

CITY OF RAPID CITY
TRAVEL REQUEST

305

Person requesting travel David McFarland Department Public Works - Streets

I hereby request permission to travel for the following purpose: (Give specific nature of business and interest of the City to justify cost involved.)

NAFA's Fleet Management Institute Conference

List all other City employees, if any, making the trip for the same purpose: none

Place of meeting or destination: George R. Brown Convention Center Houston, Texas

Date of meeting May 5-8, 2007

Date trip to begin 5-4-07 Date trip will end 5-9-07

Method of transportation requested Air

Estimated transportation cost \$ 500.00

Meals 117.00

Lodging 5 days @ 211.77 1058.85

Other costs - description Registration 550.00

shuttle 50.00

Total estimated cost of trip \$ 2275.85

Signed [Signature] 2/9/07 Date [Signature] 2/13/07
(person requesting travel) (Department Head)

When the cost of the trip will exceed \$500, per employee, this section must be signed.

In accordance with the provisions of Rapid City ordinances and travel regulations, consent is hereby given for travel as requested in the foregoing application. Maximum cost of trip authorized is \$ _____

Approved: [Signature] Date 2.13.07
Mayor

When the cost of the trip will exceed \$1,500, per event, Council approval is required.

Approved by Common Council on _____ (Date)

White copy - Mayor Yellow copy - Finance Gold copy - Department copy

Raue Kerry

From: McFarland Dave
Sent: Monday, February 12, 2007 11:02 AM
To: Raue Kerry
Cc: Brumbaugh Don
Subject: FW: Northwest Airlines Travel Information

-----Original Message-----

From: Marsha J Vink [mailto:marsha.vink@aaasd.org]
Sent: February 12, 2007 10:58 AM
To: marsha.vink@aaasd.org; dave.mcfarland@rcgov.org; marsha.vink@aaasd.org
Subject: Northwest Airlines Travel Information

This Northwest Airlines Itinerary was sent by Marsha J Vink (marsha.vink@aaasd.org).

Please do not reply to this email. Please use the Forward option if you wish to send this email to someone other than nwa.com Customer Service. Replies to this email that do not require assistance from nwa.com Customer Service will not be responded to or read.

Your Reservation Summary

Total Cost: \$405.37

Traveler(s)

David McFarland

Rapid City Regional Airport to Minneapolis/St. Paul International Airport**Friday, May 4**

Flight: 1202
Depart: Rapid City Regional Airport, May 4, 7:00 AM
Arrive: Minneapolis/St. Paul International Airport, May 4, 9:26 AM
Class: Economy
Seats: Not Assigned

Minneapolis/St. Paul International Airport to Houston George Bush Intercontinental Airport**Friday, May 4**

Flight: 1542
Depart: Minneapolis/St. Paul International Airport, May 4, 1:15 PM
Arrive: Houston George Bush Intercontinental Airport, May 4, 4:04 PM
Class: Economy
Seats: Not Assigned

Houston George Bush Intercontinental Airport to Minneapolis/St. Paul International Airport**Wednesday, May 9**

Flight: 3339
Depart: Houston George Bush Intercontinental Airport, May 9, 10:40 AM

2/12/2007

Arrive: Minneapolis/St. Paul International Airport, May 9, 1:40 PM
Class: Economy
Seats: Not Assigned

Minneapolis/St. Paul International Airport to Rapid City Regional Airport

Wednesday, May 9

Flight: 1205
Depart: Minneapolis/St. Paul International Airport, May 9, 2:20 PM
Arrive: Rapid City Regional Airport, May 9, 3:03 PM
Class: Economy
Seats: Not Assigned

Times shown are local times at the departure/arrival cities.

ADVANCE PROGRAM

Register Now!

The Industry's Largest and Best Gathering of Government

NAFA's Fleet Management Institute and Law Enforcement Group Conference



U S A ★ ★ ★ ★ ★

May 5 - 8, 2007
George R. Brown Convention Center
Houston, Texas

EXPERIENCE GOLDEN OPPORTUNITIES

- ★ More Training than Any Other Fleet Conference — 60 Hours of Fleet Training and Professional Development to Satisfy Your Annual Training Requirement!
- ★ Attend Panel Discussions with OEMs or Top Leasing Company Executives to Hear Their Thoughts on the Latest Industry Concerns
- ★ Celebrate NAFA's 50th Anniversary and Network with Colleagues of All Ages
 - ★ 7 1/2 Hours of Intensive Advanced Skill Development Sessions for the Experienced Fleet Manager
 - ★ Meals Provided Valued at \$300!
- ★ Compact Weekend/Weekday Schedule Minimizes Your Time Out of Office
 - ★ More than 225 Exhibitors to Do Business With
 - ★ More than 300 Government Fleet Managers to Network With



REGISTER TODAY!

Save \$49 when you register by our
advance registration deadline of March 5

EXPERIENCE THE BIGGEST FLEET EDUCATION EVENT OF 2007!

NAFA'S 2007 FLEET MANAGEMENT INSTITUTE AND LAW ENFORCEMENT GROUP CONFERENCE

This year, NAFA is celebrating our 50th anniversary. Come spend four fun-filled days with hundreds of your fleet colleagues to experience the biggest fleet education and training event of the year! All under one roof, the FMI-LEG boasts 60 hours of education and networking, interactive panel discussions with top executives from the OEMs and leasing companies, three Advanced Skill Development sessions for experienced fleet managers, over 40 sessions to attend in 7 education-specific tracks and a variety of fun, exciting activities throughout the conference — *all to make this event your golden opportunity!*

With this one, dynamic educational event filled with diverse fleet education and professional development, you will achieve most, if not all, of your annual training requirement!

"Great conference! It was my first time attending; I will attend next year!"

—WILLIAM W. STEWART, FLEET ADMINISTRATOR, JAMES CITY COUNTY, VIRGINIA



HEAR NEW STRATEGIES, SEE NEW FACES, LEARN ON THE EXHIBIT HALL FLOOR

GENERAL SESSION SPEAKERS



Gordon Bainone, Former CEO, Continental Airlines — Keynote Presentation
Mike Pitcher, Executive Vice President, Corporate Fleet LeasePlan USA
Leo Abruzzese, Editorial Director, North America, *The Economist*

John Powers, Motivational Speaker

Our **Chapter Recognition Luncheon** is geared up for fun and easy yet powerful networking opportunities. Sitting with colleagues from your own NAFA chapter, you will catch up with friends and network with new faces from your corner of the world.

Visit with more than 225 vendors on such services and products as fuel card systems, software, leasing services, and, of course, the latest vehicles for your fleet. In addition, participate in the drawing for the fantastic \$10,000 Drive-Your-Own-Company Car!

STRENGTHEN YOUR FLEET KNOW HOW

This year's FMI-LEG provides you the unique opportunity to ask top executives from the OEMs and fleet leasing companies directly what their thoughts are on what is developing and what the future holds for the industry. No where else can you hear from and talk with these executives. What are the latest developments in alternate fuels technology? How is telematics being incorporated into future products? What will change in our industry over the next five years or decade? Attend Sunday's **OEM Roundtable** and Monday's **Straight Talk from Fleet Leasing Executives** session to hear what top executives have to say on these topics and much more.

Our three, intensive **Advanced Skill Development** sessions provide the opportunity to ask experts your questions on the components of global fleet management and how to establish a viable global program; advanced lifecycle cost analysis specifically for the public sector; and the financial positives and negatives of reimbursement, open-end and closed-end lease types and other fleet financing considerations.

Interactive, fleet-specific workshops for those with public service, utility, Canadian, university fleets and more commence the training program Saturday afternoon. Then, over the next three days, with a wide variety of courses to choose from, you will have the opportunity to hear straight talk from a faculty of well-respected and renowned fleet executives. FMI-LEG **education sessions geared specifically to government fleets** cover a wide variety of topics, including ★ emerging technologies for medium- and heavy-duty trucks ★ vehicle/equipment upfitting and how to select the proper chassis for your application ★ the effectiveness of the Sarbanes-Oxley Act of 2002 on fleet management ★ how to get your shop and technicians ASE/EVT certified ★ hybrid and fuel cell vehicles ★ automotive maintenance and how to ask the right questions to ensure proper repair ★ how to tune up your driver safety program ★ future vehicle technologies and ★ developing a strategic alliance with suppliers, among other issues.

REGISTER ONLINE WWW.NAFA.ORG

I found the conference to be enlightening, educational, overwhelming, beneficial and fun.

There was a wealth of information to take in and I didn't want to miss anything...

The event far exceeded my expectations. I would go again.

—PAUL R. HARRISON, SENIOR ADMINISTRATOR - E-SOURCING AND FLEET, TDS TELECOM

Attend FMI-LEG and meet more than 300 of your public sector colleagues. Share ideas, discuss creative solutions and network with a large professional group of fleet managers, who **as a group are responsible for well over 2.2 million vehicles and manage acquisition budgets for vehicles, as well as related products and services in excess of 28.3 billion dollars annually!**



Save an additional \$49 U.S. when you register by the advance registration deadline of March 5, 2007.

Registration and hotel forms are included in this advance program; or visit www.nafa.org to register online today!

WHAT'S INCLUDED IN THE REGISTRATION FEE?

