

## NATIONAL PRIVATE TRUCK COUNCIL NEWSLETTER



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).

### NPTC PRELIMINARY PROGRAM

#### Sunday, April 17

- 7:00 – 9:00 AM Committee Meetings
- 8:00 – 9:00 AM First Timer's Welcome  
Breakfast/Reception
- 9:30 – 11:00 AM Concurrent Workshops
- 11:45 – 2:15 PM Kick-Off Brunch/CTP  
Awards Ceremony with Keynote  
Speaker Tom Nartker, Vice President of  
Transportation for Safeway Inc.
- 3:00 – 6:00 PM Exhibit Hall Grand Opening
- 7:00 – 10:00 PM Act I Reception and Dinner

#### Monday, April 18

- 7:30 – 9:00 AM Breakfast/General  
Membership Meeting/ Professional  
Leadership Awards  
Special General Session CSA
- 9:15 – 10:45 AM Concurrent Workshops
- 10:30 – 1:00 PM Driver Hall of Fame  
Luncheon with Keynote Speaker Dan Baker
- 1:30 – 2:45 PM Concurrent Workshops
- 3:00 – 5:30 PM Exhibit Hall Reception  
Extravaganza

#### Tuesday, April 19

- 7:30 – 8:45 AM Breakfast/NPTC/  
Safety Awards Special General Session on  
Environmental Sustainability
- 9:15 – 10:30 AM Concurrent Workshops
- 10:45 – 12:00 PM Concurrent Workshops
- 12:30 – 2:00 PM Luncheon with Keynote  
Speaker John Hill, Principal of The Hill  
Group and former Administrator of the  
Federal Motor Carrier Safety Administration

## NPTC 2011 — YOU MUST BE PRESENT TO WIN

As the economic recovery gains momentum, today's private fleet professional continues functioning under immense pressure to deliver exceptional performance. Managers are expected to deliver outstanding levels of customer service while keeping costs and liability in line. In this demanding climate, and with those expectations in mind, NPTC has packed its 2011 Annual Education Management Conference and Exhibition with state-of-industry insights and practices—forged in real world "test tracks" of leading private fleet practitioners. The result is an event designed to deliver exceptional take-away value.

"There is little doubt that we are entering an unprecedented year in terms of demands and expectations," said Ralph Benson, president of Sentinel Transportation and chairman of the NPTC Conference Planning Committee. "Private fleet professionals must call upon all resources in their search for new ideas and programs that deliver the greatest value of efficiency and cost containment. We have packed the agenda with an exciting, hard-hitting lineup of informative speakers for both general sessions and workshops. The focus is directly on fleets and their success."

The conference is scheduled for April 17-19, 2011, in Cincinnati, and will provide you with the following tools and resources:

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

- **Tom Nartker**, Vice President-Transportation for Safeway Inc.
- **Dan Baker** is back by popular demand to serve as Master of Ceremonies and is the featured speaker to honor this year's Driver Hall of Fame winners. Dan is perhaps the best known and most inspirational/entertaining speaker in the industry.
- **John Hill**, Principal of The Hill Group and former Administrator of the Federal Motor Carrier Safety Administration

**General Sessions:** NPTC 2011 features two new general sessions focusing on CSA and environmental sustainability.

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

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

**Recognition:** The private fleet community's best and brightest practitioners will be honored for their achievements in safety, leadership and environmental responsibility.

**Social:** Meals, events and activities will create an engaged learning atmosphere.

**Location:** A central setting will allow you to minimize your travel time and expense.

**Education:** More than 20 workshops and seminars will 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.

For more information and to register, visit [www.nptc.org](http://www.nptc.org).

# coming events...

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

## NPTC/J.J. KELLER WEBCAST ON CSA

February 9-10, 2011

## CTP® EXAM

February 12, 2011, offered at 40 locations across the country

## CTP® RETAKE EXAM

March 17, 2011

## NPTC ANNUAL CONFERENCE 2011

April 17-19, 2011, at the Hilton Cincinnati Netherland Plaza Hotel and the Duke Energy Center in Cincinnati, OH.

## 2011 PRIVATE FLEET MANAGEMENT INSTITUTE

A near-record attendance of more than 80 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.

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; improving fleet planning and utilization; and benchmarking and best practices.

Other highlights included sessions on 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; coaching, feedback and discipline; and network optimization.

## NPTC/J.J. KELLER ANNOUNCE 2011 FREE WEBCAST SERIES

NPTC and J.J. Keller & Associates have teamed up once again to host five all-new safety-related webcasts. The webcasts, which are free to all NPTC members, kick off with a special two-day webcast on CSA. Following is the 2011 line-up:

- **February 9:** CSA and Fleet Safety & Compliance Management
- **February 10:** CSA and Driver Safety & Compliance Management
- **May 11:** Electronic Onboard Recorders (EOBRs) and Electronic Logs
- **July 13:** Fleet Excellence: Driver Wellness and Sleep Apnea
- **October 12:** Fleet Excellence: Driver Discipline and Coaching

Registration is open to all NPTC members free of charge. For more information, please visit [www.jjkeller.com/nptcinfo](http://www.jjkeller.com/nptcinfo).

## NPTC/IDEALEASE SAFETY SEMINAR SCHEDULE

NPTC, in partnership with Idealease of North America, is again offering a series of one-day safety and compliance seminars in 25 locations throughout North America. The 2011 seminars are designed to simplify compliance with federal and state regulations, hours of service, drug and alcohol testing rules, vehicle maintenance and inspection, accident recordkeeping, CSA overview and more. Recent regulatory changes and how to enhance your safety program beyond regulations are also covered in the seminars.

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. See NPTC's website at [www.nptc.org](http://www.nptc.org).

## NPTC BENCHMARKING SUMMIT

NPTC has scheduled a Benchmarking Summit to allow fleet members to dig deeper into the NPTC Annual Benchmarking Survey, which is sponsored by PeopleNet. The purpose of the summit is to allow members of the same operating characteristics (i.e., flatbed, bulk, public utilities, direct store delivery, medium-duty and the like) to develop vocational-specific metrics, best practices and operational characteristics that would be pertinent to their specific fleet operations.

There is no charge to attend the Benchmarking Summit, which is scheduled from 2:30 to 6:00 p.m., Tuesday, April 19, 2011, at the Hilton Cincinnati Netherland Plaza in Cincinnati, OH; however, it is open only to attendees of the NPTC Annual Education Management Conference and Exhibition, April 17-19, 2011, in Cincinnati.

The Summit will begin with a preliminary report based on the findings to date of the NPTC Benchmarking Survey. This presentation will be open to all attendees. After that, fleet members will divide along vocational lines into self-directed discussion groups. The groups will set their own agenda, discussion topics, and follow-up plans.

For more information, please visit [www.nptc.org](http://www.nptc.org).