



# SCHOOL OF PRIVATE FLEETS

ADVANCING THE COMMUNITY THROUGH EDUCATION,  
BEST PRACTICES, AND BENCHMARKING

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Over the past decade, the National Private Truck Council has developed a master plan to provide private fleet management practitioners with education, training, and business networking services through live events and web-based information which deliver optimal take-away value at affordable cost.

The content focus of these services is on best practices, benchmarking data, and model fleets with leading strategic and tactical protocols. These form the basis for continuous improvement of the private fleet through adaptation of world class operational standards, more sophisticated management practices, innovative technology, more in-depth financial analysis, and greater measurements for equipment and driver safety.

To achieve these objectives, the Council organizes subject matter content into five broad categories: *Safety and Compliance*; *Financial Management*; *Operations*; *Equipment and Maintenance*; and *Human Resources*. **Within each of the five disciplines, we infuse the latest developments of technology and data management.** These topics broadly constitute the **NPTC Core Curriculum** of private fleet management and are the foundational basis for all key Council programs and services.

Six major events highlight the NPTC calendar year. These are repeated in the same sequence each year but with new, improved, and upgraded information. The year kicks off with the **Private Fleet Management Institute** in January (held in conjunction with and preceded by the one-day CTP Examination Preparation Workshop) followed by the **Certified Transportation Professional Examination** offered nationwide at multiple locations in February and March; meetings of **CTP Examination Graders** also held in February and March; the **Annual Education Management Conference and Exhibition** held in April or May, the **Benchmarking Survey Report** published in August, and the **National Safety Conference** held in September.

The latest results of NPTC Annual Benchmarking Survey Report are integrated to varying degrees into the content of each major meeting event. Questionnaires for the Survey collecting data from the previous calendar year are sent to Fleet Members in February. At the Annual Conference, a preliminary report on the findings of the Survey Report is presented at the final

General Session. The final and complete report is emailed to all members on August 1st.

Topics selected for each major event are made upon recommendation of NPTC members through Boards and standing committees like the NPTC Institute Board of Governors, the Conference Planning Committee, the Benchmarking Advisory Committee, and the Safety Committee. Expert presentations at these events are made exclusively by Fleet Member representatives who have been pre-qualified by NPTC based on their educational/work

experience track-record and communications skills. All presentations are reviewed and approved in advance and are governed by a long-established set of *Guidelines and Ground Rules* for speakers and panelists approved the NPTC Board of Directors.

NPTC's informal network of "teaching faculty" at its major events consists of over 150 professionals made up entirely of Fleet Member volunteers who see the experience as an invaluable learning opportunity for themselves while making an important contribution to their profession.

These volunteers include 20 speakers at the Private Fleet Management Institute; 25 CTP's serving as official graders for the CTP Examination; 80-90 speakers and panelist at the Annual Conference and Exhibition, and 20 speakers and moderators at the National Safety Conference. In preparing the Annual Benchmarking Survey Report, critical confidential information about fleet practices is provided by representatives from over 90 separate Fleet Member companies.

Nearly 1,700 representatives of Fleet and Allied/Supplier member companies participate in NPTC major events every year: 100 attend the PFMI; 75-90 graduate in each year's CTP Class; 1250 attend the Annual Conference; and 230-250 register for the National Safety Conference. Total participation at these events is now two or three times greater than fifteen years ago.

The foregoing describes NPTC's "School of Private Fleets." The school's success components are quality students with the best ideas on a path of continuous professional improvement from forward-thinking companies. Take-away value drives future participation. New opportunities for learning and business contacts at NPTC events keep members coming back year after year.