

PFMI 2020

Opens a New Era

More than ever before, private fleets have a growing support in Corporate America

*"There has never been a better time to attend PFMI—
an unsurpassed venue of educational networking"*



by Gary Petty
President and CEO
National Private Truck Council



Attendees at PFMI 2019

NPTC IS PLEASED TO ANNOUNCE THE PRIVATE FLEET MANAGEMENT INSTITUTE (PFMI) SCHEDULED FOR JANUARY 18-22, 2020, AT THE OMNI JACKSONVILLE HOTEL IN JACKSONVILLE, FLORIDA.

This much-anticipated annual event attracts representatives from more than 100 Fleet and Supplier/Vendor NPTC-member companies. For many first-time attendees, the experience is often described as their "gateway" introduction to the Council's private fleet community and the beginning of a long-term engagement with NPTC's diverse spectrum of fleet practitioners and suppliers.

Reserve your seat now and "get in the picture" for PFMI 2020. With 111 registrations, PFMI 2019 was the second-largest group of private fleet practitioner attendees in the program's history (click here for final roster). Registrations for PFMI 2020 are expected to be higher. Make 2020 your PFMI year!

There has never been a better time than now to attend PFMI. 2020 begins a new era in which private fleets have more than ever before a growing support in corporate America. More companies want control of capacity, cost, and customer service, essential advantages brought about by private fleets.

Several major businesses have brought back private fleets previously outsourced or are starting one from scratch for the first time. Perhaps the most significant example of this trend is a top Fortune 100 corporation founded in the 19th century which is now launching its first-ever private fleet. According to the 2019 NPTC Benchmarking Survey Report, most private fleets expect to grow their capacity within the next five years.

The jobs of private fleet management are demanding as never before. Workloads and responsibilities of in-house fleet team members grow while their total staff headcount shrinks. Performance expectations and standards for fleet justification continue to rise. Fleets do more with less as a matter of course. Overhead budgets are static or shrinking.

Compliance demands increase and data management challenges often are overwhelming. Customer service expectations get tougher with each passing season. Yet successful fleet managers meet and often exceed goals in spite of these challenges, assisted by their own continuing education and the help of outside expertise and experience.

Few companies have the resources and luxury of time to figure out everything on their own. Of necessity, fleets rely on trusted outside partners and resources like NPTC, fellow Fleet professionals engaged in the Council, and third-party NPTC-member supplier/vendors. From the recommendations of peer professionals through this network, fleet managers discover proven solutions to achieving optimal outcomes.

The PFMI is an unsurpassed venue of educational networking to get quickly up to speed. No matter what your official title or years of experience, today's transportation and logistics environment demands professionals with state-of-industry expertise and insight into the most forward-looking solutions of the day. The good old ways of yesteryear won't cut it. You need a variety of skills that lead to outstanding performance in every aspect of your job.

NPTC's five-day Private Fleet Management Institute provides the most comprehensive and intense instruction, education, and learning experiences by some of the industry's top practitioners, and is designed to enhance your professional mastery of private fleet management. The accelerated "graduate level" program helps navigate the five core disciplines of private fleet management: finance, human resources, safety, operations and equipment, and maintenance. This curriculum is deemed by the industry's leading practitioners as essential for on-the-job success.

PFMI provides a rigorous learning environment in which attendees will be exposed to a series of general session presentations; roundtable break-out discussion groups; structured networking activities; applied learning exercises, and collaborative team-building through case study analysis and competitive presentations on the final day. Every attendee is expected to know transportation, have experience in the industry, and be a contributor.

The Institute experience also provides one of the most effective ways of refreshing your fleet knowledge in preparation for the CTP 2020 Examination which will be held at several proctored locations around the country on February 8, 2020. In addition, virtually every Institute attendee also participates in the CTP Examination Preparation Workshop, requiring separate registration and fee payment, held on February, January 17, 2020, also at the OMNI Jacksonville Hotel, the day immediately before the start of PFMI.

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