



## NATIONAL PRIVATE TRUCK COUNCIL NEWSLETTER

### ACTIVITIES AND EVENTS OF THE NATIONAL PRIVATE TRUCK COUNCIL



By Gary Petty,  
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the National Private  
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column appears monthly  
in *Fleet Owner*. The  
council's website is  
[www.nptc.org](http://www.nptc.org).

#### 2009 PRIVATE FLEET MANAGEMENT INSTITUTE

More than 67 private fleet professionals attended the Private Fleet Management Institute in Jacksonville last month. 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. Private fleet management professionals who are registered to sit for the Certified Transportation Professional (CTP®) Examination February 14, 2009, found the program especially beneficial.

The Institute featured more than 40 hours of in-depth discussions, led by a star-studded faculty consisting of some of the nation's most experienced and respected private fleet management thought leaders. An in-depth review of the Institute's workshops, panel discussions, lectures and interactive sessions is now available online at [www.nptc.org](http://www.nptc.org).

Among the sessions that delivered valuable and penetrating insights were sessions on: Sustaining a Culture of Excellence; Communicating Private Fleet Value by Partnering with Corporate Finance, HR and Safety; Improving Fleet Planning and Utilization; and Benchmarking and Best Practices.

Other highlights included sessions on Managing the Blended Fleet; Attracting, Recruiting and Developing Drivers; Effective Safety Programs; Understanding Financial Reports; Managing Outsourced Relationships; Private Fleet Financial Models; Activity Based Compensation; Best Maintenance Practices and Spec'ing; Life Cycle Costing; Coping with Rising Environmental Pressures; Coaching, Feedback and Discipline; Activity Based Costing; and Fuel Hedging.

#### ➤ NPTC '09: YOU MUST BE PRESENT TO WIN

During today's economic uncertainty and business turmoil, private fleet professionals must leave no stone unturned in their search for new ideas and programs that deliver the greatest value to their fleet operations. In this climate, and with those expectations in mind, NPTC is pleased to unveil its 2009 Annual Education Management Conference and Exhibition in Nashville May 3-5 for what promises to be one of the most valuable learning experiences of the year.

NPTC's Annual Education Management Conference provides you the following tools and resources:

► **Information.** NPTC is pleased to announce a professional and stimulating lineup of keynote speakers including:

► Dan Baker, back by popular demand to welcome the 2009 Driver Hall of Fame inductees, is a nationally known speaker, teacher, and consultant to the trucking industry.

► Brig. General Keith Thurgood, CTP, Army and Air Force Exchange Service and former Assistant Division Commander of the 95th Division in Oklahoma City, Okla.

► Chris Sultemeier, senior vice president of Corporate Transportation Services for Wal-Mart, will be speaking about how the private fleet is an essential element of the company's future.

► **Fuel Economy General Sessions:** In light of the ongoing concerns relating to the future of fuel prices and how fleets can craft an effective response, NPTC 2009 features two new general sessions focusing on fuel management strategies.

► **Education:** More than 20 workshops and seminars that provide illuminating insights and best practices that will help demystify some of the critical issues and challenges that are at the center of your day-to-day world

► **Exhibits:** A world-class exhibit hall packed with products and solutions that will increase the effectiveness of your private fleet

► **Networking:** Unparalleled peer-to-peer interaction

► **Recognition:** Honoring the private fleet community's best and brightest practitioners for their achievements in safety, graphics, leadership and training

► **Social:** Meals, events and activities that create an engaged learning atmosphere

► **Location:** A central setting that allows you to minimize your travel time and expense

The headquarters hotel for NPTC 2009 is the Renaissance Nashville Hotel, 611 Commerce Street, Nashville, TN 37203; phone: 615-255-8400. NPTC has reserved a block of rooms at the hotel for the special rate of \$165/night (single/double). Call 615-255-8400 for reservations. The cutoff date to guarantee the special rate is March 24. The hotel and the Nashville Convention Center, the site for the Exhibit Hall and all educational sessions for NPTC 2009, are conveniently under one roof in Nashville.

