



## NATIONAL PRIVATE TRUCK COUNCIL NEWSLETTER

### ACTIVITIES AND EVENTS OF THE NATIONAL PRIVATE TRUCK COUNCIL



**By Gary Petty,**  
President and CEO of  
the National Private  
Truck Council. His  
column appears monthly  
in **FLEET OWNER**. The  
council's website is  
[www.nptc.org](http://www.nptc.org).

#### KEY HIGHLIGHTS OF THE 2006 NPTC BENCHMARKING SURVEY

The NPTC 2006 Private Fleet Benchmarking Survey® reaffirms the continued validity of private fleets as the largest sector of the trucking industry. Some highlights of survey results show why.

- Four out of five private fleets handle all of the DC-to-end-customer shipments. Another 71% of companies rely on their private fleet for interplant movements, and 60% use their fleets for shipping finished goods from the plant to the distribution center. Some 83% of companies said their private fleet has first pick of all available company loads going out of their own facility.
- By a factor of almost two-to-one, drivers rated the most pressing concern of managers. The next closest issues were fuel costs and "bench strength" of personnel.
- More than two-thirds (69%) of respondents say they used their private fleet as leverage or as a benchmark against for-hire carrier service and pricing.
- Among respondents, the average fleet size is 154 heavy-duty power units, and the trade cycle is 6.36 years or 757,710 miles.
- The trailer-to-tractor ratio of private fleets reporting is three-to-one, with 80% of trailers owned and the remainder leased.
- Twenty-five percent of miles are empty in private fleets.
- More than one-half of private fleets (53%) have for-hire authority and seek to reduce their operating costs by selling backhaul capacity.
- Some 45% of fleets totally outsource maintenance of equipment while 13% perform it exclusively in-house, and 42% do a combination.
- Private fleets – safety leaders overall in the industry – reported an average of 0.714 accidents per million miles.

The survey shows private fleets bring proven advantages to thousands of companies and will continue to prosper as a premier transportation solution.

#### 2006 NATIONAL SAFETY CONFERENCE

The theme of the 2006 NPTC National Safety Conference, scheduled for Thursday and Friday, September 14-15, 2006, at the Dulles Hyatt Hotel, Dulles, Virginia, is "Solving the Safety Puzzle."

Fleet decision makers and/or safety and security practitioners interested in assessing safety practices and exploring options while improving practices and reducing cost, or managers interested in playing a greater, more valuable role in their company's safety and security decisions, justifying expenditures in safety technology, and reducing accidents and injuries – all are strongly encouraged to register for this Conference.

The Fourth Annual Conference builds on previous years of successes and features a unique format of presentations, discussions with key government representatives, expert panels and problem-solving workshops – all designed to provide attendees with insights into implementing strategic safety programs.

The program, which also features a tabletop exhibit and numerous networking opportunities, will focus on the following topics:

- Life Cycle of the Professional Driver
- Accident Analysis and Reduction
- Business Fleet Best Practices
- TRB Synthesis Studies on behalf of the FMCSA (panel discussions):
  - Driver Training
  - Safety Management Certification
  - Safety Culture
  - Behavior-based Safety
  - Health and Wellness
  - EPS and OSHA Updates

In addition to these key topics, discussions with leading government representatives, problem-solving workshops, table-top exhibits, expert panels, and networking opportunities afford attendees insights into, and workable solutions for, strategic safety and security issues that face today's private fleets.

To justify time away from the office and bring new value back to your company, NPTC makes a point at the Conference to show the cost-avoidance and cost-reduction opportunities for all of the safety improvement applications discussed. In addition, attendees receive cost-benefit tools for accident cost analysis and financial validation of safety technology. These tools alone justify participation.

Attendees from last year's program will see an entirely new agenda with additional subjects added based on feedback from the 2005 program. If you have never attended, now is the time to make the commitment.

For more information about the National Safety Conference, visit NPTC's website at [www.nptc.org](http://www.nptc.org), or contact Bob Inderbitzen, CTP, at [safetybitz@aol.com](mailto:safetybitz@aol.com).

# COMING EVENTS

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

## Free NPTC/J.J. Keller & Associates Webcast:

"Driver Pay & Productivity, Part II" – August 24, 2006

## Fall Board and Committee Meetings

Wednesday, September 13, 2006  
Hyatt Dulles Hotel, Herndon, VA

## National Safety Conference 2006

NPTC will hold its annual private fleet National Safety Conference on Thursday and Friday, September 14-15, 2006 at the Dulles Hyatt Hotel near Dulles International Airport in Herndon, Virginia. Watch our website, [www.nptc.org](http://www.nptc.org), for registration information.

