



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 2010 SAFETY AWARDS

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

► **DRIVER HALL OF FAME:** The NPTC Driver Hall of Fame, co-sponsored by Bridgestone Bandag Tire Solutions, honors four exceptional drivers. In order to qualify, a driver must have driven 2 million mi. and 20 years, or have 50,000 hours with no preventable accidents. Applicants must be regularly employed full-time, leased or dedicated drivers of an NPTC member company and actively driving until time of induction. Applications must be postmarked by Jan. 8, 2010.

► **NPTC HUMANITARIAN AWARD:** This award will recognize any individual who has demonstrated a continuing voluntary commitment to improving the human condition. Applications must be postmarked by Jan. 8, 2010.

► **FLEET SAFETY AWARDS:** Co-sponsored by Bridgestone Bandag Tire Solutions, these awards recognize fleets for outstanding and/or improved safety records based on their crash rates. Applications must be postmarked by Jan. 29, 2010.

► **FLEET GRAPHICS AWARDS:** The NPTC 2010 Private Fleet Graphics Awards recognize eye-catching fleet graphics that feature cost-effective advertisements for a company's products; and sharp, professional designs that help establish a positive public image for fleet owners and operators. The contest recognizes three grand prize winners as well as the five best entries for both combination vehicles and straight trucks and vans. Applications must be postmarked by Jan. 8, 2010.

► PFMI FEATURES IN-DEPTH TRAINING, ALL-STAR FACULTY

NPTC will hold its annual Private Fleet Management Institute (PFMI) Jan. 16-20, 2010, at the Crowne Plaza Jacksonville Riverfront Hotel in Jacksonville, FL. PFMI 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 2010 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 at Mennele Milling Co. "In 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. The Private Fleet Management Institute provides the resources and tools to capture, translate and enhance the private fleet value proposition."

The five-day Institute is an immersion into best practices, benchmarking and operational excellence in the private fleet community. 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 another area of concentration. Topics will include communicating private fleet value; accounting procedures; financial models for the private fleet; profit center vs. expense center; financial reporting and budgeting; key performance indicators; and return on investment measures.

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; spec'ing best practices; improving fuel economy; outsourcing strategies; recruiting, hiring and developing drivers; and a session on driver compensation, incentives and scorecards.

Attendees will learn how to develop an effective safety program and how to survive a DOT compliance review. The program provides an excellent resource for those studying to take the Certified Transportation Professional certification exam scheduled for Feb. 13, 2010. In fact, PFMI is preceded by a full-day workshop to help candidates prepare for the exam.

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

COMING EVENTS

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

NPTC DRIVER HALL OF FAME, HUMANITARIAN AWARD AND FLEET GRAPHICS APPLICATIONS DUE

Jan. 8, 2010

CTP EXAM PREP WORKSHOP

Jan. 15, 2010, Crowne Plaza Jacksonville Riverfront Hotel in Jacksonville, Fla.

PRIVATE FLEET MANAGEMENT INSTITUTE

Jan. 16-20, 2010, Crowne Plaza Jacksonville Riverfront Hotel in Jacksonville, Fla.

NPTC SAFETY AWARD APPLICATIONS DUE

Jan. 29, 2010

CTP EXAM

Feb. 13, 2010, offered at 60 locations across the U.S. and Canada

NPTC ANNUAL CONFERENCE 2010

Apr. 18-20, 2010, at the Hilton Cincinnati Netherland Plaza Hotel and the Duke Energy Center in Cincinnati, Ohio

NPTC 2010 ANNUAL EDUCATION MANAGEMENT CONFERENCE AND EXHIBITION

Make your plans now to attend the NPTC 2010 Annual Education Management Conference and Exhibition in Cincinnati Apr. 18-20, 2010, at the Hilton Cincinnati Netherland Plaza Hotel and Duke Energy Center in Cincinnati, Ohio. NPTC 2010 will feature general sessions on private fleet justification in addition to top-shelf keynote speakers, including Dan Baker, a nationally known speaker, teacher and consultant to the trucking industry. He travels extensively throughout the U.S. and Canada, working with more than 300 trucking companies of all sizes and types.

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 that "You Must Be Present to Win," so make your plans to join us in Cincy!

WEBINAR WEBCAST FOCUSES ON ACCIDENT MANAGEMENT STRATEGIES

More than 400 members of the private fleet community participated in a webcast held at the end of October that focused on enhancing the accident management strategies. Attendees heard from Scott Roberts, CTP, director of safety for the Joseph Cory Companies. 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>.

Plans are taking shape for four new webcasts in the coming year.

- ▶ February 3: DOT Regulatory Update - CSA 2010, Enforcement Measures and More
- ▶ March 10: Private Fleet Viability - Customer Service
- ▶ June 2: Enhanced Driver Qualification - Testing, Physicals and Background Checks
- ▶ October 20: Private Fleet Viability - Driver Recruiting & Retention

NPTC OPPOSES UCR

NPTC has gone on record as opposing the proposed fee increases published by the Federal Motor Carrier Safety Administration for the Unified Carrier Registration Plan and Agreement. NPTC opposes the proposed fee levels for several reasons. First, the proposed fee increase of 122% is unreasonable and therefore violates the UCR Act. Second, the FMCSA and the states have simply transferred the risk of widespread noncompliance to the carrier registrants, i.e., if certain affected carriers do not pay the fees, the states want to raise the fees on the remaining carriers that have lawfully paid the fees. And third, the state recipients of UCR fee revenues have not shown they are using an amount at least equal to the registration fee revenue for motor carrier safety programs, enforcement or the administration of the UCR Plan and Agreement, as required by the UCR Act. For further information, please visit www.nptc.org.

CSA 2010

NPTC is also closely monitoring the Comprehensive Safety Analysis (CSA 2010). This joint initiative between the Federal Motor Carrier Safety Administration and industry and state partners is working to reduce commercial motor vehicle crashes, fatalities and injuries. CSA 2010 is a proactive approach by FMCSA to reduce losses compared to the current assessment system that waits for a carrier to incur accidents and violations and then reacts with a compliance review.

Specifically, CSA provides the government with the ability to increase the opportunity to have contact with more carriers and drivers. In addition, it will use more and better data to improve performance measurements for identifying high risk carrier and driver behaviors. Finally, it will apply a wide range of interventions to correct these high risk behaviors before they become chronic and habitual.

The program is intended to boost the efficiency and effectiveness of FMCSA's enforcement and compliance program by leveraging the use of technology by using safety performance data collected at roadside and through crash reports to identify unsafe carriers and drivers and to pinpoint their safety performance problems. The more precise assessment will enable FMCSA and its state partners to employ the right tool to address the identified safety problems, resulting in more efficiency for both the agency and the carrier.

For more information, visit <http://csa2010.fmcsa.dot.gov/>.