



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.

STANDARDS OF FLEET EXCELLENCE

Given the current market conditions where the demand for quality logistics services continues to outpace the capacity, private fleets are seen as not only a critical transportation solution, but also a component of shareholder value. Thus, NPTC introduced at the Annual Conference a comprehensive set of Standards of Fleet Excellence designed and developed to help its members: justify your private fleet operations, understand the value you provide for your company, translate value into standards that can be measured, managed and improved, and communicate that value effectively to upper management.

These standards were gleaned from best practices associated with some of the country's savviest and most experienced fleet operators and validated by a task force of 22 industry experts and practitioners. Each of the 150 standards allows fleets to assess their performance on a scale, and, using the resources, templates, and case studies, design their own personal roadmap to excellence. The complete Standards of Fleet Excellence was provided to NPTC members at the conclusion of the Annual Conference.

2006 BENCHMARKING SURVEY PRELIMINARY REPORT

Working together with the Standards of Fleet Excellence Task Force, NPTC designed a survey that was emailed to all NPTC Fleet members. The 2006 survey is available online to NPTC members. Highlights of the survey follow:

- * 65% of the respondents reported the primary reason for operating a private fleet was because it provides better customer service to key customers.
- * More than 80% of the respondents said they expected their fleet to grow by an average of 10%.
- * Amid reports of triple-digit turnover in the for-hire sector, NPTC members reported a turnover rate of 16.21%, despite the fact that about 50% of the fleets have some level of a slip seat operation.

➤ ANNUAL CONFERENCE IN NASHVILLE — FINE-TUNED!

More than 925 people attended the NPTC 2006 Annual Conference. Many of the 20 educational workshops were standing room only, and the Exhibition Hall was completely sold out. In all, 119 booths were overflowing with information on technology and software, equipment, safety devices and practices, graphic design and education to bring private fleets up-to-date in the transportation industry. Wal-Mart Senior Vice President for Transportation, Tim Yatsko, was the keynote speaker. In addition, Bobby Hamilton's NASCAR-winning truck and a Richard Petty NASCAR fresh off the track in Phoenix were on display with an autograph session by racing star Bobby Hamilton, Jr. The grand prize of the NPTC 2006 Exhibition, an advanced certificate to the Richard Petty Driving Experience, was won by Roger Baldwin, CTP, of Shaw Industries Group, Inc. Thirty companies sponsored 36 different events and conference materials. Plus, the ACT I (Allied Committee for the Trucking Industry) Rock 'N Roll party featured food, drinks and a live band that had everyone on the dance floor. Other highlights from the Conference are described below.

FL.E.E.T. AWARDS

Since 1990, the NPTC FL.E.E.T. Awards (For Leadership, Enterprise, and Excellence in Trucking) are given each year at the Annual Conference to recognize individuals who have made significant contributions to the National Private Truck Council, their profession, and the private trucking industry. The 2006 award winners are:

PRIVATE FLEET EXECUTIVE OF THE YEAR, (NPTC's highest individual award) went to Ron D. Tartt, CTP, General Manager, Private Fleet for Bridgestone Firestone North American Tire, LLC, Nashville, TN.

FLEET SAFETY PROFESSIONAL OF THE YEAR went to Bruce J. Perkins, CTP, Director, Logistics & Branch Operations for Yorktowne, Inc., Red Lion, PA.

FLEET MEMBER OF THE YEAR AWARD went to Bill Perry, CTP, CDS, Safety & Compliance Specialist for Hill's Pet Nutrition, Inc., Topeka, KS.

ALLIED MEMBER OF THE YEAR went to Mike D. Breeden, Executive Director, National Accounts for Cummins, Inc., Columbus, IN.

MEMBERSHIP DEVELOPMENT AWARD went to Robert J. Boyich, Vice President, Sales & Marketing for CPC Logistics, Bakersfield, CA.

FLEET GRAPHICS AWARDS

Also announced were the Commercial Vehicle Graphics Awards, which recognize fleets for their creative graphics design. This year's award winners were: Day Category: First Place: Chicago Tribune, Chicago, IL; Second Place: Kraft Foods, Inc., Glenview, IL; Third Place: Northern Tool & Equipment, Burnsville, MN; Night Category: First Place: Simon-

COMING EVENTS

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

NPTC ANNOUNCES NATIONAL SAFETY CONFERENCE

NPTC will hold its annual private fleet National Safety Conference on Thursday and Friday, September 14-15, 2006 at the Dulles Hyatt Hotel near Dulles International Airport in Herndon, Virginia. Watch our website, www.nptc.org for registration information.

NPTC ANNUAL CONFERENCE 2007

NPTC's Annual Education Management Conference and Exhibition will be held at the Westin Indianapolis and the Indiana Convention Center in the heart of Indianapolis, IN. Mark your calendar for April 29 - May 1, 2007.

Free NPTC/J.J. Keller & Associates Webcast:

"Driver Pay and Productivity" June 1 and August 24, 2006.

WELCOME NEW BOARD MEMBERS!