FMI-LEG registration affords you with an unprecedented, extraordinary value — **the learning opportunities alone would easily compare to a \$11,000 consultant's fee!** So, what exactly is included?

- ★ 60 hours of education
- ★ 40 sessions and workshops of your choosing to attend
- ★ 7 fleet-specific tracks to select from
- ★ 8 meal events valued at \$300
(MEALS PROVIDED INCLUDE FULL BREAKFASTS AND LUNCH SUNDAY THROUGH TUESDAY, AS WELL AS BUFFET DINNER AT AFFILIATES AND MANUFACTURERS' NIGHT AND THE ANNIVERSARY CLOSING DINNER ON TUESDAY EVENING)
- ★ 4 general sessions, including our keynote speaker Gordon Bathune, former chairman and CEO, Continental Airlines Inc.
- ★ 8 hours of dedicated exhibit hall time to speak directly with 225-plus NAFA Affiliates and vendors
- ★ 12 hours of fun, enlightening social events that will help you unwind, while building your business relationships
- ★ Direct access to more than 300 government fleet managers

TIME OUT!

Our weekend/weekday conference schedule offers maximum value for limited time out of office. The FMI-LEG program affords you with **25% less time out of the office!** Starting with Saturday's specialty workshops and ending Tuesday evening with the closing anniversary dinner, FMI-LEG provides you with great value and less time away.

ATTEND, LEARN AND CELEBRATE WITH NAFA

This May, make sure you're with NAFA in Texas, as we celebrate our **50 successful years as your North American fleet association**, dedicated to the needs of fleet managers from all industries and sectors. Attend FMI-LEG and experience golden opportunities.



REGISTER NOW: WWW.NAFA.ORG

At A Glance

2007 FMI-LEG Conference Program

MORNING

New Product Information: Law Enforcement Vehicles

- 8:00 am – 8:25 am
DaimlerChrysler Corporation
- 8:30 am – 8:55 am
Ford Motor Company
- 9:00 am – 9:25 am
General Motors Corporation

9:30 am – 11:00 am
Law Enforcement Agency
Workshop

8:00 am – 8:30 am
Breakfast

8:30 am – 9:45 am
Annual Business Meeting

10:00 am – 11:30 am
Emerging Technology
Solutions for Police Fleets
Hybrid & Fuel Cell Vehicles

OEM Roundtable

Improve Your Bottom Line –
Cost Reduction Strategies/
Operations Efficiencies

Automotive Maintenance 101

8:00 am – 8:30 am
Breakfast, CAFM Recognition

8:30 am – 9:15 am
Featured Speaker: Mike Pitcher

THE SEVEN ELEMENTS OF SUCCESSFUL
LEADERSHIP

9:30 am – 12:30 pm
Opportunities in Global Fleet Management

OEM Problem Report Dialogue

- 9:30 am – 10:20 am
DaimlerChrysler Corporation
- 10:35 am – 11:25 am
Ford Motor Company
- 11:40 am – 12:30 pm
General Motors Corporation

9:30 am – 11:00 am
Canadian Legislative Update

Energy Policy Act of 2005 – Alternative
Compliance Program

Future Vehicle Technologies

Lean Six Sigma: Process Improvement for Fleets

8:00 am – 8:45 am
Breakfast, Goill Award Presentations

8:45 am – 9:30 am
Featured Speaker: Leo Abruzzese
THE FUTURE OF NORTH AMERICAN INDUSTRY

9:45 am – 12:30 pm
Understanding Fleet Financing

9:45 am – 11:15 am
Lighting Up the Future (Emergency Response Vehicles)

U.S. Legislative Update

Developing a Strategic Alliance with Suppliers

Crash Testing for Vehicle Safety

Medium- and Heavy-Duty Truck Emerging Technologies

The Future of Global Energy Markets

11:30 am – 12:30 pm
Law Enforcement Fleet Safety

Sarbanes-Oxley Act of 2002: Update on
the Act's Implementation – Five Years Later

Where the Rubber Meets the Road and Means Money!

Be Prepared – DOT is Watching

Anatomy of a Vehicle Fleet Contract:
What You Need to Know

12:45 pm – 1:30 pm
Chapter Recognition Lunch

1:30 pm – 2:15 pm
Featured Speaker: John Powers
THE CUSTOMER IS ALWAYS RIGHT...WRONG...
BUT THEY ARE ALWAYS THE CUSTOMER

2:30 pm – 4:00 pm
Have It Your Way: Overview of the Florida
Sheriffs Association Cooperative Vehicle Bid

Tune Up Your Driver Safety Program

Are You ASE/EVT Certifiable?

Upfitting 101 – Selecting the Proper Chassis
for Your Application

Turning Diversity Programs into a Business
Opportunity

11:30 am – 5:00 pm
Law Enforcement Group
"Rodeo"

2:00 pm – 3:00 pm
How to Become a CAFM

2:00 pm – 5:00 pm
Corporate Workshop

Utility/Construction/
Mining Workshop

University Workshop

Canadian Workshop

Pharmaceutical Workshop

Public Service Workshop

11:45 am – 12:30 pm

Keynote

Speaker:

Gordon

Bethune

FROM

WORST

TO FIRST



12:30 pm – 5:00 pm
Fleet Expo

LUNCH SERVED W/TICKET FROM
12:30 PM – 2:00 PM ONLY

11:15 am – 12:30 pm
Lifecycle Cost Analysis – Corporate Sector

Lifecycle Cost Analysis – Public Sector

Creating An Effective Business Plan

Straight Talk From Fleet Leasing Executives

Reducing the Losses from Motor
Vehicle Crashes: Human, Vehicle
and Environmental Factors

12:30 pm – 4:00 pm

Fleet Expo

LUNCH SERVED W/TICKET FROM:
12:30 PM – 2:00 PM ONLY

5:00 pm – 6:00 pm
New Member &
First-Time Attendee Reception
BY INVITATION ONLY

7:00 pm – 10:00 pm
The Grand Celebration –
Affiliates and Manufacturers Night
A TASTE OF TEXAS

Evening
Customer Appreciation Night
BY INVITATION FROM INDIVIDUAL COMPANIES

6:00 pm – 10:00 pm
Closing Reception, Dinner and Entertainment
IT'S TUESDAY NIGHT – LIVE!

Saturday

May 5, 2007

SAURDAY MAY 5

Course #1 8:00 – 9:25 am

LE

New Product Information: Law Enforcement Vehicles

LAW ENFORCEMENT FLEET MANAGERS & POLICE VEHICLE EQUIPMENT EXHIBITORS ONLY / NO PRESS

Join your Law Enforcement colleagues at these new product sessions as the manufacturers present their newest vehicles, accessories and changes to their product lines. Additionally, learn about the newest technologies and current/future trends for law enforcement vehicles.

YOU WILL LEARN:

- * What new products are available from each manufacturer
- * What the future holds for law enforcement vehicles
- * What new accessories and equipment is available from OEMs

8:00 – 8:25 am

DaimlerChrysler Corporation

FACULTY:

Roxie Thomas, Sr. Manager, GSA/Government Sales, DaimlerChrysler Corporation, Washington, DC

FACILITATOR:

Sergeant William R. Hunt, Jr., Manager - Fleet & Logistics, Windsor Police Service, Windsor, ON, Canada

8:30 – 8:55 am

Ford Motor Company

FACULTY:

Tony Gratson, Government Sales Manager, Ford Motor Company, Dearborn, MI

FACILITATOR:

Sergeant William R. Hunt, Jr., Manager - Fleet & Logistics, Windsor Police Service, Windsor, ON, Canada

9:00 – 9:25 am

General Motors Corporation

FACULTY:

Bruce Wiley, Product & Marketing Manager, Law Enforcement, General Motors Corporation, Detroit, MI

FACILITATOR:

Sergeant William R. Hunt, Jr., Manager - Fleet & Logistics, Windsor Police Service, Windsor, ON, Canada

Course #2 9:30 – 11:00 am

LE

Law Enforcement Agency Workshop

LAW ENFORCEMENT FLEET MANAGERS & POLICE VEHICLE EQUIPMENT EXHIBITORS ONLY / NO PRESS

Join your agency colleagues in a candid discussion on specific concerns about law enforcement vehicle specifications, maintenance problems and financial matters. Get to know who manages like-size law enforcement fleets and who might have the answer to your specific challenge.

YOU WILL LEARN:

- * Feedback results of specific Law Enforcement Problem Reports
- * Specific maintenance challenges for law enforcement vehicles in your fleet
- * What law enforcement vehicle specifications you may want to choose before ordering your next vehicles
- * Who manages like-size law enforcement fleets in NAFA

FACILITATORS:

Sergeant William R. Hunt, Jr., Manager - Fleet and Logistics, Windsor Police Service, Windsor, ON, Canada

Michael D. Burton, Technical Services Lieutenant, DFW Airport Police Services Dallas/Ft. Worth International Airport, DFW Airport, TX

Leonard J. Lesko (retired), Director of Fleet Maintenance, New York City Police Department, Woodside, NY

Brian J. Cowan, Manager Fleet Services, Ontario Provincial Police, Orillia, ON, Canada

Special Event

11:30 am – 5:00 pm

LE

NAFA Law Enforcement Group "Rodeo"

OPEN TO FMI-LEG CONFERENCE ATTENDEES WITH RESPONSIBILITY FOR LAW ENFORCEMENT VEHICLES.

