



## 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](http://www.nptc.org).

#### MEMBER BACKHAUL PROGRAM

A Steering Committee of NPTC members is looking at the feasibility of establishing a "MEMBER MATCH" backhaul information sharing program for NPTC Members only. Debra Stone, CTP, McKee Foods Corporation, and Greg Mathein, Senco Products, Inc., are serving as co-chairs of the Committee which has completed a NPTC Fleet Member questionnaire to determine the extent of interest in an officially sponsored service program which helps bring private fleet backhaul partnerships together with common interests in building strategic, long-term reciprocities of backhaul services. Don Thornton, VP, National Director, Freight Business Services, of TransCore is advising the Steering Committee as to the best approaches to this service. NPTC and TransCore have had a joint-sponsored, online load networking program for NPTC members for several years. The proposed program, as envisioned, would be a unique private fleet member-to-member forum which focuses on long-term relationships.

#### NPTC YEARBOOK HOT OFF THE PRESSES

NPTC's annual pictorial history of its Annual Conference has been published and distributed to more than 15,000 of the leading private fleets in America including all of NPTC's Fleet and Allied Members. The 2006 Yearbook features highlights of the 2006 Annual Conference held in Nashville, Tennessee in late spring. Look for your copy in the mail.

#### WEBCAST — "DRIVER PAY & PRODUCTIVITY," PART II

The latest NPTC and J.J. Keller & Associates webcast program on "Driver Pay & Productivity, Part II" in late August drew a total of 250 registrations. Executive Summaries of both Part I and Part II webcast presentations, as well as downloadable copies of the live presentations can be found on J.J. Keller's website at [www.jjkeller.com](http://www.jjkeller.com). Since 2004, the NPTC/J.J. Keller webcast five-part series on private fleet drivers has drawn hundreds of participants. The program on "Avoiding Negligent Supervision" was downloaded by 1,200 individuals since December 2005. Plans are underway to continue the driver webcast series in 2007.

#### FLEET MANAGEMENT INSTITUTE 2007

**NPTC has scheduled its annual Fleet Management Institute (FMI), January 13-17, 2007 at the Crowne Plaza Jacksonville Riverfront Hotel in Jacksonville, Florida.**

The 2007 FMI features new and updated material, an all-star speaker line-up and the industry's first look at the newly-created Standards of Private Fleet Excellence.

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. Transportation professionals who strive to become better leaders in the trucking industry would especially benefit from this program.

New for 2007 is a trip to the Port of Jacksonville for a bus tour of the facilities, lecture, and Q&A session with security officials to see the presented information in action.

This year's program draws from updated content which reflects the most current insights into best practices, benchmarking and operational excellence in the private fleet community. Specific workshops will focus on driver pay and productivity, emerging technologies, strategic and tactical planning, justifying the private fleet, leadership skills, leveraging outside transportation services, recruiting and hiring skills, backhaul strategies, lease vs. buy, accident investigation, and human resource management strategies among many others.

*For more information about the Fleet Management Institute and how to register, visit NPTC's website at [www.nptc.org](http://www.nptc.org).*

#### NATIONAL SAFETY CONFERENCE 2006

**Fleet operations and safety managers from more than 40 transportation companies convened in Herndon, Virginia for NPTC's fourth annual National Safety Conference, September 14-15, 2006.**

Attendees worked on "Solving the Safety Puzzle," through a unique format of presentations, discussions with key government representatives, workshops, table-top exhibits, expert panels, and networking opportunities. This year's program helped attendees put all of the pieces together to reinforce or create an effective safety program and strategy.

"Private fleets have a well-earned reputation for unsurpassed safety excellence," said Gary Petty, President and CEO of NPTC. "Programs such as the National Safety Conference, in which leaders from throughout the industry share their insights and perspectives, are one of the reasons why."

