



NATIONAL PRIVATE TRUCK COUNCIL NEWSLETTER

ACTIVITIES AND EVENTS OF THE NATIONAL PRIVATE TRUCK COUNCIL



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column appears monthly
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council's website is
www.nptc.org.

NPTC'S MEMBER MATCH – TO BOOST BACKHAUL UTILIZATION

The National Private Truck Council (NPTC) has launched a unique backhaul program designed to help members fill empty miles through strategic private fleet partnerships.

The initiative -- the **MEMBER MATCH BACKHAUL NETWORK PROGRAM** ("MEMBER MATCH" for short) -- provides an information exchange that allows member companies to fill empty capacity in their own fleets with shipments from other fleet companies or to utilize other private fleets to haul their company's shipments.

BACKGROUND

According to NPTC's 2006 Private Fleet Benchmarking Survey, private fleet companies reported that 25% of all private fleet miles are empty, creating tremendous opportunity for filling backhaul capacity and tremendous opportunity for delivering cost savings to the fleet. With today's ever-rising costs and the constant pressure to optimize capacity, private fleets must continually increase their revenues and lower costs wherever possible. For many private fleets, reducing empty miles while securing backhaul loads plays a significant role in the effort.

But attracting outside freight has always been problematic. Many private fleets have obtained for-hire authority, which gives them the opportunity to fill what would otherwise be empty backhaul miles with revenue-producing freight. Some 53% of the respondents in last year's benchmarking survey reported having for-hire authority. Those fleets that have for-hire authority operate at an average cost per mile that is 10% less than those that don't haul outside freight.

For many years, fleet members of the NPTC have informally -- and often by chance encounters at NPTC meetings -- found strategic partners to help ship or receive their

freight to and/or from other NPTC members. It is believed that **MEMBER MATCH** has the potential to help its members achieve exponentially greater network balance by boosting the amount of loaded miles.

HOW THE MEMBER MATCH PROGRAM WORKS

The program goes far beyond a tactical, online load-matching service. Again, it is for those fleet managers seeking strategic, long-term partnerships with peer private fleet operations. NPTC Board Member, Greg Mathein, Manager of Traffic & Transportation for Senco Products, describes how the program will work, "Through NPTC's **MEMBER MATCH**, I have the confidence that I'm dealing with reputable companies and fleet managers and therefore will lower my risk. Think of it as two members talking at the Annual Meeting and exchanging information on lane imbalances. The online network is merely facilitating that discussion, making it a more focused and expedited means of taking care of our freight and equipment requirements. It provides the assurance that loads will be handled by fleet operators with the same unrelenting customer service standards and top-notch equipment as you have."

For **MEMBER MATCH** to reach its maximum benefit, NPTC Fleet Members should list as much of their company's outbound and inbound freight as possible. Mathein says, "We all have lanes that need to be filled so having a good selection of freight that is long-term and sustainable is vitally important. In addition, by providing as much detail about the specifics of the loads and the lanes, NPTC Fleet Members help to pre-qualify the potential for forming "win-win" relationships."

USING THE NPTC WEBSITE

Using a special section of the NPTC website, participating members will know that their specifications will be listed on a secure network and report. Listed below is the typical information which could be included. Please note that the more critical information that is provided, the better visualization of potential will be realized by participants:

- Loads available by lane
- Commodity
- Load quantity
- Freight weight
- Type of equipment
- Contact information
- Other pertinent disclosures

Private fleets could also list their operational information, such as:

- Scope of operation
- Loads needed to and from
- Types of equipment used in the entire fleet
- Size of fleet
- Type of authority
- Contact information
- Other pertinent disclosures

COMING EVENTS

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

NPTC ANNUAL CONFERENCE 2007

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

NPTC/IDEALEASE SAFETY SEMINARS

4/11/07 Cincinnati, OH	5/08/07 Minneapolis, MN
4/12/07 Knoxville, TN	5/09/07 Denver, CO
4/26/07 Mount Joy, PA	5/10/07 Des Moines, IA
5/02/07 Green Bay, WI	5/16/07 Evansville, IN
5/03/07 Marshfield, WI	5/17/07 Ft. Wayne, IN

SAFETY COMMITTEE MEETING

June 12-13, 2007 – Greenville, South Carolina

NATIONAL SAFETY CONFERENCE

September 16 & 17, 2007 – Holiday Inn, Arlington, Virginia

Following is another checklist of **OPTIONAL** information which could be added to ensure "full picture" potential for operational success for users of **MEMBER MATCH**:

- How far out of route to pick up and deliver?
- Waiting time for loading and unloading
- Loading time
- Hours of operation
- Payment terms
- How clean is the freight?
- How is it loaded?

Because of their uncompromising commitment to customer service, fleet members of NPTC have informally – and often by chance encounters at NPTC meetings – found strategic partners to help ship or receive their freight to and/or from other NPTC members.

MEMBER MATCH has the potential to help its members achieve exponentially greater network balance by boosting this informal network. Participants will have the confidence that they are dealing with reputable companies and fleet managers and, therefore, will lower the risk of service failure. Participants will have the assurance that loads will be handled by fleet operators with the same unrelenting customer service standards and top-notch equipment as they have for their own fleets.

Not a fleet member? Join the NPTC today online for as little as \$685 annually. Your first load could pay for the cost of membership. For more information about NPTC's **MEMBER MATCH** or about NPTC, please visit the NPTC website at www.nptc.org.

NPTC'S 2007 BENCHMARKING SURVEY UNDERWAY

Every year, NPTC asks its fleet members to answer some 60 questions relating to equipment and maintenance, labor, and operational performance. The purpose of the Survey is to examine a number of private fleet related issues designed to:

- Validate private fleet performance based on comparative peer data

- Identify areas of improvement and opportunity

- Identify the significant trends affecting private fleet practitioners

- Help NPTC members assess the value in their private fleet operations

In addition, the benchmarking survey will be used to enhance the Standards of Fleet Excellence, a comprehensive, detailed profile and analysis of operating and performance standards found in leading private fleets.

Last year, a total of 152 NPTC private fleet members participated in the Survey and answered all the questions and we are expecting even more participation this year. We believe that the information presented in the Final Report, which will be made available in just a couple of weeks exclusively to fleet members of NPTC, is representative of the private fleet industry as reflected in the companies which are Fleet Members of NPTC.

FLEET MANAGEMENT INSTITUTE – A COMMITMENT TO EXCELLENCE

NPTC's Fleet Management Institute, held January 13-17 in Jacksonville, once again played to rave reviews. With 69 attendees, this year's Institute was the largest since the 1990s. In addition, the quality of the speakers and programming led to an unprecedented level of interest and engagement as reflected in the feedback from the participants.

The institute is an intense, five-day educational and training experience held annually in January. The program featured general sessions and customized workshops focused on five core areas of fleet excellence – Operations, Finance, Human Resources, Safety, and Equipment and Maintenance. It is the foundational experience for fleet professionals to navigate the core curriculum in preparation for sitting for the Certified Transportation Professional examination.

The CTP exam is recognition of the experience, validation of management skills and demonstration of commitment to the transportation industry. This year, we had more than 40 fleet and allied members gain their certification – again the highest number in years.

These deserving professionals will be honored at NPTC's Annual Education Management Conference and Exhibition Kick-Off Brunch in Indianapolis April 29.