



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 2012 PRELIMINARY PROGRAM

Sunday, April 29

- 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
- 11:45 – 2:15 p.m. Kick-Off Brunch/CTP Awards Ceremony with Keynote Speaker Kenny Veith, president and senior analyst, ACT Research Co.
- 3:00 – 6:00 p.m. Exhibit Hall Grand Opening
- 7:00 – 10:00 p.m. Act I Reception and Dinner

Monday, April 30

- 7:30 – 9:00 a.m. Breakfast/General Membership Meeting/ Professional Leadership Award Special General Session with NPTC General Counsel Rick Schweitzer
- 9:15 – 10:45 a.m. Concurrent Workshops
- 10:30 – 1:00 p.m. Driver Hall of Fame Luncheon with Keynote Speaker Commander Kirk Lippold
- 1:30 – 2:45 p.m. Concurrent Workshops
- 3:00 – 5:30 p.m. Exhibit Hall Reception Extravaganza

Tuesday, May 1

- 7:30 – 8:45 a.m. Breakfast/NPTC/ Bridgestone Firestone Safety Awards
- 9:15 – 10:30 a.m. Concurrent Workshops
- 10:45 – 12:00 p.m. Concurrent Workshops
- 12:30 – 2:00 p.m. Luncheon with Keynote Speaker

NPTC 2012—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 2012 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 Gary Palmer, senior director of transportation for True Value Co., 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 line-up of informative speakers for both general sessions and workshops. The focus is directly on fleets and their success.”

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

- **Information.** NPTC is pleased to announce a professional and stimulating line-up of keynote speakers including Kenny Veith, president and senior analyst, ACT Research Co.

- **General Sessions.** NPTC 2012 features two general sessions, including a special presentation focusing on the latest regulatory and legislative information affecting the private fleet community

- **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 environmental responsibility

- **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

- **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.

- **Benchmarking Summit**

NPTC 2012 is scheduled for April 29 – May 1, 2012, at the Hilton Cincinnati Netherland Plaza Hotel in Ohio. NPTC has reserved a block of rooms at the hotel at the special rate of \$135 per night (single/double). Call 513-421-9100 or 1-800-HILTONS to reserve a room. The cutoff date to guarantee the special rate is Sunday, March 25, 2012.

coming events...

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

CTP EXAM

February 11, 2012, offered at 40 locations across the country

NPTC/J.J. KELLER WEBCAST: PREPARING FOR CSA INTERVENTIONS

March 7, 2012

CTP® RETAKE EXAM

March 15, 2012

NPTC ANNUAL CONFERENCE 2012

April 29 - May 1, 2012

Hilton Cincinnati Netherland Plaza Hotel and the Duke Energy Center in Cincinnati, OH

NPTC/J.J. KELLER WEBCAST: ROADSIDE INSPECTIONS

May 9, 2012

2012 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, focusing on topics such as: network analysis; supply chain integration and strategic partnerships; justifying the private fleet; proper costing methodologies; customer service; fleet planning; benchmarking strategies; financial strategies; financial reporting and budgeting; key performance Indicators; return on investment measures; maintenance strategies; trade cycle strategies; recruiting, hiring, retention; driver compensation, driver scorecarding; and developing an effective safety program.

The sessions were led by some of the nation's most experienced and respected private fleet management professionals.

Among the speakers that delivered valuable and penetrating insights were: Kenny Vieth, ACT Research Co.; Troy Stevenson, CTP, GreenLine Foods; Bedford Monday, CTP, Schwan's Consumer Brands; Stacey Stivers, CTP, Frito-Lay; Gary Strausbaugh, CTP, Mennel Milling; Dan Zacheis, Bob Evans Farms; Duane Woods, CTP, Safeway; Robert Pahanich, Safety-Kleen Systems; Brett Quigley, CTP, Heckman Water Resources; Bedford Monday, CTP, Schwan's Consumer Brands; Steve Ferrell, CTP, Pepsi Beverages Co.; Bill Hartman, CTP, GNC Transportation; Randy Perry, Frito-Lay; Bill Cromling, CTP, Ross Transportation Services; Dan Norris, CTP, Pepsi Beverages Co.; and Patrick Robinson, CTP, BCT.

NPTC/J.J. KELLER FREE WEBCAST SERIES

NPTC and J.J. Keller & Associates have teamed up once again to host five all-new safety-related webcasts. The webcasts kick off with a special two-day webcast on CSA. Following is the 2012 line-up:

- **March 7**—Preparing for CSA interventions
 - **May 9**—Roadside inspections
 - **July 11**—Improving fleet productivity through quality and lean initiatives
 - **October 3**—Effective safety training programs
- Registration is open to all NPTC members free of charge. For more information, please visit www.jjkeller.com/nptcinfo.

NPTC SUPPORTS PROPOSED UNIFIED REGISTRATION

While generally supporting the Federal Motor Carrier Safety Administration's (FMCSA's) efforts to make the Unified Registration System more efficient, the National Private Truck Council said the agency's proposal to require private fleets to demonstrate insurance coverage was redundant and unnecessary.

The comments were filed in response to FMCSA's supplemental notice of proposed rulemaking on the Unified Registration System. The FMCSA proposal is intended to streamline the existing registration process so that the agency "can more efficiently track motor carriers, freight forwarders, brokers, intermodal equipment providers and cargo tank facilities."

NPTC has frequently advised FMCSA officials that the Motor Carrier Management Information System (MCMIS), the agency's primary registration system, is out-of-date and contains far too many entities that have long since ceased operating. For example, when FMCSA began implementing the Unified Carrier Registration Agreement, more than half of the entities contained in MCMIS were either inappropriately entered initially or had likely ceased all operations. "The URS is a new opportunity to ensure that the FMCSA captures all of the existing carriers and intermediaries in a usable database and also purges those entries that are no longer relevant," NPTC said in its comments.

NPTC supported inclusion of both private and for-hire motor carriers in the new URS database. "Both private and for-hire carriers are subject to the Federal Motor Carrier Safety Regulations to the same extent, and there is no policy reason for separating entries for private truck fleets," NPTC said. "Moreover, many private fleets also have for-hire operating authority to supplement their private carrier operations, which further blurs the regulatory distinction between private and for-hire carriers for safety purposes."

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 30 locations throughout North America. The one-day seminars will focus on basic safety and compliance, regulation changes, and CSA. The seminars provide important information applicable for both the novice and experienced transportation professionals.

For more information, please visit NPTC's website at www.nptc.org or call Tom Moore at 703-838-8898.