

# NPTC's Definition of Private Fleets

The following core features constitute the definition of authentic private fleets:

## AN IN-HOUSE CORPORATE TRUCKING OPERATION

The private fleet is an in-house truck fleet operation, often incorporated as a separate company, in service to a parent corporation whose primary business, such as manufacturing or retailing, is not trucking. However, private fleets may have their own operating authority to act as a for-hire carrier to produce revenue and lower net operating costs by selling capacity of the private fleet not used or required by the parent company.



## TARGETING SPECIFIC CORPORATE GOALS

A private fleet plays a key role in fulfilling and measuring specific corporate goals related to meeting high standards of customer service, quality, cost management, capacity control, and environmental sustainability.



## MANAGED BY EXPERT TEAM OF COMPANY EMPLOYEES

The private fleet is managed by a professionally-trained team of company employees who are transportation services and private fleet specialists; however, the work of this team may be supplemented by outside management services providers.



## DRIVERS

The private fleet's driver teams may be made up of company employees; full-service leased drivers; sometimes temporary drivers, or independent owner-operator driver contractors—or in combinations thereof—working generally on a full time basis, occasionally on a part-time basis, year-around or seasonally. Outstanding customer service, exceptionally safe driving performance, and longevity of service to one company are key differentiating values of private fleet drivers.



## EQUIPMENT

The private fleet's tractors and trailers may be owned, leased, financed-leased, rented—or in combinations thereof.



## SAFETY

Private fleets are significantly safer—generally three times or more safe—when compared to the overall safety performance of the for-hire trucking industry.



## FINANCIAL MODEL

The private fleet may be a profit center, cost center, or "hybrid" profit and loss entity.

## WHAT IS NOT A PRIVATE FLEET

Other types of trucking operations may appear like or claim to be private fleets but are not. The term "dedicated private fleet" is a misnomer. The trucking services provided to a shipper company by an outside carrier or third party logistics company—generally known as "dedicated fleets"—whether used to augment, replace, or as an alternative to a private fleet, whether deployed regularly or seasonally, are not private fleets.