BUSES DEPART AT 11:15 AM FROM FRONT OF CONVENTION CENTER

Transportation, lunch, beverages and admission to the rodeo is included in the conference registration fee.

Join your Law Enforcement colleagues at the LEG Rodeo being held at Manheim's Texas Hobby Auto Auction. Test your prowess behind the wheel and try to beat your peers at timed events to win valuable prizes.

YOU WILL LEARN:

- * How to skillfully maneuver your vehicle through different courses while being timed for speed and accuracy
- * How each manufacturer's vehicles differ in the way they handle in various situations
- * What new accessories and equipment is available from OEMs to best serve the law enforcement community

Vehicles provided by: DaimlerChrysler Corporation, Ford Motor Company, & General Motors Corporation

ASD

Advanced Skill Development

PD

Professional Development

REG

Regulation & Legislation

TECH

Technologies

Saturday

May 5, 2007

Course #3 2:00 – 3:00 pm



How to Become A CAFM

This course is designed for those interested in pursuing NAFA's Certified Automotive Fleet Manager (CAFM) designation.

YOU WILL LEARN:

- ★ How the CAFM designation will benefit you
- ★ What fleet management disciplines and competencies are covered
- ★ How to effectively study for the CAFM exams

FACULTY:

Patti Earley, CAFM, Fleet Fueling Operations Supervisor, Florida Power and Light, Riviera Beach, FL

Ruth Alfson, CAFM, Manager, Center of Excellence, Serco Group, Inc., Dayton, OH

Course #4 2:00 – 5:00 pm



Corporate Workshop

FLEET MANAGERS ONLY

The Corporate Workshop is your opportunity to mine the knowledge, expertise and concerns of fellow fleet managers. This is an interactive session that provides answers to your most pressing issues and offers an opportunity to learn best practices in a variety of fleet activities.

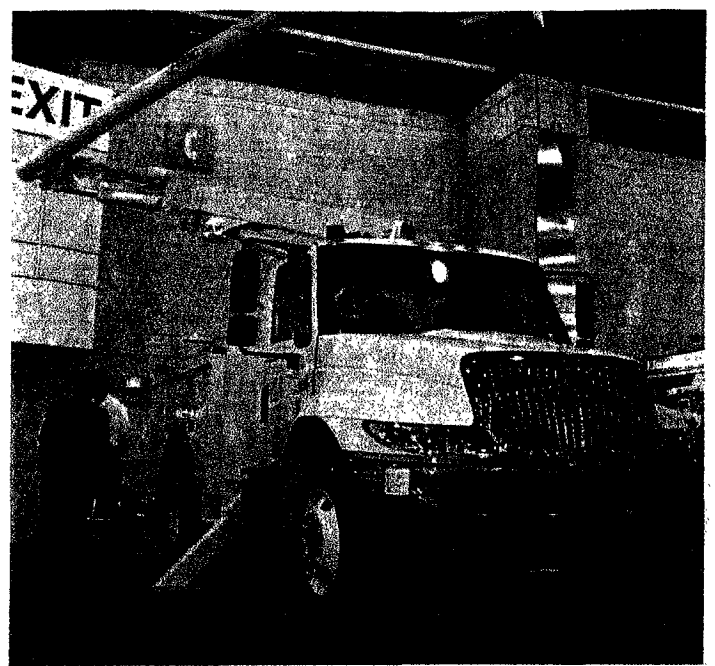
YOU WILL LEARN:

- ★ Contact information of fellow participants via the workshop name, phone, e-mail list for current and future fleet expertise
- ★ What other fleet managers are doing to address current fleet issues and concerns
- ★ How to identify best practices in a variety of fleet activities

FACILITATORS:

Betsy N. Kupkowski, CAFM, Senior Fleet Buyer, Schneider Electric/Square D Company, Palatine, IL

William Delwin Peacock, Director of Fleet Services, Texas Farm Bureau, Waco, TX



Course #5 2:00 – 5:00 pm



Utility/Construction/Mining Workshop

NOT LIMITED TO FLEET MANAGERS ONLY

Join in this roundtable forum addressing the issues challenging our industry today. This is a great opportunity to network with other fleet professionals facing the same challenges as you. Prepare to receive and share information that you can take back to your organization. There's no better way to kick off your FMI-LEG experience!

YOU WILL LEARN:

- ★ Your peers' solutions to the industry-wide challenges faced by utility/construction/mining fleet operations
- ★ Innovative ideas successfully deployed by other fleets to reduce costs, improve service and improve quality
- ★ Who your industry peers are nationwide and develop an extended networking resource further enhancing your value to your organization

FACILITATORS:

Paul Chamberlain, Fleet Services Manager, Clark Public Utilities, Vancouver, WA

Jonathan Edick, Administrative Services Manager, Tacoma Public Utilities, Tacoma, WA

Course #6 2:00 – 5:00 pm



University Workshop

FLEET MANAGERS ONLY

Following a presentation from a university colleague on university fleet issues, a roundtable discussion will allow you to share concerns, issues and best practices specific to college and university fleet operations.

YOU WILL LEARN:

- ★ How your university colleagues are addressing problems you may not be aware of or you may share
- ★ To develop resources for information and assistance to increase your productivity and value to your organization
- ★ Ways that other university fleet managers find creative solutions to difficult issues

FACILITATOR:

Sherry Lewis, Associate Director Transportation, UCLA, Los Angeles, CA

Saturday

May 5, 2007

Course #7 2:00 – 5:00 pm



Canadian Workshop

Join your Canadian colleagues at this premiere roundtable session. Share Canadian-specific concerns on various aspects of fleet management business, while taking the opportunity to mingle with your peers.

YOU WILL LEARN:

- ★ Who your Canadian colleagues are and meet them one on one
- ★ About people facing the same problems as you do
- ★ What other Canadian fleet managers are doing to address current issues

FACILITATOR:

Julie L. Furlotte, CAFM, National Manager – Land Fleet, Royal Canadian Mounted Police, Ottawa, ON, Canada

THIS WORKSHOP WILL BE IMMEDIATELY FOLLOWED BY A RECEPTION FROM 5:00 – 6:00 PM.

Course #8 2:00 – 5:00 pm



Pharmaceutical Workshop

FLEET MANAGERS ONLY

This course is designed to address specific needs for the pharmaceutical and healthcare fleet department personnel. Attendees can expect to be provided with the latest NAFA Pharmaceutical Survey responses, as well as participate in open discussions on emerging issues and trends for both large and small pharmaceutical fleets. Group discussions will range from sourcing strategies to global fleet experiences from both large and smaller size fleets.

YOU WILL LEARN:

- ★ How key emerging issues facing the pharmaceutical and healthcare industry will impact entire fleet department operations
- ★ How to develop resources through shared learning experiences of industry information, increasing productivity and effectiveness while bringing value to your company
- ★ How to compare and benefit from best practices of various programs and ideologies so you can implement them when you return to your office

MODERATOR:

Joseph I. LaRosa, CPA, MBA, Assoc. Dir. Worldwide Fleet Administration, Bristol-Myers Squibb, Princeton, NJ

FACILITATORS:

Kimberly Jamme, U.S. Fleet Manager, AstraZeneca Pharmaceuticals, Wilmington, DE

James Jin, Sourcing Manager, Merck & Co., Whitehouse Station, NJ

Course #9 2:00 – 5:00 pm



Public Service Workshop

FLEET MANAGERS ONLY

An open forum for public sector fleet professionals, this workshop will address current fleet challenges and help you find innovative solutions from fellow fleet managers. Discuss current topics and practices. Find out what your peers are doing and how they are handling the problems. This workshop is also a great way to renew industry acquaintances and meet new peers you can relate with for the rest of the conference. Law enforcement fleet professionals who have public service responsibilities are also invited to attend this participative session.

