



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

COURT UPHOLDS PRIVATE FLEET DISTINCTION

A California court has reaffirmed long-standing positions of the US Congress, state legislatures and courts that private fleets are separate and distinct entities from for-hire motor carriers, and that a private fleet is not vicariously liable for the negligent acts of its independent contractor. The unanimous opinion of the Court said that to hold a private fleet liable for the negligence of its independent contractors would open the floodgates of litigation and would "certainly increase the cost of doing business... particularly the cost of insurance, and would effectively spread risk to parties without consideration of fault and without sound policy basis."

DIRECT-STORE DELIVERY COMMITTEE FORMED

The Council organized its first meeting of the newly-created Direct Store Delivery Committee, a special group of members interested in addressing a variety of challenges and issues unique to direct store delivery, as well as sharing of "benchmarking" and "best practices." Chair of the DSD Committee is Lee Falk, Director of Logistics, Midwest Region, Dean Foods Company, which makes approximately 6500 DSD deliveries per day during a typical week.

FINGERTIP TRAINING

NPTC offers fleet management courses on key subjects including SAFETY & COMPLIANCE; OPERATIONS; MAINTENANCE; HUMAN RESOURCES; and FLEET FINANCES. These courses are continuously revised and upgraded as required with changing regulations and evolving "best practices" of the industry. To enroll, go to www.fleetlearningcenter.org. Price per course for NPTC members is only \$150.

NPTC LEADERS SPEAK AT CALIFORNIA CONFERENCE

Council elected leaders gave a panel presentation on "Standards and Criteria for Selecting/Managing Dedicated Carriers" at the California Trucking Association's Leadership and Management Conference in San Diego. Harry Haney, III, NPTC Vice Chair/Chair-Elect of Kraft Foods, Inc.; Roger Olds, Vice Chairman, NPTC Institute Board of Governors of Boise-Cascade Trucking and Dan Smith, Past NPTC Board Chairman of Smart & Final served as key presenters. NPTC President and CEO Gary Petty served as moderator.

▶ NPTC 2005 ANNUAL CONFERENCE IN PITTSBURGH

THE COUNCIL'S ANNUAL EDUCATION MANAGEMENT

Conference and Exhibition will be held in Pittsburgh, PA, from April 24-26, 2005. The Conference theme is "BRIDGES TO EXCELLENCE", aptly named to reflect the goal of furthering professional excellence through education among fleet/transportation professionals. Attendees consistently rate this event as "five-star" for business networking and take-away information on best practices, benchmarks, and innovative products and solutions, plus the invaluable and lasting residual of peer contacts and professional friendships.

Working within a framework of six education themes, Safety and Compliance; Equipment and Maintenance; Fleet Finances; Human Resources and Professional Development; Operations; and 3PL, the Annual Conference Planning Committee has arranged an extremely relevant list of dynamic workshops—21 SESSIONS IN ALL—for the three-day event.

The Conference will be held at the upscale (but economically priced) Westin Hotel (\$119 per night) and the David L. Lawrence Convention Center, a breath-taking state-of-the-art facility overlooking the city's three river bridges, billed the "greenest" building in the world.

Highlights of the event are the NPTC/Bridgestone/Firestone DRIVER HALL OF FAME; the Women in Transportation Reception; back-by-popular demand a Sunday night "ROCK AND ROLL PARTY", generously sponsored by the Allied Committee for the Trucking Industry (ACTI); a lively talk by humorous motivator ROSS SHAFER, and a verbal scramble from former NFL great, quarterback RON "JAWS" JAWORSKI, noted color analyst with ESPN and the weekly NFL PRIME MONDAY.

▶▶ PRIVATE FLEET BENCHMARK STUDY 2005

NPTC has retained the services of McFain & Associates Research, Inc., of Boise, Idaho, to conduct a descriptive overview survey of private fleet practices and performance standards which would aid private fleet professionals in assessing how their fleets compare with normative practices of similar private fleets across the country and across several industry sectors. A comparable study was conducted by the Council in 2001.

Information analyzed in the survey will include: profit center versus cost center; growth or reduction in fleet size; purpose and uses of private fleet; inbound/outbound freight comparisons; size and types of vehicles; with or without separate for-hire authority; average length of trips; employee versus leased drivers; how maintenance is provided; leasing versus buying of equipment; replacement schedules for equipment; operating costs per mile, and other critical standards of measurement. The Private Fleet Benchmark Study 2005, which will be conducted entirely online, will be published in March and available for sale to the industry or free to private fleet companies that participate in the study.

