

NATIONAL PRIVATE TRUCK COUNCIL

GARY F. PETTY
PRESIDENT AND
CHIEF EXECUTIVE OFFICER

950 N. GLEBE ROAD, SUITE 53
ARLINGTON, VIRGINIA 22203-4183
(703) 838-8876
(703) 683-1217 FAX
GPETTY@NPTC.ORG

NPTC 2021—AN OPEN LETTER TO NPTC MEMBERS

Registration began March 1st for the NPTC 2021 Annual Education Management Conference and Exhibition to be held Sunday, June 13th through Tuesday, June 15th at the Hotel Cincinnati Netherland Plaza and Duke Energy Convention Center, Cincinnati, Ohio.

We are fully committed to holding the meeting -- “full steam ahead.” This will be a traditional “live and in-person” event with no option to participate virtually. We encourage all members to register now, book hotel rooms, arrange travel, and plan to attend.

The NPTC Conference Planning Committee continues to meet monthly to help plan the nearly three dozen workshops and breakfast roundtable discussions on the most timely and important topics of interest to private fleets in an emerging and rapidly growing post-COVID-19 market.

Our conservative projection is that attendance for NPTC 2021 will be roughly 25% lower than the average of the past five years, or approximately 850-1,000 attendees compared with 1,250 which has been the norm since 2015. If correct, at a minimum this means that an estimated 112 separate Fleet member companies will likely be in attendance as compared with the typical 150 Fleet companies which usually are represented at our annual conferences.

Exhibit hall booth sale numbers thus far are tracking this projection. We estimate a final count of exhibitors at 112, which would be slightly more than 25% lower than of our typical average number of 150 exhibitors over the past five years.

We are pleased to report that out of 110 exhibitors which have registered for NPTC 2021, only 7 exhibitors (just slightly over 6.5%) have pulled out thus far. We suspect, however, that these companies, and more than a few others which have not purchased a booth, may reconsider their decision in the next few months and want back in. The demand for exhibit space may suddenly rise. Many supplier/vendors may fear missing out on a boom of business which could be just on the horizon.

The State of Ohio has just removed any limits on the number of attendees at mass meetings. See links ([here](#)) and ([here](#)) for updated COVID-19 protocols and policies of our convention sites in Cincinnati. The Biden administration has announced plans to make all American adults eligible for COVID-19 vaccinations by May 1st.

Things could quickly change for the better over the next few months. Many companies are likely to revise current business travel ban policies. We believe a pent-up demand to reconnect in the NPTC culture could result in a surge of interest in attending for many companies which are now sitting on the fence.

Thank you for your support and engagement. If you register or buy a booth and decide to cancel as late as June 12th, we will suspend our cancellation policy and refund your money without penalty. Early bird discounts will be extended to April 25th.

We want and appreciate your business and look forward to seeing you in Cincinnati.