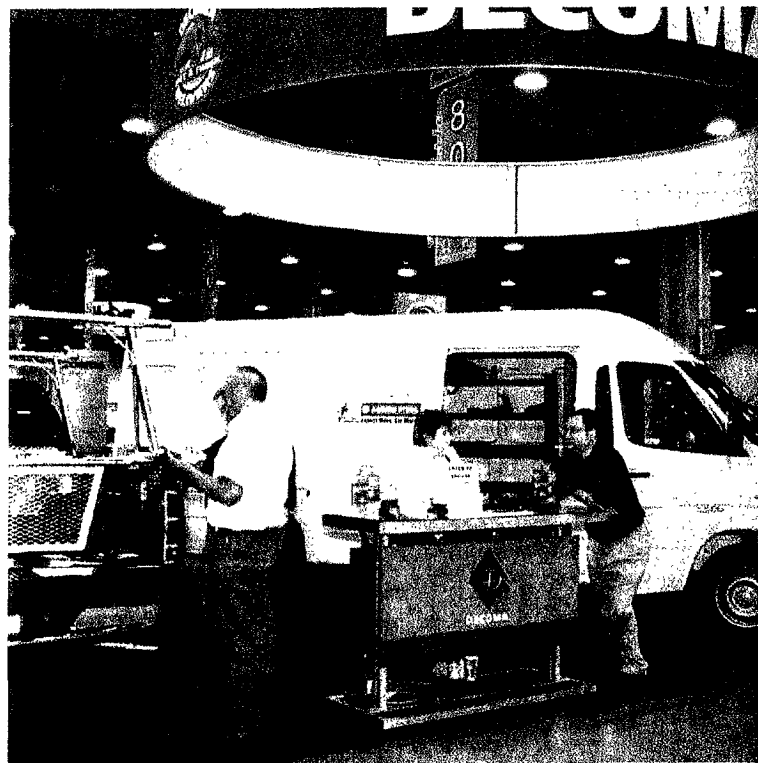
YOU WILL LEARN:

- ★ How your fellow public sector fleet managers are addressing current fleet challenges
- ★ Ideas and solutions from successful programs deployed by other public sector fleet managers
- ★ How to find solutions for issues you face and hear success stories which you may be able to use in your operation

FACILITATORS:

Jeff Jeter, Director of Fleet Services, Spotsylvania County School Board, Fredericksburg, VA

Tom Lubas, General Manager, Fleet and Facility Construction Support Management, Port Authority of NY & NJ, Jersey City, NJ



Sunday

May 6, 2007

SUNDAY MAY 6

Special Presentation

Course #10

8:00 – 8:30 am: Breakfast

8:30 – 9:45 am: Meeting

Annual Business Meeting/Breakfast

This meeting officially ushers in NAFA's new association year and kicks off the Fleet Management Institute and Law Enforcement Group Conference. NAFA committee reports and a summary of the past year's activities will be distributed. President Charles Gibbens will welcome NAFA's incoming president and national leaders.

PRESIDING:

NAFA President Charles A. Gibbens, Fleet Manager, County of Henrico Virginia, Glen Allen, VA

NAFA Senior Vice President Gayle Pratt, Purchasing and Fleet Services Manager, Global Operations, Ecolab Inc., St. Paul, MN

Course #11 10:00 – 11:30 am

LE

Emerging Technology Solutions for Police Fleets

Can you imagine the day when you as the police fleet manager could find any car key in your building in a moments notice, know who has it and when the key was last used? How about laptops or radios or cell phones? Well, we can.

This ninety-minute seminar will provide the most cutting-edge technology solutions on the market today; some never seen before. They are real, they are here and only the NAFA conference has them!

YOU WILL LEARN:

- ★ What are the most current, cutting-edge technology solutions available and how they may affect your fleet operation
- ★ Which companies, and most importantly, which police departments have this technology and those that are willing to share their information
- ★ How these technologies will benefit your fleet, your budget and your police department as a total solution to multiple technology problems

MODERATOR:

Sergeant William R. Hunt, Jr., Fleet and Logistics Manager, Windsor Police Service, Windsor, ON, Canada

FACULTY:

Unity Manufacturing Company Representative, Chicago, IL
Asset ID Representative, Mitchell, ON, Canada



Course #12 10:00 – 11:30 am

TECH

Hybrid & Fuel Cell Vehicles

As the national average fuel cost continues to climb, so does the interest in vehicles powered by alternative fuel sources. The cost of fuel is changing buyers' interests and attitudes towards hybrid and fuel cell vehicles, which were once considered "experimental" technology. Fuel economy now ranks as a top-three concern, along with safety and quality, for new car buyers. As these vehicles become more mainstream there are a host of technology variants that the fleet manager needs to consider before making a selection. Come to this informative session and learn how to sort through all the choices and make an educated decision!

YOU WILL LEARN:

- ★ How the current state of the nation's energy supply drives vehicle technology
- ★ Which vehicle technology is progressing fastest and holds the most promise
- ★ How/where to buy hybrid and fuel cell vehicles commercially available today

MODERATOR:

Claude T. Masters, CAFM, Manager, Acquisition and Fuel, Florida Power & Light, Riviera Beach, FL

FACULTY:

William Van Amburg, Senior Vice President, WestStart – CALSTART, Pasadena, CA

Course #13 10:00 – 11:30 am

SI

OEM Roundtable

An interactive exchange among top executives from the major auto manufacturers, this panel discussion will focus on a number of industry topics including alternative fuels and telematics.

YOU WILL LEARN:

- ★ How new products in development will best service the fleet industry
- ★ What are the latest developments in alternative fuel technology
- ★ How GPS/telematics are being incorporated into future products

MODERATOR:

Michael Antich, Executive Editor, *Automotive Fleet Magazine*, Torrance, CA

FACULTY:

Patrick W. Dougherty, Director of Fleet Operations – DaimlerChrysler Corporation, Auburn Hills, MI
John C. Gaydash, General Director – Marketing, GM Fleet and Commercial Operations, General Motors Corporation, Detroit MI
Albert Smith, Corporate Manager – Corporate Fleet, TRAC and TCUV, Toyota Motor Sales USA, Inc., Torrance, CA

Course #14 10:00 – 11:30 am



Improve Your Bottom Line – Cost Reduction Strategies/Operations Efficiencies

Whether you are in the public or commercial sector, every fleet manager is under pressure from their management to find cost savings. It's been challenging for most of us lately, with fuel costs and interest rates on the increase. In the absence of a strategy, your management will often come to you with "unique" ideas to save money that many times turn out to be counter-productive. A large expense in total, and one that receives a lot of visibility, fleet is a result of thousands of small transactions spread across many business units and geography. Most of us have done many of the things we can control; what else can we do?

Major drivers of fleet cost will be discussed in this session, as we walk through examples of well-run fleets and where they find cost savings.

YOU WILL LEARN:

- ★ How to get the basics right and pick up cost-savings strategies to take back to the office
- ★ Where your hidden costs of fleet lie
- ★ To measure and focus on what matters, including those costs and benefits germane to your organization
- ★ How to tell your story well

MODERATOR:

Sheryl Grossman, Fleet Manager, GE Healthcare, Milwaukee, WI

FACULTY:

Greg Corrigan, Vice President, Business Intelligence, PHH Arval, Sparks, MD
Scott Pattullo, Senior VP Sales, Marketing and Account Management, Wheels, Inc., Des Plaines, IL

Course #15 10:00 – 11:30 am



Automotive Maintenance 101

You understand the importance of understanding automotive maintenance. When mechanical or electrical troubles occur, technicians first receive a description of the symptoms from the fleet operator. Yet, as a fleet manager, knowing how those symptoms can relate to the actual repair can be difficult. Being knowledgeable and asking proper questions will create a much more focused picture. The enhanced knowledge you learn from this class will not only benefit you professionally but also personally.

YOU WILL LEARN:

- ★ How to locate general components and their basic operations
- ★ What questions are asked most commonly to ensure proper repair
- ★ Where to go for resources

MODERATOR:

Bryan Flansburg, CAFM, Director, University of Colorado Transportation Services, Boulder, CO

FACULTY:

Scott Edwards, Fleet/Transit Manager, University of Colorado, Boulder, CO

Special Presentation

Course #16 11:45 am – 12:30 pm

Keynote Presentation – Gordon Bethune, Former CEO, Continental Airlines

"From Worst to First"

What do you do if you're running the worst airline in the country, one that customers hate and that's been through Chapter 11 twice in the last 10 years? If you're lucky, you'll call Gordon Bethune. Before Bethune arrived, Continental had been ravaged by mismanagement and airline deregulation and was considered the laughingstock of the airline industry in the United States. Under Bethune's leadership, Continental turned itself around to become one of the most respected and reliable airlines in the industry. Listen and learn from Gordon Bethune, as he describes how he was able to accomplish this remarkable feat ... and how that lesson may be applicable to the auto industry.

A book signing of Gordon Bethune's book "From Worst to First: Behind the Scenes of Continental's Remarkable Comeback" will take place in the exhibit hall immediately following the presentation.

MODERATOR:

NAFA President Gayle Pratt, Purchasing and Fleet Services Manager, Global Operations, Ecolab Inc., St. Paul, MN

Keynote Speaker

Gordon Bethune



Gordon Bethune is the former chairman of the board and chief executive officer of Continental Airlines Inc., the nation's fifth largest airline. Bethune joined the airline in February 1994 as president and chief operating officer. He was named chief executive officer in November 1994 and chairman of the board in September 1996. Bethune retired from Continental at the end of 2004.

Mr. Bethune was recently named Chairman of the Board of Aloha Airgroup, Inc., and Aloha Airlines, Inc. In April 2006, Cendant Corporation named Bethune chairman of the company's Travel Distribution Services (TDS) division.

Prior to joining Continental, Bethune was vice president and general manager of the Boeing Commercial Airplane Group's Renton Division. He also has served as a U.S. Navy Aircraft Maintenance Officer. Bethune is a graduate of Harvard Business School's Advanced Management Program.

Sunday

May 6, 2007

Special Events

12:30 – 5:00 pm

Fleet Expo & Lunch on the Expo Floor

(LUNCH SERVED 12:30 – 2:00 PM)

Learn about options from competing vendors who may offer better services or products at reduced costs. See and experience the latest in fleet technology and services assembled under one roof from national exhibitors including top vehicle manufacturers, leasing companies, software suppliers, service providers, maintenance and repair companies, and many others.

In addition, the LEG Pavilion on the exhibit floor will make it easy to quickly locate favorite police fleet vendors, as well as new suppliers to the law enforcement community. Vehicles, security equipment, lightbars and specialty police equipment will be on hand.

