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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.



2017 NATIONAL SAFETY CONFERENCE

The National Safety Conference scheduled for September 14-15 at the Hyatt Regency Dulles near Washington Dulles Airport is designed to provide insights, tools and resources for private fleet safety professionals in their efforts to enhance compliance.

The 2017 Benchmarking Report released recently underscores that commitment to safety. Private fleets reported a DOT Recordable crash rate roughly three times better than the industry average, according to Federal Motor Carrier Safety Administration (FMCSA) officials.

Despite having the best safety programs and safety records in the industry, however, private fleet safety professionals are up against a daunting reality. It is a given that operating a commercial vehicle on America's roadways gets more risk-filled and dangerous every day.

Distracted driving. Congestion. Many private fleet companies featured in the conference program are taking proactive, mitigating measures while improving their overall safety profile in the process. The conference considers unique approaches to safety performance standards expected of drivers through training and coaching, improving safety protocols, deploying the latest safety tools, and introducing the most innovative safety technology now available.

Other key topics include an overview of the Trump administration's new focus on motor carrier safety and a presentation on the industry's top

safety challenges, including distracted driving.

In addition, the program will take an inside look at driver screening best practices, insights into using advanced technology to radically improve safety, applying advanced data analytics to prevent accidents, and showing how safety policies can mitigate liability and reduce distracted driving habits.

Several concurrent "safety-in-the round" open forum discussion groups are planned. Topics include enhancing background searches, electronic logging devices, accident reconstruction, managing multiple/remote locations, maintaining high safety standards while dealing with an aging driver workforce, safety training programs, enhanced safety meetings, and effective driver orientation.

An annual conference highlight is the National Driver All-Star recognition ceremony co-sponsored by NPTC and International Trucks/Navistar Inc. This highly successful program now in its tenth year is designed to recognize the nation's top private fleet drivers who so uniquely distinguish themselves as a competitive advantage for their companies based on their safety, compliance and customer service skills.

Finally, a special presentation features discussion of active safety technologies including collision mitigation, automated transmissions, electronic stability control, lane departure warning, in-cab cameras, and disc brakes. For more information, visit www.nptc.org.

Benchmarking Survey Update

NPTC's 2017 Benchmarking Survey Report examines a number of key operational and performance issues. It 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 to Class 8 trucks on the road. About 40% of all private fleets lease their equipment.

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.

NPTC/J.J. KELLER WEBCAST UPDATE

Last month, more than 900 people tuned in to participate in one of two webcasts jointly sponsored by NPTC and J.J. Keller & Associates. "CSA and the Safety Management System" took an in-depth look at how the safety management cycle systematically assesses a company's safety management practices and helps target improvements where necessary.

The webcast showed how to enhance efficiencies and reduce costs and fines by finding ineffective and wasteful procedures, saving time and money in responding to regulatory compliance issues and reducing the financial costs of crashes. The featured fleet presenter was Carol Heinowski, logistics manager, Meijer Inc., and chair of the NPTC Safety Committee and vice chair/chair-elect of the NPTC board of directors.

The second webcast, which focused

on roadside inspections, looked at what is currently required under law and how fleets can develop a regimen of a complete pretrip at the beginning of the day, every time the vehicle is parked, and at the end of the day to check the vehicle and to spot defects. The featured fleet speaker was Keith Frantz, CTP, compliance manager, ADM Trucking Inc. and member of the NPTC Institute Board of Governors.

The following webcasts are scheduled for later this year:

- Hours of service and the 34-hour reset, October 18
- Electronic logging devices, October 19

Go to www.jjkeller.com/nptcinfo to reserve your spot at one or more of these webcasts or download a previous earlier webcast.

BOARD & COMMITTEE MEETINGS

The fall meetings of the NPTC boards and committees are scheduled for Wednesday, September 13, at the Hyatt Regency Dulles in Dulles, VA.

- 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

CTP CLASS OF 2018 NOW FORMING

Candidates for the Certified Transportation Professional® (CTP) program are encouraged to register now for their place in the Class of 2018. The Eligibility Application deadline is October 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.

Since 1993, more than 1,500 trans-

portation professionals have earned the right to use the CTP® designation after their names. NPTC is pleased to announce that J. J. Keller & Associates will be the sponsor of the CTP program. The company's wealth of knowledge, insight and experience will enhance the content, training and curriculum and take the learning experience to new heights.

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

coming events...

Mark your calendars now for the following upcoming events:

- September 14-15 — NPTC National Safety Conference, Dulles, VA
- October 1 — 2018 CTP eligibility applications due
- November 15 — 2018 CTP exam applications due
- January 12, 2018 — CTP exam prep workshop, Jacksonville, FL
- January 13-17, 2018 — Private Fleet Management Institute, Jacksonville, FL
- February 10, 2018 — CTP exam will be offered at 40 locations across the country
- April 29-May 1, 2018 — NPTC Annual Conference, Cincinnati, OH

NPTC/IDEALEASE 2017 SAFETY SEMINARS

NPTC and Idealease will again be hosting safety seminars this year. The one-day seminars will focus on the new electronic logging device regulation, basic safety and compliance, regulation changes, and CSA.

The seminars will be provided at no charge to all Idealease customers, potential customers and NPTC members. The seminars provide important information applicable for both the novice and experienced transportation professionals.

- Register now by visiting www2.idealease.com.
- Sept. 12 — Santa Rosa, CA
- Oct. 3 — Charlottesville, VA
- Oct. 4 — Erie, PA