



# NATIONAL PRIVATE TRUCK COUNCIL NEWSLETTER

## ACTIVITIES AND EVENTS OF THE NATIONAL PRIVATE TRUCK COUNCIL



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](http://www.nptc.org).

**WEBCAST A SUCCESS:** In partnership with NPTC, J.J. Keller & Associates presented its third in a series of informative webcasts entitled "AVOIDING NEGLIGENT HIRING – Getting Started, the First 90 Days, and Beyond." The webcast, which ran in two sessions of one hour each on December 8, 2005, featured Rick Schweitzer, NPTC General Counsel; Al Jankauskas, Associate Director, Transportation Operations, Kraft Foods, Inc.; Mark Weaver, Safety Consultant, J.J. Keller & Associates, Inc., and Gary Petty, President and CEO, NPTC. The panelists focused on the importance of having a clear and concise understanding of the employment "deal" between company and driver, with a set of mutual expectations set forth on both sides to avoid misunderstandings and potential conflict. Several examples were shared describing how failure to properly supervise and manage the driver can result in potential exposure to liability for the hiring company. Download the webcast at [jjkeller.com/supervision](http://jjkeller.com/supervision).

**"WHY JOIN NPTC?" DVD VIDEO AVAILABLE:** NPTC is pleased to announce that a new membership promotional DVD video is available to members and prospective members. The video, produced by L&M Productions, the company which helps NPTC run its highly successful Annual Conference and Exhibition, features representatives of several leading NPTC member-companies giving their personal testimony to the value and relevancy of NPTC to their business and professional careers. Entitled, "WHY JOIN NPTC?" the video is free upon request by calling NPTC Headquarters at (703) 683-1300.

**"MEET AND GREET" NPTC EVENT:** The Council held a special membership recruiting event this fall at the Sofitel Hotel in suburban Chicago. Sponsored by EPIC Media Group, Inc., the program featured an overview of NPTC services and benefits, plus a description of the new Standards for Fleet Excellence program. EPIC Media Group, Inc., presented an overview of the fleet-side advertising market for private fleets, and showcased the work of one of their leading customers and NPTC member.

### ➤ FLEET MANAGEMENT INSTITUTE 2006

The National Private Truck Council (NPTC) has scheduled its annual Fleet Management Institute, featuring new and updated material, an all-star speaker line-up and the industry's first look at the newly-created Standards of Private Fleet Excellence. The Institute is scheduled for January 14-18, 2006 at the Jacksonville Riverfront Hilton Hotel in Jacksonville, Florida.

The Institute is a concentrated, five-day immersion in the core private fleet management curriculum designed to meet the demanding needs of today's professionals: Fleet Finance; Operations; Safety and Security; Human Resources; and Maintenance and Equipment.

This year's agenda draws from updated content which reflects the most current insights into best practices, benchmarking and operational excellence in the private fleet community. Specific workshops will focus on emerging technologies, strategic planning, justifying the private fleet, private fleet financial models, recruiting and hiring skills, backhaul strategies, driver leasing, lease vs. buy, outsourced maintenance, life cycle costing, accident investigation and human resource management strategies among many others.

For more information about the Fleet Management Institute, visit [www.nptc.org](http://www.nptc.org), or call Tom Moore, CTP, at (203) 241-6247.

### ➤➤ NPTC OFFERS SAFETY AWARDS PROGRAMS TO MEMBERS

NPTC offers three recognition awards to deserved individuals and companies for their loyalty, hard work and accomplishments.

- **DRIVER HALL OF FAME** – The NPTC Driver Hall of Fame, sponsored by Bridgestone/Firestone, honors four exceptional drivers each year who are inducted into this elite group. Minimum qualifications – driver must have driven 2-million miles, 20 years or 50,000 hours with no preventable accidents. Drivers must be a regularly-employed full-time, leased, or dedicated driver of an NPTC member company. All eligible drivers are awarded a certificate of achievement.

- **FLEET SAFETY AWARDS** – The Fleet Safety Awards, sponsored by Bridgestone/Firestone, recognize fleets for outstanding and/or improved safety records based on their crash rates. First, Second and Third Place awards are given for Large and Small fleets in each of the three operational categories (local, regional, mixed). These awards also present Gold, Silver and Bronze Seal Certificates to private fleets who have reduced their vehicle accident frequency rates.

