such training should cover on topics including: data gathering and use, claim handling, driver/manager checklists, elements of driver training, investigation and reporting, picture taking, accident reconstruction basics and more.

To register for these free webcasts, visit www.jjkeller.com/nptcinfo.

2009 NATIONAL SAFETY CONFERENCE

The National Private Truck Council (NPTC) will hold its sixth annual National Safety Conference Sept. 10-11 at the Hyatt Dulles in Herndon, VA, near Dulles International Airport, just outside of Washington, D.C. Last year's safety conference came close to selling out. Get your registration in early this year so you don't miss out on this important and informative industry event. The program will focus on the following topics:

► **Creating a Culture of Safety:** In this session, you will learn how two private fleets successfully established a culture of safety and how it has already produced dividends.

► **Safety for the Long Haul: Large Truck Crash Risk, Causation, and Prevention:** This session will detail critical information needed to support the safety initiatives, strategies and management philosophies to improve safety of commercial trucking operations.

► **CSA 2010:** Learn how the Federal Motor Carrier Safety Administration plans to achieve its mission of reducing commercial motor vehicle crashes, fatalities, and injuries through better ways of identifying high risk carrier and driver behaviors and applying a wide range of interventions to correct these high risk behaviors before they become chronic and habitual.

► **NPTC Best Practices Safety Guide:** Learn how to identify any gaps and opportunities in your existing fleet risk management approach by investigating your performance in a number of safety-related areas.

► **Accident Reconstruction and Commercial Vehicle Crash Scene Management:** Proper documentation of crash scene physical evidence is one of the most important phases in the commercial vehicle accident reconstruction process and critical in determining who was at fault and who's liable.

► **Safety Technology Review:** By strategically integrating active safety technologies both on the vehicle and on the roadside, the potential exists to improve safety. Learn how the federal government evaluates the effectiveness of such technology, the cost-benefit implications, and where the future of such technologies resides.

► **Inoculating Your Fleet from Liability Exposure: An Attorney's Perspective:** Learn from a practicing attorney how your fleet may be vulnerable and what you can do to help shield your operation from claims.

► **Creating an Effective Driver Wellness Program:** Learn how fleets have enjoyed success in controlling health care costs by helping drivers and other employees develop healthier lifestyles.

For more information about the National Safety Conference, visit NPTC's web site at www.nptc.org.

COMING EVENTS

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

NATIONAL SAFETY CONFERENCE

Sept. 10-11, 2009, Herndon, VA

CTP® ELIGIBILITY APPLICATIONS DUE

Oct. 1, 2009

CTP® EXAM APPLICATION DUE

Nov. 15, 2009

CTP EXAM PREP WORKSHOP

Jan. 15, 2010, Jacksonville, FL

2010 PRIVATE FLEET MANAGEMENT INSTITUTE

Jan. 16-20, 2010, Jacksonville, FL

2010 CTP EXAM

Saturday, Feb. 13, 2010, at various locations across the U.S. and Canada

NPTC ANNUAL CONFERENCE 2010

Apr. 18-20, 2010, Cincinnati, OH

CTP CLASS OF 2010 NOW FORMING

Candidates for the Certified Transportation Professional® (CTP) program are encouraged to register now for their places in the Class of 2010. The Eligibility Application deadline is Oct. 1. By earning the CTP designation, you join a group of transportation professionals who 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. Since 1993, more than 600 transportation professionals have earned the right to use the CTP® designation after their names. To learn more about the CTP program, visit www.nptc.org, or contact Kristen Feeney at kfeeney@nptc.org or 703-838-8841.

NPTC SAFETY COMMITTEE MEETS IN MICHIGAN

The NPTC Safety Committee Meeting convened in Auburn Hills, MI, for its summer meeting. One of the highlights was a visit to the Ford Test Track in Romeo, MI, for a hands-on demonstration of the latest safety technologies:

► **Roll Stability Control:** These systems are designed specifically to help maintain vehicle stability and aid in reducing tractor-trailer rollovers and their related costs. Stability Control is an active vehicle safety system that automatically intervenes if a high rollover risk is detected while driving by automatically reducing vehicle speed.

► **Collision Safety System:** A system to automatically maintain a safe following distance and help avoid or reduce the impact of rear-end collisions by active braking as needed.

► **Advanced Electronic Braking:** An inside look into antilock braking system technology, automatic traction control, and other key vehicle control system features to deliver the next generation of braking control. EBS utilizes electronic vehicle control for the braking system. An electronic signal replaces the air signal sent by the brake pedal to activate the brakes, improving stopping distances and braking system performance.

Many thanks to ArvinMeritor and Meritor WABCO for arranging this valuable instruction and demonstration of advanced safety technologies.

NPTC 2009 BENCHMARKING SURVEY REAFFIRMS PRIVATE FLEET VALUE

Not surprisingly, the NPTC 2009 Benchmarking Study revealed that customer service continues to be the overwhelming reason why companies operate a private truck fleet. Delivering exceptional customer service, however, is growing increasingly challenging, according to the private fleet respondents.

In an effort to continue to improve utilization and reduce the number of empty miles, 50% of the survey respondents report having for-hire authority.

Another strategy employed by many fleets to boost operating efficiency is slip seating. This year, more than 60% of the respondents report employing slip seating in at least a portion of their fleet, a slight increase over last year's 53%.

Fleets in the survey reported very low driver turnover—an important strategy in helping to improve performance. Although labor issues remain a significant challenge for survey respondents, they continue to report retention and turnover performance of 14%.

Yet another effective strategy private fleets have employed to help improve their productivity is the deployment of onboard technology to track and monitor their assets, driver performance, fuel economy, safety and on-time performance.

NPTC fleets in the survey continue to report an outstanding safety record whether measured by preventable accidents per million miles (total crashes resulting from errors, deficient conditions, work processes or other problems that could have been prevented multiplied by one million and divided by total miles), non-preventable accidents per million miles (total crashes in which no errors, deficient conditions or work processes could be identified that contributed to the occurrence multiplied by one million and divided by total miles), or by DOT recordable accidents per million miles (DOT recordable crashes multiplied by one million and divided by total miles). Private fleets reported a DOT recordable crash rate of less than 0.5 crashes.

Despite the pressures confronted by private fleets, the benchmarking report contained an overwhelmingly upbeat message: seven out of ten respondents report that they expect their fleet to handle more freight over the next five years.

The message is clear: Private fleets have responded to the dramatic challenges by delivering more value-added, integrated supply chain management and superior customer service at costs generally better than market rates.