All new, The Green Zone is our latest addition to the hall. With global warming concerns, pollution and dependence on oil, this new section will feature the latest technology for clean diesel, alternative/renewable fuels, hybrid cars and trucks, electric cars and other advanced technology designed for a cleaner, more environmentally-friendly fleet, the green fleet.

Lunch is included in your conference registration fee and will be served in the exhibit hall from 12:30 – 2:00 pm. You will receive a ticket in your registration materials to exchange for a meal. Additional lunch tickets may be purchased on-site. Also, convenient concession stands located throughout the exhibit hall will offer a general assortment of sandwiches, beverages and snacks all day.

5:00 – 6:00 pm

New Member & First-Time Attendee Reception

BY INVITATION ONLY

NAFA welcomes Members and Affiliates new to the association or to the Fleet Management Institute and Law Enforcement Group Conference. Come and enjoy! Meet new faces and mingle with NAFA leaders, as our reception is a relaxing way to end the first day of the exhibit hall and to learn what is in store over the second half of the conference. A special invitation will be sent to new NAFA Members, Affiliates and first-time FMI-LEG attendees for this reception.

7:00 – 10:00 pm

The Grand Celebration – Affiliates and Manufacturers Night

“A Taste of Texas”

The Affiliates Committee, in conjunction with the Manufacturers, invites you to join us at the Hilton Americas – Houston for “A Taste of Texas”. Experience what Texas has to offer. This fun-filled evening will include all the food and drink that Texas is known for, activities for you to participate in, as well as plenty of time to network with your colleagues. There will also be entertainment that will get you up off your chair to learn a line-dance or two, or just to cheer on those that are daring enough to try. This evening will have something for everyone.

Dress: Your best western wear!



Special Presentation

Course #17

8:00 – 8:30 am Breakfast

8:30 – 9:15 am Speaker

CAFM Recognition Breakfast

Join your colleagues to recognize those who have achieved the Certified Automotive Fleet Manager designation during the past year.

8:30 – 9:15 am

Mike Pitcher, Executive Vice President, Corporate Fleet, LeasePlan USA, Alpharetta, GA

The Seven eLements of Successful Leadership

In every organization, regardless of the size of the enterprise, leadership will be at the foundation of success. Mike's seven eLements are the keys to successful leadership.

LAUGH LEARN LISTEN LANGUAGE LAGNIAPPE LEGACY LOVE

Pitcher has condensed leadership theory into seven key eLements that have maximum impact on an individual's leadership potential. He hammers home the message of how each of the seven eLements can set you apart as a leader. With his stories (ala the fourth eLement, Language or to "be a story-teller"), Pitcher will engage us in the journey of becoming an effective leader. Listen and learn that as a leader you influence ALWAYS, and that team members are always watching. With passion and enthusiasm, Pitcher creates a unique presentation that will foster immediate change in those open to personal development (Pitcher defines immediate as "tomorrow morning!").

Mike Pitcher



Mike Pitcher is a business professional that specializes in the area of leadership development. With more than twenty-five years of practical business experience in sales and management, Pitcher does not just talk about effective leadership, he lives it. His resume includes executive leadership roles with Pitney Bowes, Dell Financial Services and LeasePlan. While at Dell Financial Services, he was responsible for commercial

leasing in the U.S. with an annual objective of more than one billion dollars. Pitcher currently serves LeasePlan in the role of Executive Vice President, leading the Corporate Fleet Division.

Course #18

9:30 am – 12:30 pm

ASD

Opportunities in Global Fleet Management

Global fleet management has many challenges and golden possibilities. This advanced, half-day course is a must-attend session for professional fleet managers with international business. This professional training will provide you the tools to evaluate the components of global fleet management and to establish a viable global program.

9:30 – 11:15 am

A panel of global fleet experts will provide insight to primary functions, services and regulations of global fleet management.

11:15 am – 12:30 pm

A workshop session for Q&A dialogue with regional experts will enable you to formulate a strategy with structure and best practices to launch or improve your global fleet operation.

YOU WILL LEARN:

- ★ How to structure and implement practical and sustainable global fleet policies
- ★ Which vehicle acquisition methods are relevant to specific global regions
- ★ How to evaluate and establish a global selector list
- ★ When and where it is best to bundle services, including maintenance, fuel, risk management and licensing
- ★ Taxation — an overview by region, including VAT and personal use taxation
- ★ How to compare and contrast regional regulations
- ★ The latest tips for the tender process
- ★ What is Total Cost of Ownership, its components and remarketing factors
- ★ Answers to your questions by experts in global fleet services

MODERATOR:

Joseph I. LaRosa, CPA, MBA, Assoc. Dir. Worldwide Fleet Administration, Bristol-Myers Squibb, Princeton, NJ

FACULTY:

Carmen Davila, General Manager, ARIZA de Mexico S.A. de C.V., Tlalnepantla, Mexico (Fleet Leasing Mexico)

Rob Hill, Manager, Global Marketing, ARI Fleet Leasing, Mt. Laurel, NJ (Fleet Leasing Global)

James McCarthy, Director, Vehicle Management Services, Siemens Shared Services, Iselin, NJ

Jeff Nichols, Global Business Development Manager, Ford Motor Company, Dearborn, MI (Global Manufacturer Rep.)

Pascal Serres, Senior Vice President, ALD International, Clichy Cedex, France (Fleet Leasing Europe)

REGISTER ONLINE! WWW.NAFA.ORG

Monday

May 7, 2007

Course #19 9:30 am – 12:30 pm

LE

OEM Problem Report Dialogue

LAW ENFORCEMENT FLEET MANAGERS & POLICE
VEHICLE EQUIPMENT EXHIBITORS ONLY / NO PRESS

Join your Law Enforcement colleagues at these candid dialogue sessions that will address your concerns regarding vehicle maintenance problems and financial matters. These candid, off-the-record working sessions are open to Law Enforcement fleet managers and exhibitors with police vehicle equipment only.

YOU WILL LEARN:

- ★ The outcome of Law Enforcement Vehicle Problem Reports submitted by NAFA LEG members to each of the OEMs
- ★ What OEM Recalls, TSBs and Safety Bulletin information is available

9:30 – 10:20 am

DaimlerChrysler Corporation

MODERATOR:

Jon Crull, CAFM, Fleet Manager, City of Daytona Beach, Daytona Beach, FL

FACULTY:

George Bomanski, Technical Support Manager, Commercial Vehicle Operations, DaimlerChrysler Corporation, Auburn Hills, MI

10:35 – 11:25 am

Ford Motor Company

MODERATOR:

Jon Crull, CAFM, Fleet Manager, City of Daytona Beach, Daytona Beach, FL

FACULTY:

Scott Clark, Police, Limo, Taxi, Livery - Modified Vehicle Specialist, Ford Commercial Vehicle Operations, Ford Motor Company, Allen Park, MI
Jennifer Attanasio, Car Fleet Marketing Manager, Ford Motor Company, Dearborn, MI

11:40 am – 12:30 pm

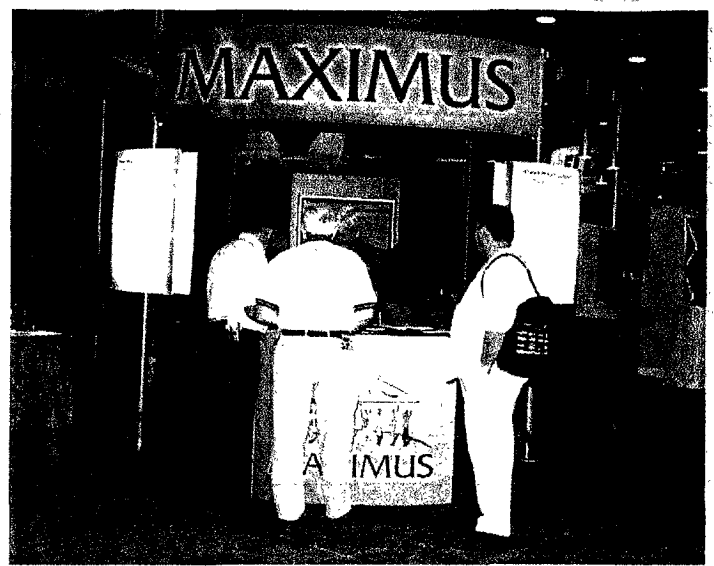
General Motors Corporation

MODERATOR:

Jon Crull, CAFM, Fleet Manager, City of Daytona Beach, Daytona Beach, FL

FACULTY:

Bruce Wiley, Product and Marketing Manager, Law Enforcement, General Motors Corporation, Detroit, MI
Earl Gautsche, National Fleet Service Manager – Law Enforcement, General Motors Corporation, Detroit, MI



Course #20 9:30 – 11:00 am

R&L

Canadian Legislative Update

All levels of the Canadian Government are targeting fleet issues such as alternative fuels, insurance, taxation, licensing, environment and vehicle equipment. NAFA's Canadian Legislative Counsel will simplify current concerns and identify steps to ensure your voice and your employers' concerns are heard.