COMING EVENTS

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

February 2, 2005 —NPTC & Idealease Safety Seminar, Salt Lake City	February 7, 2005 —Legislative/Regulatory Compliance Committee Teleconference Meeting	February 8, 2005 —NPTC & Idealease Safety Seminar, Bangor, ME	February 10, 2005 —NPTC & Idealease Safety Seminar, South Portland, ME	February 12, 2005 —CTP Examination	February 15, 16, 2005 —Safety Committee Meeting	February 24, 2005 —DSD Committee Meeting
February 24, 2005 —NPTC & Idealease Safety Seminar, Springfield, IL	March 7, 2005 —Legislative/Regulatory Compliance Committee Teleconference Meeting	March 9, 2005 —Heavy-Duty Membership Division Teleconference Meeting	March 16, 2005 —PR/Marketing Committee Teleconference Meeting	April 24-26, 2005 —NPTC Annual Education Management Conference and Exhibition, Westin Hotel and David L. Lawrence Convention Center, Pittsburgh, PA		

NPTC & J.J. KELLER WEBINAR DRAWS HUGE TURNOUT

The Council and J.J. Keller & Associates, Inc. recently presented their first joint venture webinar which drew a record 367 registrants, making it one of the most successful training events ever conducted by either organization. One planned session grew to three separate sessions in order to accommodate the virtual "overflow crowds". The subject, "Mitigating Fleet Driver Risk", was itself a reason for the high turnout of participants. Kevin Connors, CTP, Sr. Director, Safety, ConAgra Foods and Ed Emerick, Transportation Consultant with Keller, were the prime presenters along with Keller driver manager specialist, Kevin Goen. The moderator was Gary Petty of NTPC.

During the free, one-hour sessions, presenters provided critical fleet management information to help professionals gain an understanding of how technology and changing regulations can impact their driver management responsibilities. The presentation incorporated an overview of the new Safety Performance History of New Drivers Regulation, in addition to including a discussion of the importance of a standardized process for hiring drivers and managing driver requirements, ways to limit exposure to risk and liability, and how to avoid the most common mistakes related to hiring and managing drivers.

Participants in the webinar gave "rave reviews" to the program. One private fleet manager called it a "terrific program" and a venue NPTC needs to pursue on a consistent basis. Another webinar participant said, "I was very pleased with the information... we are hiring new drivers and are not familiar with the regs... this program will help us comply."

For those unable to participate in the Webinar, a recording of the webcast is available at www.jjkeller.com/nptc5.

JOIN NPTC TODAY

You can become a member of the National Private Truck Council for as little as \$685 a year. To find out more about membership in NPTC contact Rich LaRoche, Director of Membership at (703) 683-1300 x206 or laroche@nptc.org.

2005 SAFETY COMPLIANCE SEMINARS

The NPTC and IDEALEASE of NORTH AMERICA are co-sponsors of a series of safety compliance seminars designed to increase fleet managers' truck safety knowledge and skill. Presentations at the seminars focus on essential information on how to comply with regulations in an easy-to-understand format and framework to help prevent violations of the Federal Motor Carrier Safety Regulations, with the goal of reducing the risk of exposure and operating costs due to non-compliance.

Safety Compliance Seminars include an overview of recent regulatory changes; SAFER/SafeStat Recap; Federal DOT and state safety regulations; driver qualifications; hours-of-service rules; drug & alcohol testing regulations; vehicle maintenance and inspections, accident record-keeping, and enhancing safety programs behind minimal regulatory requirements. Seminar registration is FREE to NPTC members and a nominal \$99 per course for non-NPTC members.

The seminars are offered in the following locations: Salt Lake City (2/02/05); Bangor, ME (2/08/05); South Portland, ME (2/10/05); Springfield, IL (2/24/05); Atlanta (3/17/05); Oklahoma City (3/24/05); Hayward, CA (3/31/05); Dallas (4/07/05); Marshfield, WI (4/13/05); Hyattsville, MD (4/14/05); Milwaukee (4/20/05); North Las Vegas (5/03/05); Aurora, CO (5/05/05); Cleveland (5/12/05); Tampa (5/19/05); Liverpool, NY (5/26/05); Cincinnati (6/02/05); Charleston, SC (6/16/05); Youngstown, OH, (6/23/05); Peoria, IL (6/30/05); Grand Junction, CO, (7/07/05); Davenport, IA (7/14/05); Iron Mountain, MI (7/21/05); and Decatur, IN (7/28/05). For more information about the seminars, visit the NPTC website at www.nptc.org, or call Corey Keane at (847) 304-3208.