



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 2013 PROGRAM

#### Sunday, April 28

8:00 – 9:00 a.m.	First Timer's Breakfast
9:30 – 11:00 a.m.	Concurrent Workshops
11:45 – 2:15 p.m.	Kick-Off Brunch
3:00 – 6:00 p.m.	Exhibit Hall Grand Opening
7:00 – 10:00 p.m.	Act I Reception and Dinner

#### Monday, April 29

7:30 – 9:00 a.m.	Breakfast/General Session
9:15 – 10:45 a.m.	Concurrent Workshops
10:30 – 1:00 p.m.	Driver Hall of Fame Luncheon
1:30 – 2:45 p.m.	Concurrent Workshops
3:00 – 5:30 p.m.	Exhibit Hall Reception

#### Tuesday, April 30

7:30 – 8:45 a.m.	Breakfast/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
2:30 – 5:30 p.m.	Benchmarking Summit

### NPTC 2013 WORKSHOPS

Some of the topics featured at NPTC 2013 will include: the natural gas future; the impact of the new greenhouse gas emissions; predictive maintenance; fuel savings; justifying the private fleet; driver scorecarding; driver wellness programs; driver recruiting and selection strategies; activity-based compensation; lean transportation strategies; dealing with changing customer demands; blended fleet operations; backhaul strategies; integrating the back office; predictive safety analytics; interpreting and enhancing CSA ratings; managing remote locations; inbound management strategies; and improving routing.

## NPTC 2013—YOU MUST BE PRESENT TO WIN

Make your plans now to attend the NPTC 2013 Annual Education Management Conference and Exhibition April 28-30, 2013, at the Hilton Cincinnati Netherland Plaza Hotel in Cincinnati, OH. The Annual Conference Planning Committee, representing both fleet and allied NPTC member companies, has been hard at work putting together a value-packed program featuring two general sessions and 26 workshops as well as top-shelf keynote speakers.

During today's economic uncertainty and business turmoil, private fleet professionals operate 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 conference 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.

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

- ❑ **Information.** NPTC 2013 features five general sessions featuring top keynote speakers, industry insights, and the latest regulatory and legislative information affecting the private fleet community.

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

- ❑ **Benchmarking Summit.** An in-depth review of the preliminary data from the 2013 NPTC Benchmarking Survey with an in-depth workshop allows attendees to do a deep dive into the key operational metrics.

- ❑ **Networking.** Unparalleled peer-to-peer interaction

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

- ❑ **Social.** Meals, events and activities create an engaged learning atmosphere.

- ❑ **Location.** A central setting allows you to minimize your travel time and expense.

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

NPTC has reserved a block of sleeping rooms at the Hilton Cincinnati Netherland Plaza Hotel at the special rate of \$130 per night (single/double). Call 513-421-9100 or 1-800-HILTONS to make your reservation. The cutoff date to guarantee the special rate is April 3, 2013.

# coming events...

Mark your calendars now for the following upcoming events:

## CTP EXAM

February 9, 2013 Various locations

## NPTC/J.J. KELLER WEBCAST

March 6, 2013 "Distracted Driving"

## CTP RETAKE EXAM

March 21, 2013

## NPTC ANNUAL CONFERENCE & EXHIBITION

April 28-30, 2013 Cincinnati, OH

## NPTC/J.J. KELLER WEBCAST

May 15, 2013 "Effective Driver Vehicle Inspections"

## 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 benchmarking strategies, private fleet justification, private fleets and supply chain integration; capacity management strategies; collaborative logistics; technology integration, measuring and enhancing customer service, financial models for the private fleet, establishing meaningful KPIs; financial reports and budgeting; return on investment measures, backhaul financing/reverse logistics, building a culture of retention; interviewing skills; driver training, coaching and development; recruiting, screening and hiring; compensation strategies; rewards, incentives and recognition; effective orientation programs; managing remote locations; driver scorecarding and performance management; building a safety culture; managing CSA scores and interventions; maintenance strategies; life cycle costing; equipment acquisition strategies; spec'ing strategies; and lean transportation management strategies.