YOU WILL LEARN:

- ★ The latest issues being explored by Canadian lawmakers and rule makers
- ★ How to effectively express your recommendations to government leaders

MODERATOR:

Alain Lahaie, Manager – Fleet Services, Bell Canada, Anjou, PQ, Canada

FACULTY:

Huw Williams, President, Impact Public Affairs, Ottawa, ON, Canada

Course #21 9:30 – 11:00 am

R&L

Energy Policy Act of 2005 – Alternative Compliance Program

In August 2005, the Energy Policy Act of 2005 was signed into law and gave new flexibility for state and alternative fuel provider fleets. For instance, Section 514 of the law authorizes the DOE to grant a waiver from the AFV acquisition requirements given that the fleet applies for an "alternative compliance waiver" that demonstrates a petroleum reduction strategy. Come learn from the experts how to develop a compliance strategy, if your current compliance strategy is still right for your fleet, or if the new alternative compliance program is more effective.

YOU WILL LEARN:

- ★ Details of the Energy Policy Act of 2005
- ★ How to apply for a waiver from the AFV acquisition requirements of EPACT
- ★ What constitutes an "alternative compliance" program
- ★ Suggestions for petroleum reduction measures to include in your waiver request

MODERATOR:

Claude T. Masters, CAFM, Manager Acquisition and Fuel, Florida Power & Light, Riviera Beach, FL

FACULTY:

Patrick O'Connor, President, Kent & O'Connor, Washington, DC

Course #22 9:30 – 11:00 am



Future Vehicle Technologies

This presentation will cover alternative fuels, gasoline engine technology, transmission technology, diesel emissions and other propulsion issues. Also, hear discussion from an OEM representative about safety technologies such as crash avoidance and lane keeping and how those technologies will impact future vehicle configurations.

YOU WILL LEARN:

- ★ Propulsion technology and how those different technologies impact fuel economy
- ★ Safety technology and how those components impact vehicle development

MODERATOR:

Lisa Way, Senior Manager, Market Development, DaimlerChrysler Fleet Operations, Auburn Hills, MI

FACULTY:

Mark Chernoby, Vice President, Advanced Vehicle Engineering, DaimlerChrysler Corporation, Auburn Hills, MI

Course #23 9:30 – 11:00 am



Lean Six Sigma: Process Improvement for Fleets

Lean Six Sigma isn't just a mini tongue-twister; it's a way to improve your fleet's performance from your vehicle ordering process to enhancing driver communications — and achieving results quickly! Join us for an overview on Lean Six Sigma. Learn how you can apply this "learning-by-doing" process improvement methodology to driver productivity and cost efficiencies in your day-to-day fleet management activities.

YOU WILL LEARN:

- ★ What Lean Six Sigma is and where it came from
- ★ Best practices on how companies are already using this methodology to improve their fleets' performance
- ★ How to apply Lean Six Sigma to your every day fleet management activities
- ★ How to use Lean Six Sigma for a specific area where you are experiencing too much waste or cycle time
- ★ How to achieve real results fast and keep your results sustainable

MODERATOR:

Sheryl Grossman, Fleet Manager, GE Healthcare, Milwaukee, WI

FACULTY:

Sharon Garavel, Sr. VP Global Quality & Operations, GE Capital Solutions, Eden Prairie, MN

Mike Shea, Sr. VP Operations, GE Commercial Finance Fleet Services, Eden Prairie, MN

Kairus Tarapore, Sr. VP Quality, GE Commercial Finance Fleet Services, Eden Prairie, MN

Raj Wadehra, Global Lean Leader, GE Capital Solutions, Eden Prairie, MN

Course #24 11:15 am – 12:30 pm



Lifecycle Cost Analysis for Corporate Fleets

NAFA's lifecycle cost analysis (LCA) model provides all fleet managers with a valuable tool to assist them with decisions such as: which vehicle to buy; a vehicle's optimum lifecycle; whether to buy, lease or use a reimbursement program; and whether fleet functions should be performed in-house or be outsourced. Yet, the concerns and issues of a corporate fleet manager may differ from other fleet types. This session is designed by and for the corporate fleet manager. The session will guide attendees through real-time data and inputs needed to assist with model calculations and output analysis. Come learn from a key contributor to the development of this valuable tool and discover how to maximize the return on your investment.

YOU WILL LEARN:

- ★ How to perform a lifecycle cost analysis
- ★ Common impediments to implementing lifecycle cost analysis
- ★ How the data will assist in strategically posturing your replacement plan

MODERATOR:

Claude T. Masters, CAFM, Manager Acquisition and Fuel, Florida Power & Light, Riviera Beach, FL

FACULTY:

Ruth Alfson, CAFM, Manager, Center of Excellence, Serco Group, Inc., Dayton, OH

Course #25 11:15 am – 12:30 pm



Lifecycle Cost Analysis for Public Sector Fleets

NAFA's lifecycle cost analysis (LCA) model provides fleet managers with a valuable tool to assist them with decisions such as: which vehicle to buy; a vehicle's optimum lifecycle; whether to buy, lease, rent or use a reimbursement program; and whether fleet functions should be performed in-house or be outsourced. This session is designed for the public sector fleet manager. Concerns and issues specific to the public sector professional will be addressed. The session will guide attendees through real-time data and inputs needed to assist with model calculations and output analysis. Come learn from a key contributor in the development of this valuable tool and discover how to maximize the return on your investment.

YOU WILL LEARN:

- ★ How to perform a lifecycle cost analysis
- ★ Common impediments to implementing lifecycle cost analysis
- ★ How the data will assist in strategically positioning your replacement plan

MODERATOR:

Matthew Betz, Vice President, National Account Sales, AmeriFleet Transportation, Brighton, MI

FACULTY:

Christopher D. Amos, CAFM, Commissioner of Equipment Services, City of St. Louis, St. Louis, MO

Monday

May 7, 2007

Course #26 11:15 am - 12:30 pm

PD

Creating an Effective Business Plan

The preparation of a business plan is just the beginning of the planning process. Valuable information on recognizing inefficiencies and achieving goals may be determined through the development of such a plan. This course will review the basics of writing a business plan and will focus on adopting real-world fleet strategies towards realization of a fleet business plan.

YOU WILL LEARN:

- * What a business plan is and why you need one
- * Critical functions best served by this plan
- * How to prepare to write a business plan
- * How to write a business plan outline
- * What software programs can help you develop your plan

MODERATOR:

David A. Strom, CAFM, Deputy State Director, State of South Dakota, Fleet and Travel Management, Brookings, SD

FACULTY:

Janis Christensen, CAFM, Senior Manager & Director, Corporate Fleet Consulting Services, Mercury Associates, Inc., Rossmoor, CA
Dave Robertson, CAFM, Senior Consultant, Mercury Associates, Inc., Spring, TX

Course #27 11:15 am - 12:30 pm

SI

Straight Talk from Fleet Leasing Executives

An interactive, up-close exchange among the executives of the top fleet management companies. How do they view the key topics of the industry today? How will our industry change over the next five to ten years? Discussions will cover vehicle purchasing, funding and accounting, legislative changes, maintenance management, risk management, driver and vehicle safety, new technologies and more.

YOU WILL LEARN:

- * How the top leaders of the industry view changes and issues facing the industry across all the key areas
- * What issues and concerns to prepare for in order to position your company/organization for success related to its fleet management policies and operations
- * Answers to your own questions and concerns, as you will be provided the opportunity for Q&A

MODERATOR:

Pamela Sederholm, Executive Director, American Automotive Leasing Association (AALA), Alexandria, VA

FACULTY:

David G. Dahm, President and CEO, LeasePlan USA, Alpharetta, GA
James S. Frank, CEO and President, Wheels, Inc., Des Plaines, IL
George J. Kilroy, President and Chief Executive Officer, PHH Arval, Sparks, MD
William McKee, President, ARI-Automotive Resources International, Mt. Laurel, NJ
Gary Rappeport, President and CEO, Donlen Corporation, Northbrook, IL

Course #28 11:15 am - 12:30 pm

SI TECH

Reducing Losses from Motor Vehicle Crashes: Human, Vehicle and Environmental Factors

Have you ever wondered how crashworthy your fleet vehicles are and how the testing is done? This course will explain crashworthiness, as well as vehicle crash avoidance features. Learn how the behavior of your drivers can be changed (*or not*) to reduce crash and injury risk, plus how road design can save lives and prevent injuries.

YOU WILL LEARN:

- * How driver behavior can/cannot be changed to reduce crash and injury risk
- * Which vehicle features reduce crash risk or mitigate injury in a crash
- * What road designs can save lives and prevent injuries

MODERATOR:

Patti Earley, CAFM, Fleet Fueling Operations Supervisor, Florida Power & Light, Riviera Beach, FL

FACULTY:

Joseph M. Nolan, MS, Senior Vice President, Vehicle Research Center Operations, Insurance Institute for Highway Safety, Ruckersville, VA

Special Events

12:30 - 4:00 pm

Fleet Expo & Lunch on the Expo Floor

(LUNCH SERVED 12:30 - 2:00 PM)

Learn about options from competing vendors who may offer better services or products at reduced costs. See and experience the latest in fleet technology and services assembled under one roof from national exhibitors including top vehicle manufacturers, leasing companies, software suppliers, service providers, maintenance and repair companies, and many others.