NPTC Board of Directors welcomes: Chair, Harry J. Haney, III, Kraft Foods, Inc.; Vice Chair/Chair-Elect, Ron D. Tarrt, CTP, Bridgestone Firestone North American Tire, LLC; Greg Mathein of Senco Products, Inc. representing the Heavy Duty Division; Gary L. Strausbaugh, CTP, Mennel Milling Company, Chair of the NPTC Institute Board of Governors; Greg Whisenant, CTP, of Shaw Industries Group, Inc., Chair of the Safety Committee; and Teryl K. Woods, Frito-Lay, Inc., the National Advisory Board Fleet Representative.

NPTC Institute Board of Governors welcomes: Institute Chairman, Gary Strausbaugh, CTP, Mennel Milling Company; Institute Vice-Chair, J. Bedford Monday, Jr., CTP, Schwan's Bakery Division; David R. Ellis, J.J. Keller & Associates, Inc.; Steve Jenkins, International Truck and Engine Corp.; Richard A. Jones, CTP, Bridgestone Firestone NA Tire; John M. Koliaska, CTP, JK Trucking; Dan Norris, The Pepsi Bottling Group.

CTP PROGRAM GRADUATION 2006

On Sunday, April 30, 2006, at the Opening Session of the NPTC's Annual Conference, 22 CTP candidates walked across the stage for graduation. Each graduate received a bronze and wood plaque, "sheepskin" diploma, and official CTP lapel pin and a 2006 graduate class program.

The Class of 2006 included Fleet Owner-sponsored Top Graduate Awardee - Edward Welch of Perdue Transportation. Members of the Class included: Scott W. Blair, Giant Eagle/Pittsburgh Division; George M. Carpenter, Army and Air Force Exchange Service; Mark Christensen, Valley Truck Leasing; Steven Downs, Unisource Worldwide, Inc.; Johnny F. Ganas, III, Sonoco Products Company; Bruce Girard, Clifford W. Perham, Inc.; Justin Hockaday, Toys 'R' Us; Jason Hosford, CPC Logistics, Inc.; Mike Lickert, Giant Eagle; Randy Marshall, TMT Software Company; Wade Moss, JK Trucking; Beau Del Nighswander, MMC Transport, Inc.; Arthur L. Noble, Mack Trucks, Inc.; Anthony R. Pellegrino, Restaurant Technologies, Inc.; Robert Rousseau, C.W. Perham, Inc.; C. Alan Smith, Harris Teeter; Barry P. Solomon, Toys 'R' Us; Chris Sullivan, McKee Foods Group; Bill Toerpe, Ryder; Thomas Trageser, General Mills; Kevin A. Zoeller, Pricechopper Supermarkets/Golub Corp.

Since the CTP® designation was first introduced in 1993, more than 450 fleet/transportation professionals have earned the right to add CTP® after their names. CTPs are raising industry standards, and in turn, increasing the respect and prestige of the fleet/transportation profession. It is a benchmark of excellence earned by a select few, but available to anyone willing to make the necessary commitment.

DRIVER HALL OF FAME INDUCTEES

Each year, NPTC and Bridgestone Firestone sponsor the Driver Hall of Fame and Fleet Safety Awards programs. The elite group this year features drivers from NPTC member companies who have logged more than a combined 15.8 million miles of safe driving. They were inducted into the NPTC/Bridgestone Firestone Driver Hall of Fame, May 2, 2006, at NPTC's Annual Education Management Conference in Nashville. This year's Hall of Fame inductees are: Gene E. Reed of TFE Logistics Group; John R. Tedford, Sr. of BOC; James H. Tolly of NCI Building Systems, LP; and Robert C. Wrenn of Gwaltney/Smithfield Transportation

FLEET SAFETY AWARDS

The NPTC/Bridgestone Firestone Fleet of the Year Award is presented to those companies whose fleets experienced the lowest ratio of accidents per million miles for the past year. The winners for 2006 are: Local Operation, Small Fleet, First Place: Barnes & Noble; Second Place: Yorktowne, Inc.; Mixed Operation, Small Fleet, First Place: Pendleton Woolen Mills; Second Place: Cooper Tire & Rubber Company; Third Place: George's Foods, LLC; Large Fleet, First Place: General Nutrition Centers; Second Place: Wal-Mart Transportation LLC; Third Place: Russell Corporation; Regional Operation: Small Fleet, First Place: Jerico Services, Inc.; Second Place: Metal Exchange Corporation, Third Place: Webster Industries, Inc.; Large Fleet, First Place: Milliken & Company.

Also recognized were those fleets with outstanding and/or improved safety records based on crash rates. Gold Seal Award - Awarded to a company without a single accident during the past year: ADM Trucking, Inc.; BP; Cooper Tire & Rubber & Company; Hittman Transport Services, Inc.; Jerico Services, Inc.; Moen, Incorporated; Pendleton Woolen Mills; Webster Industries, Inc. Silver Seal Award - Awarded for a reduction in accident frequency rate by 40% or more: Cooper Tire & Rubber Company; Grocery Supply Company; Hittman Transport Services, Inc.; Marathon Petroleum Company LLC; Metal Exchange Corporation; Orgill, Inc.; Yorktowne, Inc. Bronze Seal Award - Awarded to a company for reducing its accident frequency rate by 20% to 39%: BP; Grocery Supply Company; Hudson's Bay Company; LPC Transport, Inc.; Shaw Industries, Inc.; Walgreen Company; Webster Industries, Inc.