The sessions were led by a star-studded faculty consisting of some of the nation's most experienced and respected private fleet management practitioners:

Cal Morton, CTP, network efficiency manager, Frito-Lay Inc.; David Pyan, CTP, manager of transportation, Benjamin Moore & Co.; Bedford Monday, CTP, regional general manager, Schwan's Consumer Brands Inc.; Gary Strausbaugh, CTP, vice president of transportation, The Mennel Milling Co.; Billy D'Souza, CTP, manager of transport finance and systems, BCT Inc.; David Gadberry, CTP, logistics operations administrator, Toyota Quality Parts Express Inc.; Ed Welch, CTP, director of transportation, Perdue Farms; Mari Roberts, CTP, network optimization logistics, distribution, and transportation director, Frito-Lay Inc.; Sam Richardson, assistant vice president, ADM Trucking; Keith McWilliams, CTP, regional transportation manager, Kellogg Co.; Bill Hartman, CTP, fleet director, NEP Broadcasting; Randy Perry, CTP, fleet safety manager, Frito-Lay Inc.; Dan Norris, CTP, fleet operations manager, Pepsi Beverages Co.; Kirk Rutherford, CTP, manager, private fleet maintenance & equipment, Bridgestone Americas Tire Operations; and Duane Woods, CTP, director of transportation, operations, Safeway Inc.

## 2013 WEBCAST SERIES

NPTC and J. J. Keller & Associates have teamed up to bring you a series of free webcasts on topics that are of high interest to unlocking improved fleet productivity, performance and efficiency. We now have an archive of 33 presentations for you to download and review at your convenience.

### □ March 6 — Distracted Driving

Distracted driving has become a major safety and regulatory issue. Many studies are now indicating that in-cab distractions account for an ever-increasing number of crashes.

### □ May 15 — Effective Driver Vehicle Inspections

Poor results on roadside inspections are your invitation to a DOT intervention. But it's not just about what the DOT finds. From a risk management perspective, making sure your inspection, repair and maintenance processes and records are in order is your best defense to prevent accidents and mitigate exposure when they do happen.

### □ July 10 — DOT Drug & Alcohol Testing

Among the most frequently cited violations found during DOT compliance reviews are violations of the drug and alcohol testing regulations. Pre-employment, random, and post-accident testing are always near the top of the list.

### □ October 2 — Physical Qualification of Drivers: DOT Physicals, Med Cards, Functional Capacity Testing

Statistics from the National Institute of Health paint a grim picture: 54% of male truck drivers smoke cigarettes; 92% don't exercise regularly; 50% are overweight; and 66% are unaware they have high blood pressure.

## NPTC/IDEALEASE SAFETY SEMINARS

NPTC, in partnership with Idealease of North America, is again offering a series of one-day seminars provided to all NPTC members at no charge. The seminars will focus on basic safety and compliance, regulation changes and CSA. Visit [www.ideallease.com/safety](http://www.ideallease.com/safety) to register for an upcoming seminar.

The schedule is as follows: February 19, Mobile, AL; February 20, Orlando, FL; February 21, Fort Lauderdale, FL; February 26, El Paso, TX; February 27, Phoenix, AZ; February 28, Seattle, WA; March 20, Los Angeles, CA; March 21, Santa Fe Springs, CA; March 26, Memphis, TN; March 28, Atlanta, GA; April 2, Hyattsville, MD; April 3, Baltimore, MD; April 4, Harrisburg, PA; April 9, Milwaukee, WI; April 10, Fort Wayne, IN; April 11, Green Bay, WI; April 11, Grand Rapids, MI; April 17, Sacramento, CA; April 18, San Leandro, CA; April 23, Altoona, IA; April 24, Oklahoma City, OK; April 25, Chattanooga, TN; April 25, Dallas, TX; May 8, Denver, CO; and May 9, Mississauga, Ontario.