



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.

NPTC ANNOUNCES ITS 2009 SAFETY AWARDS

NPTC offers four recognition awards to deserved individuals and companies for their loyalty, hard work and accomplishments. Applications must be postmarked by Saturday, January 31, 2009.

► **FLEET SAFETY AWARDS:** These awards, co-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). Private fleets that have reduced their vehicle accident frequency rates will also be honored.

► **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. The minimum qualifications: a driver must have driven two million miles, 20 years or 50,000 hours with no preventable accidents.

► **FLEET GRAPHICS AWARDS:** The NPTC 2009 Commercial Fleet Graphics recognizes eye-catching fleet graphics that feature cost-effective advertisements for a company's products; and sharp, professional designs help establish a positive public image for fleet owners and operators.

► **DODI REAGAN HUMANITARIAN AWARD:** Dodi Reagan, a former NPTC safety program director, had an incredible dedication to community service and helping others. This award, a tribute given in her honor, will recognize an individual who has demonstrated a continuing voluntary commitment to improving the human condition.

► NPTC PRIVATE FLEET MANAGEMENT INSTITUTE 2009

The National Private Truck Council (NPTC) will hold its annual Private Fleet Management Institute (PFMI) January 17-21, 2009, at the Crowne Plaza Jacksonville Riverfront Hotel in Jacksonville, FL. The Private Fleet Management Institute is a five-day intensive educational program offering courses on fleet finance, operations, legal, regulatory and safety compliance, human resources, maintenance and equipment.

"The NPTC 2009 Private Fleet Management Institute is a great learning opportunity packed with tremendous take-home value," said Gary Strausbaugh, CTP, chairman of the NPTC Institute Board of Governors and vice president of transportation of Mennel Milling Co. "Given today's turbulent economic environment, private fleet managers must look for new ways to enhance their operating knowledge and expand their personal and professional effectiveness."

A faculty consisting of some of the nation's most experienced and respected private fleet management professionals will guide the learning experience through a series of workshops, panel discussions, lectures and interactive formats designed to enhance the attendees' educational experience and ensure their grasp of key private fleet management disciplines.

Four of the most pressing challenges facing private fleet operations—data management and integration, fuel economy, backhaul optimization, and environmental stability—will be featured in multiple presentations. Financial strategies for the private fleet executive will be covered, including communicating private fleet value; profit center vs. expense center; financial reporting and budgeting; key performance indicators; return on investment measures; and lease vs. buy.

The Institute will also feature an in-depth look at maintenance strategies for the private fleet including establishing a system for compliance; managing multiple sites; trade cycle strategies; specifying best practices; improving fuel economy; and outsourcing strategies. PFMI will also delve into the recruiting, hiring, coaching and discipline of employees. Other human resource topics will include driver scorecards, driver compensation, and incentives. On the safety front, attendees will learn the basics of how to develop an effective safety program and how to survive a DOT compliance review.

For more information about the Private Fleet Management Institute or the special one-day certification exam workshop, visit NPTC's web site at www.nptc.org, or call Tom Moore at 703-838-8898.

COMING EVENTS

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

CTP® EXAM PREP WORKSHOP

January 16, 2009, at the Crowne Plaza Jacksonville Riverfront Hotel in Jacksonville, FL

NPTC SAFETY AWARD APPLICATIONS DUE

January 31, 2009

NPTC SAFETY COMMITTEE MEETING

February 17-18, 2009, at NPTC headquarters in Arlington, VA

PRIVATE FLEET MANAGEMENT INSTITUTE

January 17-21, 2009, Crowne Plaza Jacksonville Riverfront Hotel in Jacksonville, FL

CTP® EXAM

February 14, 2009, offered at 50 locations across the country

NPTC ANNUAL CONFERENCE 2009

May 3-5, 2009, "You Must Be Present To Win," at the Renaissance Nashville Hotel, Nashville, TN

NATIONAL DRIVER ALL-STARS

One of the newest and most exciting programs unveiled by NPTC is the National Driver All-Stars program, which begins in the fall of 2009. A complementary program to the NPTC Driver Hall of Fame recognition, the National Driver All-Stars is a way for private fleet drivers to gain national recognition based on meeting competitive high performance standards against their peer drivers throughout the country.

In September of 2009, NPTC will host an event, in conjunction with our National Safety Conference, that will recognize the top 100 private fleet drivers based on a criteria including how that driver stacks up against his or her own internal corporate standards and not some arbitrary industry standards.

Specific measures will be:

- ▶ Customer service (uniform/appearance; on-time deliveries; attitude/conduct; customer feedback; loading/unloading; cooperation)
- ▶ Safety (number of DOT reportable accidents; number of OSHA reportable injuries; number of traffic violations verified by current MVR)
- ▶ Compliance with company standards (attendance, attendance at safety meetings, training, paperwork, etc.)
- ▶ Regulatory compliance (hours of service, DVIR, MVR, etc.)
- ▶ Community service

Customers, both internal and external, will be encouraged to support the driver's application with testimonial input about the driver's performance.

Other requirements of the program are that you must be an NPTC member and you must provide a **current** motor vehicle record for the past three years. Applicants must be regularly employed, full-time, leased or dedicated drivers and actively driving for the 12-month period beginning June 1, 2008, through May 31, 2009. There is only one entry per company.

For more information about this program, visit NPTC's website at www.nptc.org.

NPTC 2009 ANNUAL EDUCATION MANAGEMENT CONFERENCE AND EXHIBITION

Make your plans now to attend the NPTC 2009 Annual Education Management Conference and Exhibition May 3-5, 2009, at the at the Renaissance Nashville Hotel and Nashville Convention Center in Nashville, TN. NPTC 2009 features two new general sessions focusing on fuel economy in addition to top-shelf keynote speakers:

▶ Dan Baker, nationally known speaker, teacher and consultant to the trucking industry. He travels extensively throughout the U.S. and Canada, working with over 300 trucking companies of all sizes and types.

▶ Brig. General Keith Thurgood, CTP Army and Air Force Exchange Service and former Assistant Division Commander of the 95th Division in Oklahoma City, Okla. In 2006, he began a year-long deployment to Kuwait and Iraq where he oversaw logistics operations and shipments of everything from "tanks to ChapStick."

The Annual Conference Planning Committee, representing both fleet and allied NPTC member companies, has assembled more than 20 high-impact education workshops that will be offered. 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. Don't forget, "You Must Be Present To Win!"

WEBINAR FOCUSES ON DRIVER DISPATCHER RELATIONSHIPS

More than 200 members of the private fleet community participated in a webcast held at the end of October that focused on enhancing the driver-dispatcher relationship. Attendees heard from Kathy Fellenstein, CTP, director of transportation safety and compliance, Weyerhaeuser, and Joe Everett, CTP, assistant transportation manager, Toys "R" Us.

The webcast, which was co-sponsored by NPTC and J. J. Keller & Associates Inc., was free for all NPTC members, and can be downloaded for free from the following web address: <http://www.jjkeller.com/nptcinfo>.