Among this year's highlights, keynote speaker, FMCSA Deputy Administrator David Hugel, gave an "insider's view" of safety issues that are affecting private fleets. Also, during a Problem-Solving Breakfast, attendees were able to discuss, and in some cases, solve their pre-submitted key issues, which included driver selection and retention, accident analysis and prevention, safety incentive programs, driver training, and hours of service.

# COMING EVENTS

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

## CTP® EXAM APPLICATION & FEE DUE

Deadline for all eligible candidates is November 15, 2006.

## CTP® EXAM PREP WORKSHOP

January 12, 2007 at the Crowne Plaza Jacksonville Riverfront Hotel in Jacksonville, Florida.

## FLEET MANAGEMENT INSTITUTE

January 13-17, 2007, Crowne Plaza Jacksonville Riverfront Hotel in Jacksonville, Florida.

## CTP® EXAM

February 10, 2007, offered at 40 locations across the country. hotel, January 12, 2007.

## NPTC ANNUAL CONFERENCE 2007

April 29 – May 1, 2007, "Racing to the Winner's Circle," at the Westin Hotel and Indiana Convention Center, Indianapolis, Indiana.

## CERTIFIED TRANSPORTATION PROFESSIONAL (CTP®) – UPDATE

### Exam Locations

Examination locations are now posted on NPTC's website [www.nptc.org](http://www.nptc.org). The exam will take place February 10, 2007 at more than 40 sites in the U.S. and Canada.

### Exam Applications Due

Confirmed candidates must return their Exam Application and fee by the November 15, 2006 deadline.

### Be Prepared – We'll Show You How!

NPTC offers several programs that are designed to help candidates prepare for the CTP® Exam:

**Fleet Learning Center**—An online training center offering five interactive courses encompassing the knowledge needed to complete the CTP® Program. You have 60 days to complete each course.

**Exam Prep Workshop**—Offered in January, it provides a review of the knowledge considered essential for passing the CTP® Exam. This is scheduled for Friday, January 12, 2007 in Jacksonville, Florida.

Since 1993, nearly 500 transportation professionals have earned the right to use the CTP® designation after their names. To learn more about the CTP® program, click on <http://www.nptc.org/cert/cert.html>, or contact Kristen Feehey at [kfeehey@nptc.org](mailto:kfeehey@nptc.org) or (703) 683-1300, ext. 223.

## WELCOME NEW NPTC MEMBERS!

Allied  
AdvanceOnline Solutions, Inc  
Aon  
IMMI, Lifeguard Technologies Division  
Silver Eagle Manufacturing Co.

### Fleet

Glenn O. Hawbaker, Inc.  
Kozy Shack Enterprises  
Mohawk Industries  
Parker Hannifin Corporation  
SVS Trucking/ShopKo Stores  
Premier Industries, Inc.  
New South Express, Inc.  
Millbrook Distribution Services

### NPTC 2007

The next NPTC Annual Education Management Conference and Exhibition will be held April 29-May 1, 2007, in Indianapolis, Indiana, at the Westin Hotel and Indiana Convention Center. The keynote speaker for the General Session on April 29th will be Dan Jorndt, former President and CEO of WALGREEN'S. On Monday, April 30th, the Recognition Luncheon will present the 2007 winners of the NPTC/Bridgestone Firestone Driver Hall of Fame. More than 1,000 registered guests and more than 115 exhibitors are anticipated for NPTC 2007. The Annual Conference Planning Committee has begun its work on designing 20 workshops that will focus on the most pressing and relevant issues facing the transportation industry.

### NPTC OUTREACH

During late summer and early fall, NPTC gave keynote presentations at the BB&T Capital Markets Truck Conference in Las Vegas; the Cadec Users' Conference in Orlando, and the XATA Users' Conference in Minneapolis.



2200 Mill Road, #350  
Alexandria, VA 22314

Tel: (703) 683-1300

Fax: (703) 683-1217

[www.nptc.org](http://www.nptc.org)

### YES, I'm interested in NPTC Membership!

Name \_\_\_\_\_ Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_