In addition, the LEG Pavilion on the exhibit floor will make it easy to quickly locate favorite police fleet vendors, as well as new suppliers to the law enforcement community. Vehicles, security equipment, lightbars and specialty police equipment will be on hand.

All new, The Green Zone is our latest addition to the hall. With global warming concerns, pollution and dependence on oil, this new section will feature the latest technology for clean diesel, alternative/renewable fuels, hybrid cars and trucks, electric cars and other advanced technology designed for a cleaner, more environmentally-friendly fleet, the green fleet.

Lunch is included in your conference registration fee and will be served in the exhibit hall from 12:30 - 2:00 pm. You will receive a ticket in your registration materials to exchange for a meal. Additional lunch tickets may be purchased on-site. Also, convenient concession stands located throughout the exhibit hall will offer a general assortment of sandwiches, beverages and snacks all day.

Evening

Customer Appreciation Night

Our program is open this evening at the request of companies that sponsor by-invitation receptions and dinners for their customers.

Special Presentation

Course #29

8:00 – 8:45 am Breakfast/Awards

8:45 – 9:30 am Speaker

Goill Awards Breakfast

Join us to honor individuals whose creative ideas have improved fleet management. Award recipients have demonstrated actions that improved productivity or created bottom-line cost savings. This award is named in honor of Larry Goill, who served as NAFA's vice president for Canada and as supervising engineer-fleet services for Bell Canada.

8:45 – 9:30 am

**Leo Abruzzese, Editorial Director –
North America, *The Economist*, New York, NY**

The Future of North American Industry

In a world where organizations must create value through innovative partnerships and new business models, how do global forces impact the fleet industry's future? This presentation will look at the international economic and political drivers of change and the innovative strategies that both commercial and public sector fleets can utilize. Abruzzese will discuss how this affects the strategies of corporations and governmental agencies, as well as how innovation has truly emerged as the key driver of growth and profitability.

Leo Abruzzese

Leo Abruzzese is responsible for The Economist Intelligence Unit's editorial operations in the Americas. Based at the company's U.S. headquarters in New York, he oversees a team of country analysts and is responsible for business research projects in the region. Abruzzese writes regularly on the U.S. economy and leads the EIU's financial services coverage, which provides analysis of conditions in 60 markets.

As Director of Financial Services, Abruzzese is responsible for the company's analysis of worldwide banking and related activities and writes the quarterly outlook on the global financial services industry. He has participated in European research programs sponsored by New York University and the German Marshall Fund. In addition, he has written for Aspen Institute publications and has been interviewed by the BBC and CNN. Abruzzese has presented The Economist Intelligence Unit's global economic and political forecasts throughout the U.S., Europe and the Americas.

Course #30

9:45 am – 12:30 pm

ASD

Understanding Fleet Financing

Would you really like to understand the financial positives and negatives of reimbursement, leasing versus buying a vehicle and what type of lease construction might be most beneficial to your company's needs above and beyond the basics? This session will give you a much deeper insight to these on-going debates and the facts around what might be best for your fleet. In addition, it is not just about the financial construction of owning, leasing or reimbursing for vehicle use. With all the current changes and potential changes to accounting standards and principles, it is essential that you understand these components when making good fleet financing decisions.

YOU WILL LEARN:

- ★ How to review available tools/methods to analyze reimbursement vs. company-provided vehicles and lease vs. buy decisions
- ★ Detailed information including the pros and cons of both open-end and closed-end lease types
- ★ IASB changes and what's being proposed for FASB
- ★ What will be the most likely options for FASB and how will that affect the accounting for your current lease constructions
- ★ Timelines for potential changes to the accounting rules

MODERATOR:

Karen Wallace, Regional Manager – Western Region, ARI, Automotive Resources International, Irvine, CA

FACULTY:

Bill Bosco, Leasing Industry Consultant, Leasing 101, Suffern, NY



Course #31 9:45 – 11:15 am

LE

Lighting Up the Future (Emergency Response Vehicles)

What is the latest technology in emergency lighting systems? A panel of industry experts from Federal Signal Corp., Whelen and Code 3 will be on-hand to discuss state-of-the-art products and outline future plans for enhanced lighting equipment.

YOU WILL LEARN:

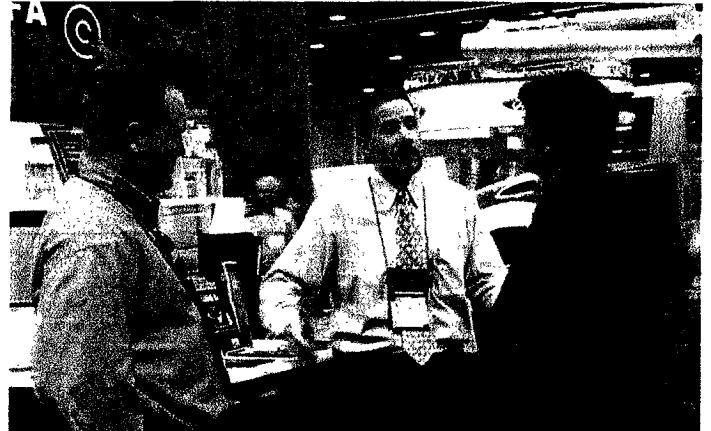
- ★ What are the new federal mandates for emergency lighting
- ★ Risk reduction
- ★ Advanced lighting technology and new technology in audible warning systems

MODERATOR:

Tom Lubas, General Manager, Fleet and Facility Construction Support Management, Port Authority of NY & NJ, Jersey City, NJ

FACULTY:

Federal Signal Corporation Representative, University Park, IL
Whelen Engineering Company, Inc. Representative, Chester, CT
Code 3 Representative, St. Louis, MO



Course #32 9:45 – 11:15 am

R&I

U.S. Legislative Update

From alternative fuels to environmental regulations, OSHA to the Dept. of Labor, from Maine to California, U.S. lawmakers and regulators are changing the ways fleets operate. Get the latest insights from a real Washington "insider", NAFA's Legislative Counsel.

YOU WILL LEARN:

- ★ Major new legislative and regulatory challenges to fleet operations
- ★ How to communicate concerns to and garner support from top officials
- ★ How to effectively voice your real world recommendations to government officials

MODERATOR:

Gayle Pratt, Purchasing and Fleet Services Manager, Global Operations, Ecolab Inc., St. Paul, MN

FACULTY:

Patrick O'Connor, President, Kent & O'Connor, Washington, DC

The FMI workshops are invaluable to me ... that three hours alone justifies my entire attendance at FMI because I learn so much from my peers and how they are doing things in their operations. The NAFA FMI is part of the education requirement in my fleet department.

—JOSEPH LAROSA, ASSOCIATE DIRECTOR, WORLDWIDE FLEET ADMINISTRATION, BRISTOL-MYERS SQUIBB, PRINCETON, NJ



Course #33 9:45 – 11:15 am



Developing a Strategic Alliance with Suppliers

The importance of developing a strategic alliance with suppliers is the key to any successful customer-supplier relationship. Here, you will learn the purpose of a Request for Information (RFI) and Request for Proposal (RFP), as well as the basic components of each in the evaluation and selection of a key supplier. Topics discussed will emphasize the importance of measuring and monitoring supplier performance.

YOU WILL LEARN:

- ★ The purpose of a RFI and a RFP, plus the components of each
- ★ Methods for measuring and monitoring supplier performance
- ★ The purpose of a Service Level Agreement (SLA) and its components

MODERATOR:

Brenda Davis, Fleet Manager, Baker Hughes, Inc., Houston, TX

FACULTY:

Ann Levy, Director, Strategic Sourcing, Baker Hughes, Inc., Houston, TX

Tuesday

May 8, 2007



Course #34 9:45 – 11:15 am



Crash Testing for Vehicle Safety

Laboratory tests show differences in how well vehicles protect occupants in crashes. Learn how tests are constructed to represent the real-world crash events and to measure the injury risk to people.

YOU WILL LEARN:

- * How the Insurance Institute for Highway Safety developed the tests it conducts to measure occupant protection in front, side and rear impacts
- * How crash dummies are used to represent injury risk to people
- * How consumer information about vehicle crashworthiness is changing the vehicles you drive and that are in your fleet

MODERATOR:

Rita Knoll, Corporate Fleet and Safety Manager, Andersen Windows Inc., Bayport, MN

FACULTY:

Joseph M. Nolan, Senior Vice President, Vehicle Research Center Operations, Insurance Institute for Highway Safety, Ruckersville, VA

Course #35 9:45 – 11:15 am



Medium- and Heavy-Duty Truck Emerging Technologies

What changes can owners and repair personnel expect regarding new truck technologies? This session will review this question, while providing you with an overview of increased cost vs. payback analysis; safety equipment and operator ergonomics; changes in fuel and lubrication qualities; and multiplex wiring.

YOU WILL LEARN:

- * Where we are today and where we will be tomorrow on all these issues
- * How truck manufacturers will meet new emission standards
- * How new fuel regulations will play a significant role
- * New information regarding spec'ing, lubricants and fuel that will impact every truck owner

MODERATOR:

David A. Strom, CAFM, Deputy State Director, State of South Dakota, Fleet and Travel Management, Brookings, SD

FACULTY:

Geoffrey L. Stigler, Director of Engine Marketing, International Truck and Engine Corporation, Melrose Park, IL

Course #36 9:45 – 11:15 am



The Future of Global Energy Markets

Global forces are shaping the energy market in the short- and long-term. What is the impact on the North American sector? This presentation will draw from the compelling findings of recent research by The Economist Intelligence Unit to focus on this topic, as well as address the profound impact of global forces upon the industry's future landscape.