## CTP Exam Prep Workshop

Held in Jacksonville, Florida at the Crowne Plaza Jacksonville Riverfront hotel, January 12, 2007.

## NPTC 2007 Fleet Management Institute

The 2007 Fleet Management Institute to be held in Jacksonville, Florida, January 13 - 17, 2007 at the Crowne Plaza Jacksonville Riverfront hotel. The agenda, workshop descriptions, registration and hotel information will be available on our website later this summer

## Idealease/NPTC Safety Seminars

08/02/06 Kansas City, KS  
08/09/06 Ft. Wayne, IN  
08/16/06 Charleston, WV

## NPTC ANNUAL CONFERENCE 2007

NPTC's Annual Education Management Conference and Exhibition will be held at the Westin Indianapolis and the Indiana Convention Center in the heart of Indianapolis, Indiana. Mark your calendar for April 29 – May 1, 2007.

## WELCOME NEW MEMBERS!

### Fleet Members:

Air Liquide Canada, Inc., Alliance Imaging, American Proteins, Inc., American Signature, Inc., Amerimax Building Products, Inc., ASRC Energy Services, Associated Food Stores, Inc., Atrium Companies, Inc., Boral Bricks, Inc., C & S Wholesale Grocers, Inc., Cardone Industries, Coca Cola Bottling Company Consolidated, Croft Transportation, Inc., Crowley Foods, CWJ, Inc., DCT Chambers Trucking Ltd., DeAngelo Brothers, Inc., DSW, Inc., Ferguson Enterprises, Inc., Fleet Wholesale Supply, Francis Drilling Fluids, Ltd., Full Armor Transport, Inc., G&K Services, Glazer's Family of Companies, Horizon Logistics Services, Independent Stave Co., Inc. Jenkins Brick Company, Leggett & Platt, Inc., Leticia Freightlines, Liberty USA, Inc., Lone Star Milk Producers, Inc., MedTrans, National Gypsum Company, Nature's Best, Oldcastle Precast, Inc., OmniSource Transport, LLC, Orscheln Farm & Home, LLC, Owens & Minor Distributing, Philadelphia Suburban Water Co., Pioneer Natural Resources, Pioneer Transportation, LLC, Rea Magnet Wire Company, Inc., Schupan & Sons, Inc., SNL Distribution, Inc., Staples, Inc., Swiss Family Farms, Timkin Company, Toll Integrated Systems, Upstate Farms Cooperative, Inc., Valley Proteins, Inc., Wausau Paper Company, and Whiteline Express, Ltd.

### Allied Members:

Admark Graphic Systems, Inc., Big Truck TV, Inc., Fleet One, LLC, Formetco Print & Display, GE Trailer Fleet Services, Independent's Service Company, Integrated Global Logistics, LLC, Johnson Refrigerated Truck Bodies, Landstar Carrier Group, Lawrence National Lease, Lily Transportation Corp., Martin Marietta Composites, Merchandise Movers, Inc., Mobile Installation Tech-

nologies, LLC, MW Supply, NAVTEQ, NECS, NFI Industries, Niagara National Corporation, Nobilas North America, Pan Western Paxtel, LLC, Perkins & Associates, LLC, Personnel Systems Associates, Pitt Ohio Express, Power Service Products, QA Technologies, Roadboardz Truckside Advertising, LLC, Ryan Transportation Service, Scopelitis, Garvin, Light & Hanson, Search Resources, Inc., Security Products Group, SmartDrive Systems, Star Logistics, Telargo, Inc., Tele Atlas North America, Inc., The Hunt Law Group, Transplace Texas, LP, Transport Security, Inc., WebTech Wireless, Inc., and Zonar Systems, LLC.

### STANDARDS OF FLEET EXCELLENCE

NPTC is pleased to present the inaugural version of the "Standards of Fleet Excellence." This NPTC-copyrighted 158-page document is designed to help NPTC members qualify and quantify the value of their company's private fleet using criteria – including best practices, benchmarks, protocols and metrics – commonly found in many of America's leading private fleets.

This is a "work-in-progress" project which will be continually updated based on new, expanded information made available to NPTC by its fleet members. Future versions and updates will be posted on the NPTC website, [www.nptc.org](http://www.nptc.org).

The "Standards of Fleet Excellence" was developed and written by Tom Moore, CTP, NPTC's Education and Training Consultant, under the guidance of a special NPTC Task Force of members. This document is believed to be the most comprehensive and detailed resource on private fleet assessment in the industry and is made available exclusively at no charge to NPTC fleet members.

Members are encouraged to use the "Standards" to describe and promote the success of your private fleet operation and its unique contributions to the company.