- **DODI REAGAN HUMANITARIAN AWARD** – Dodi Reagan was a former NPTC Director of Safety Programs and long-time employee who died in early 1997. Her extraordinary commitment to the truck driving profession was exceeded only by her incredible dedication to community service and helping others. This award, a tribute given in her honor, is intended to recognize a driver, ex-driver or CDL A or B mechanic with a similar outstanding commitment to improving the condition of fellow human beings. Nominees must demonstrate an ongoing commitment to community service. The community service efforts must be voluntary.

# COMING EVENTS

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

**CTP® Exam Prep Workshop**  
January 13, 2006, Jacksonville Hilton Hotel  
Jacksonville, Florida

**FLEET MANAGEMENT INSTITUTE**  
January 14-18, 2006, Jacksonville Hilton Hotel  
Jacksonville, Florida

**NPTC 2006 ANNUAL EDUCATION MANAGEMENT CONFERENCE & EXHIBITION**—April 30 – May 2  
Renaissance Hotel and Nashville Convention Center  
Nashville, Tennessee

**CTP® Exam**  
February 11, 2006  
41 Locations

**Idealease Safety Seminars**  
February 8 – San Jose, CA  
February 16 – Salt Lake City, UT  
February 22 – Phoenix, AZ

## CERTIFIED TRANSPORTATION PROFESSIONAL (CTP®) – UPDATE

**Exam Locations** — Examination locations are now posted on NPTC's website [www.nptc.org](http://www.nptc.org). The exam will take place February 11, 2006 at more than 41 sites in the U.S. and Canada.

**Be Prepared — We'll Show You How!** — NPTC offers several programs that are designed to help candidates prepare for the CTP® Exam:

**Exam Prep Workshop** — Offered in January, it provides a review of the knowledge considered essential for passing the CTP® Exam. This is scheduled for Friday, January 13, 2006 in Jacksonville, Florida.

**Fleet Management Institute** — A week-long educational program that offers comprehensive instruction, education and activities designed to enhance your understanding of the private fleet curriculum.

**Fleet Learning Center** — An online training center offering five interactive courses encompassing the knowledge needed to complete the CTP® Program. You have 60 days to complete each course. CTP® candidates receive an electronic version of each course when they submit their Exam Application.

Since 1993, more than 450 transportation professionals have earned the right to use the CTP® after their names. To learn more about the CTP® program, click on <http://www.nptc.org/cert/cert.html> or contact Kristen Feeny at [kfeeny@nptc.org](mailto:kfeeny@nptc.org) or (703) 683-1300, ext. 223.

## NPTC 2006 Annual Education Management Conference and Exhibition — "Tuning Up for the Road Ahead"

April 30 - May 2, Renaissance Hotel and Nashville Convention Center, Nashville, Tennessee

NPTC is pleased to announce that noted author, speaker, entrepreneur and innovative guitarist, **Robin Crow**, will be the keynote speaker at NPTC 2006. Mr. Crow has forged a remarkable career on his journey from struggling musician to national recording artist to successful CEO. His business, Dark Horse Recording, has set the standard for customer service and excellence in the recording industry. "Leadership is not about ability, it's about responsibility," says Crow. Don't miss the opportunity to hear this dynamic and unusual motivational speaker at the NPTC 2006 Kickoff Brunch on Sunday, April 30.

The Exhibit Hall is quickly filling up with companies that will be showcasing state-of-the-art equipment, technology and services catering to the transportation industry. Plans for an "Exhibit Extravaganza" on May 1 are in the final stages and will be announced shortly.

The Annual Conference Planning Committee, representing both Fleet and Allied NPTC Member companies, is fine-tuning the 20-plus education workshops that will be offered.

### BENCHMARKING SURVEY 2006

NPTC will be conducting a private fleet operations benchmarking and best practices survey in the spring of 2006. The survey will be based on the Standards for Fleet Excellence program which identifies the most commonly recognized benchmarks used by leading private fleets. Some 199 fleet companies participated in the 2005 Benchmarking Survey and more are expected to do so in 2006.

### NPTC KEYNOTE SPEECHES

The Council gave keynote presentations before the *Beverage World Magazine's Beverage Fleet Summit 2005* in Phoenix, Arizona, and the Driver Employer Council of America's Annual Board Meeting in Marco Island, Florida.



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NOT A MEMBER YET? RETURN THIS COMPLETED FORM FOR MORE INFORMATION.

**YES, I'm interested in NPTC Membership!**

Name \_\_\_\_\_ Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Telephone \_\_\_\_\_ Fax \_\_\_\_\_  
Email \_\_\_\_\_