



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.

2015 BENCHMARKING SURVEY UPDATE

Earlier this month, NPTC released its 2015 Benchmarking Survey Report, which examines a number of key operational and 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 (1) to gain direct control of transportation capacity on demand, (2) to control costs, and (3) 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 approximately 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, even as the existing population has 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.

Thank you to all of the companies that participated in the survey.

2015 NATIONAL SAFETY CONFERENCE

The NPTC 2015 National Safety Conference has been carefully designed to address those safety issues of critical importance to private fleet operators and to provide real-world solutions that attendees can implement in their fleet operations immediately.

The preliminary program is designed to optimize return-on-investment for all attendees. It's an intense, concentrated overview of key issues of interest and importance to running private fleet operations at an exceptionally high standard of safety. The agenda includes an update on federal regulations; private fleet case studies in safety excellence; a recap of several leading safety technologies; a recognition ceremony honoring top performing drivers; safety-in-the-round break-out sessions; data mining and predictive modeling; and best safety practices. Speakers are recognized experts, including more than 15 private fleet practitioners who manage outstanding safety programs at their respective companies.

The preliminary program includes discussions on the following:

- The Efficacy of Active Safety Technologies and Policies
- Predictive Analytics: Using Data to Prevent Accidents
- Medical Card Open Forum
- Successful DataQs Strategies
- Mock Auditing
- Driver Recruiting and Hiring Standards and the PSP Process
- Driver Training Best Practices
- Ensuring Compliance for Multiple Sites
- Key Performance Safety Metrics
- The Aging Driver and Workers' Comp
- Effective Background Investigations
- The Catastrophic Accident and How Safety Policies Can Mitigate Accident Liability
- Behavior Based Safety Strategies
- Managing the "Eaches" – What the Data Is/Is Not Telling You
- Effective Screening Protocols
- Developing an Effective Safety Policy
- Using CSA to Improve Safety
- Safety and Private Fleet Justification

The National Safety Conference will be held at the Hyatt Dulles Hotel on Sept. 10-11 in Dulles, VA. NPTC has a block of sleeping rooms reserved at the Hyatt at the special rate of \$189 per night (single/double). NPTC has an obligation to fill this block of rooms, and they will sell out quickly. Call 703-713-1234 to make your hotel reservation.

coming events...

Mark your calendars now for the following upcoming events:

NATIONAL SAFETY CONFERENCE

September 10-11, 2015 – Dulles, VA

2016 CTP ELIGIBILITY APPLICATIONS DUE

October 1, 2015

2016 CTP EXAM APPLICATIONS DUE

November 15, 2015

2016 CTP EXAM PREP WORKSHOP

January 15, 2016, Jacksonville, FL

2016 PRIVATE FLEET MANAGEMENT INSTITUTE

January 16-20, 2016, Jacksonville, FL

2016 CTP® EXAM

February 13, 2016, offered at dozens of regional locations

2016 NPTC ANNUAL CONFERENCE

April 24-26, 2016, Cincinnati, OH

CTP CLASS OF 2016 NOW FORMING

Candidates for the Certified Transportation Professional® (CTP) program are encouraged to register now for their places in the Class of 2016. The Eligibility Application deadline is October 1, 2015.

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 1,400 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 Todd at ktodd@nptc.org or 703-838-8841.

FALL MEETING SCHEDULE

The fall meetings of the NPTC boards and committees are scheduled for Wednesday, Sept. 9, at the Hyatt Dulles Hotel in Herndon, VA.

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| 1:00 – 4:00 p.m. | NPTC Institute Board of Governors and NPTC Board of Directors meeting – Combined meeting |
| 4:00 – 4:15 p.m. | Break |
| 4:15 – 5:30 p.m. | NPTC Board of Directors meeting |
| 5:30 – 6:30 p.m. | NPTC Standing Committees (Legislative and Regulatory Advisory Committee, Safety Committee, Membership Committee, PR/Marketing Committee) |
| 6:30 – 7:30 p.m. | Sponsored reception |

Reservations can be made by calling the Hyatt Dulles Hotel at 703-713-1234 in order to get the special room rate of \$189 and guarantee room availability. Mention that you are with the “National Private Truck Council” group to get the special room rate. The hotel is located adjacent to Dulles International Airport (outside Washington, D.C.) and is served by a complimentary hotel airport shuttle.

NPTC/J.J. KELLER FREE WEBCASTS

In July, NPTC and J.J. Keller & Associates offered two webcasts free to NPTC members. “Active Safety Technologies” featured Joe Laskowski, CTP, director of fleet safety & compliance, MedTrans LLC and covered various types of onboard safety systems that manufacturers and aftermarket companies are offering. It looked at the experience of fleets using technologies such as collision warning systems, lane departure warning systems, electronic stability control, automated transmissions, and disk brakes.

“Predictive Analytics and Driving Behaviors” featured Cameron Hafer, DOT Compliance, Driver Development & Transportation Safety for Trans Papa Logistics Inc. This webcast discussed how to use available data to determine which of your drivers are potentially unsafe and how to stop the behavior that is making them unsafe. During the webcast, we looked at driver performance tracking systems that are available on a fleet’s existing equipment and in the existing data that is available, as well as additional in-depth systems.

Upcoming webcasts, to be held on October 14 and 15, will focus on CSA updates and successful DataQs strategies, respectively.

In the first webcast, we will provide an update on CSA, and we will be highlighting the past, recent and upcoming changes to the CSA program, as well as the increased use of the focused off-site investigations and the cooperative safety plan intervention options, the status of the crash preventability study, and the safety fitness determination proposal. We will also look at strategies carriers can use to hopefully prevent being selected for an intervention.

The second webcast will explore FMCSA’s DataQs system, which allows you to request and track a review of Federal and State data issued by FMCSA that you feel may be incomplete or incorrect. Failing to use the system can impact your scores in CSA, as well as give officers on the road and investigators at the FMCSA the wrong impression of your company. In this webcast, we will discuss how to spot something that should be in your data or that is incorrect, how the DataQs process works, and the tactics that should be used to be successful when filing a DataQs challenge.