# COMING EVENTS

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

## CTP® EXAM

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

## CTP® RETAKE EXAM

March 19, 2009

## SAFETY COMMITTEE MEETING

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

## NPTC ANNUAL CONFERENCE 2009

May 3-5, 2009, "You Must Be Present To Win," Nashville, TN

## NPTC '09 PRELIMINARY PROGRAM

### Sunday, May 3

7:00 - 9:00 a.m. Committee Meetings

8:00 - 9:00 a.m. First Timer's Welcome Breakfast/Reception

9:30 - 11:00 a.m. Concurrent Workshops:

- ▶ Regulatory Update
- ▶ Elevating Performance: Benchmarking for Results

11:30 - 1:30 p.m. Kick-off Brunch/CTP Awards Ceremony With Keynote Speaker Brig. Gen. Keith Thurgood, CTP

1:30 - 2:30 p.m. NPTC General Session/Annual Report

3:00 p.m. Grand March to the Exhibit Hall

3:00 - 6:00 p.m. Exhibit Hall Grand Opening

7:00 - 10:00 p.m. Act I Evening

### Monday, May 4

7:30 - 9:00 a.m. Breakfast/General Membership Meeting/Leadership & NPTC Graphic Awards  
Special General Session on Fuel Economy Management Strategies

9:15 - 10:45 a.m. Concurrent Workshops

- ▶ Exploiting Technology to Generate ROI
- ▶ Greening of the Fleet: Environmental Sustainability
- ▶ Implementing a Driver Wellness Program
- ▶ Financial Management Tools
- ▶ 2010 Engine Technology
- ▶ Surviving the DOT Audit

10:30 - 1:00 p.m. Driver Hall of Fame Luncheon With Keynote Speaker Dan Baker

1:30 - 2:45 p.m. Concurrent Workshops

- ▶ Accident Investigation and Prevention
- ▶ Maintenance: In-House vs. Outsourcing
- ▶ Optimizing Backhaul Revenue
- ▶ Enhancing Productivity Through Increased Truck Sizes and Weights
- ▶ Fleet Opportunities in the Supply Chain

3:00 - 5:30 p.m. Exhibit Hall Reception Extravaganza

### Tuesday, May 5

7:30 - 8:45 a.m. Breakfast/NPTC/Bridgestone Firestone Safety Awards  
Special General Session on Fuel Economy Management Strategies

9:15 - 10:30 a.m. Concurrent Workshops

- ▶ Strategic Planning
- ▶ Continuity Management and the Workforce of Tomorrow
- ▶ Driver Compensation Best Practices: Using Incentives to Achieve Desired Outcomes
- ▶ Profit Center vs. Cost Center
- ▶ Managing Workers' Comp

10:45 - 12:00 p.m. Concurrent Workshops

- ▶ Fleet Justification: Measuring Customer Service
- ▶ Hybrid Technologies
- ▶ The Perspective from Driver Hall of Fame Inductees
- ▶ Life Cycle Costing: Extending Trade Cycles
- ▶ Managing the Costs of Accidents and Liability
- ▶ CTP Orientation

12:30 - 2:00 p.m. Luncheon with Keynote Speaker Chris Sultemeier, Senior Vice President of Corporate Transportation Services for Wal-Mart

## NPTC/IDEALEASE SAFETY SEMINAR SCHEDULE

NPTC, in partnership with Idealease of North America, is again offering a series of one-day Safety & Compliance Seminars in 30 locations throughout North America. The seminars are designed to simplify compliance with federal and state regs, hours of service, drug and alcohol testing rules, vehicle maintenance and inspection, accident recordkeeping, SAFER/Safestat overview and more. Recent regulatory changes and how to enhance your safety program beyond regulations are also covered.

The Idealsafe/NPTC Safety and Compliance Seminars are the transportation industry's leading source for up-to-date information and training that fleet managers need to assure compliance with regulations, understand the review process, and prepare for a review. These seminars present a structured, step-by-step approach to understanding and managing fleet safety for all major areas scrutinized during state and federal compliance reviews and are free to NPTC members and Idealease customers.

Sign up today! Visit NPTC's website at [www.nptc.org](http://www.nptc.org).

1/29/09 Pleasanton, CA  
2/4/09 Santa Fe Springs, CA  
2/5/09 Phoenix, AZ  
2/10/09 Ft. Myers, FL  
2/11/09 Tampa, FL  
2/12/09 Atlanta, GA  
3/3/09 Tupelo, MS  
3/4/09 Chattanooga, TN  
3/5/09 Knoxville, TN  
3/10/09 Charlotte, NC  
3/11/09 Baltimore, MD  
3/12/09 Hyattsville, MD  
3/17/09 Oklahoma City, OK  
3/18/09 Kansas City, KS  
3/19/09 Memphis, TN  
3/24/09 Springfield, IL  
3/25/09 Milwaukee, WI  
3/26/09 Minneapolis, MN  
4/7/09 Walton Hills, OH  
4/8/09 Cincinnati, OH  
4/8/09 Grand Rapids, MI  
4/9/09 Flint, MI  
4/9/09 Fort Wayne, IN  
4/14/09 Medford, MA  
4/15/09 Philadelphia, PA  
4/16/09 Harrisburg, PA  
4/21/09 Kelowna, BC  
4/22/09 Red Deer, AB  
4/23/09 Grand Junction, CO  
5/7/09 Denver, CO