YOU WILL LEARN:

- * Key factors influencing the long-term development of the energy sector
- * Strategic and operational challenges for companies, plus infrastructure investments for an uncertain future
- * What the future holds for "green" and "clean" energy

MODERATOR:

J.J. Keig, CAFM, Manager of Fleet Operations, Rent-A-Center, Plano, TX

FACULTY:

David Butter, Chief Energy Analyst, *The Economist*, New York, NY

Course #37 11:30 am – 12:30 pm



Law Enforcement Fleet Safety

As you probably are too well aware, vehicle crashes account for the majority of fatalities or serious injury to police officers. With the majority of those crashes being deemed as preventable, the Ontario Provincial Police (OPP) is taking a holistic approach to police vehicle safety. In partnership with independent risk management experts, the OPP has developed a comprehensive Law Enforcement Fleet Safety strategy that goes beyond merely enhancing driver training and maximizing vehicle technologies, but seeks to actually change the mindset of the police officer behind the wheel.

YOU WILL LEARN:

- * The process used to identify the need and determine the strategy
- * What "success" would look like
- * The barriers to success
- * The specific methods used to change the thought process

MODERATOR:

Brian J. Cowan, Manager Fleet Services, Ontario Provincial Police, Orilla, ON, Canada

FACULTY:

Sergeant Chris Murison, Fleet Safety Officer, Ontario Provincial Police, Orilla, ON, Canada

Course #38 11:30 am – 12:30 pm

R&L

Sarbanes-Oxley Act of 2002: Update on the Act's Implementation — Five Years Later

This session will provide you with an update on the effectiveness of the Sarbanes-Oxley Act provisions including compliance matters that could relate to fleet management function. The session will also cover any current accounting developments that might be of interest to fleet industry participants.

YOU WILL LEARN:

- ★ Current progress on the Act's provisions and how you can prepare analyses for internal and external auditors as well as Corporate Compliance departments
- ★ SAS 70 reporting requirements and what you can do as a manager of company assets to ensure compliance with auditing standards
- ★ What are the effects of Financial Interpretation #19 in regard to Capital vs. Operating Leases

MODERATOR:

William Delwin Peacock, Director of Fleet Services, Texas Farm Bureau, Waco, TX

FACULTY:

Mary Ann O'Dwyer, Senior Vice President of Finance and Operations, CFO, Wheels, Inc., Des Plaines, IL

Shlomo Crandus, Vice President of Finance, Wheels, Inc., Des Plaines, IL

Joseph I. LaRosa, CPA, MBA, Assoc. Dir. Worldwide Fleet Administration, Bristol-Myers Squibb, Princeton, NJ

Course #39 11:30 am – 12:30 pm

TECH

Where the Rubber Meets the Road and Means Money!

Find out what we really mean when we say "where the rubber meets the road" and why that can play a much bigger role in managing a fleet's overall cost than one might think. Learn about new tire technology and why taking care of your tires really makes good safety sense — and can add up to even more monetary cents! With fuel prices continuing to rise, properly educating your drivers on how to better manage their tires should no longer be a secondary thought but rather a top-of-mind initiative. Come find out why and what you can do to get real results.

YOU WILL LEARN:

- ★ Better management of tires to improve gas mileage and reduce costs
- ★ New tire technology and how it will change how we service and manage tires altogether
- ★ Key tips for good tire care and maintenance
- ★ Sizing and proper replacement

MODERATOR:

Bryan Calloway, Senior Vice President, Marketing and Business Development, LeasePlan USA, Alpharetta, GA

FACULTY:

Bill Burrell, Sr. Coordinator Management Development, Bridgestone Firestone Retail and Commercial Operations, Bloomingdale, IL

Course #40 11:30 am – 12:30 pm

R&L

Be Prepared — DOT is Watching

Do you believe that you only need to be worried about a DOT audit if you have big, over-the-road trucks in your fleet? If so, you better think again! While it's true that the main focus of DOT is on the largest vehicles, they have expanded their scope to include vehicles in most fleets. How comfortable are you with identifying which vehicles in your fleet are subject to DOT regulations and that you are in complete compliance? What would you do if you were notified of a DOT audit? If you aren't certain that your one-ton vans are in compliance, you may want to attend this session.

YOU WILL LEARN:

- ★ What regulations apply to your fleet
- ★ How updated regulations will impact your fleet
- ★ Step-by-step instructions to prepare you for an audit

MODERATOR:

James R. McElhenny, CAFM, Director of Vehicle Maintenance, Lowes Companies, North Wilkesboro, NC

FACULTY:

Matthew Betz, Vice President, National Account Sales, AmeriFleet Transportation, Brighton, MI

Course #41 11:30 am – 12:30 pm

R&L

Anatomy of a Vehicle Fleet Contract: What You Need to Know

Are your vehicle lease and maintenance agreements "deals of the century?" Not sure? In this session, we will take you through an exciting exploration of how your "deals" are reflected in and affected by the contracts you sign.

YOU WILL LEARN:

- ★ How to understand the terms of a vehicle lease and fleet maintenance agreement
- ★ What the primary focus items are for "deals"
- ★ When to overrule or reign in your lawyer

MODERATOR:

Brenda Davis, Fleet Manager, Baker Hughes, Inc., Houston, TX

FACULTY:

Laureen Lenoir Gardner, Vice President of Contracts & Risk Management, Donlen Corporation, Northbrook, IL

Carla Garfinkle, General Counsel, Donlen Corporation, Northbrook, IL

Paul Hilder, President, FMS, Donlen Corporation, Northbrook, IL



CELEBRATING NAPA'S
50TH ANNIVERSARY!

Special Presentation

Course #42

12:45 – 1:30 pm Lunch

1:30 – 2:15 pm Speaker

Chapter Recognition Lunch

NAFA's Chapters are the backbone of your Association, giving the organization structure and strength. It is at this grass-root level, at your local Chapter meetings, that you have the opportunity to reach people who have the experience and expertise you may need to tap into — and who may need to tap into your knowledge and expertise. Join your colleagues as we celebrate NAFA's 34 chapters led by our host, the Southwest Chapter.

1:30 – 2:15 pm



John Powers, Motivational Speaker

The Customer Is Always Right...Wrong... But They Are Always the Customer

"Our company policy is..." is often the default statement of a company representative who is telling an unhappy customer that, not only is this representative not going to help the customer, this representative is not even going to think about it. The only company policy that makes sense is, "I'm going to make your life so delightful, you'll hardly be able to stand it." The reality of customer service flows from the top down. Management must realize that their employees are, in a real sense, their first customers. How employees are treated is how they treat their customers. This program, using numerous real-life examples and practical principles, demonstrates that you can instill within each customer a feeling of trust by simply caring, using common sense, effective communications and creative solutions. Trust truly is the soul of customer loyalty.

Course #43

2:30 – 4:00 pm

LE

Have It Your Way: Overview of the Florida Sheriffs Association Cooperative Vehicle Bid

In its 13th year, the Florida Sheriffs Association Cooperative Vehicle Bid has grown into a statewide bid process with 42 specifications, accounting for approximately 5,000 vehicle sales annually. The Florida Association of Counties and the Florida Fire Chiefs Association have recently joined the FSA in the process to form one of the largest cooperative vehicle bids in the nation. A unique characteristic of this program is that bid contracts are awarded to the lowest responsible bidder by manufacturer and by zone, which allows agencies to purchase vehicles in the same manner throughout the state. Additionally, purchasers have the ability to pick and choose, "cafeteria style," options and accessories such as lighting packages, sirens and partitions all under a single purchasing contract. This presentation will provide an overview of the formation of this bid process and especially the attributes that have made it successful.

YOU WILL LEARN:

- ★ The processes required to establish a cooperative bid on various levels and the attributes necessary to make a cooperative bid successful
- ★ The multiple award bid process compared to the low bid award
- ★ Assessing and developing boiler plate requirements and universal vehicle specifications

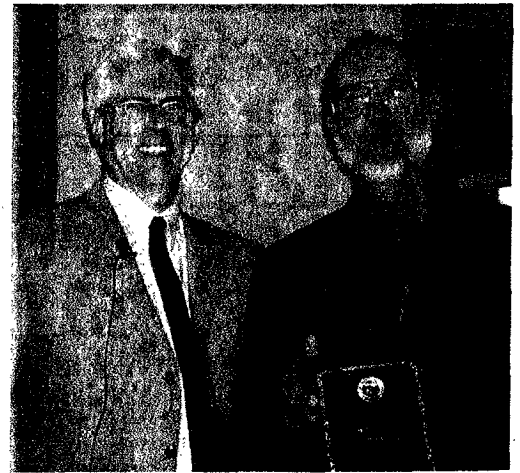
MODERATOR:

William G. Massey, CFM/CAFM, Fleet Operations Manager, City of Gainesville, FL

FACULTY:

Wyatt Earp, Fleet Management Director, Marion County Sheriff's Office, Ocala, FL

Roger Walters, Fleet Management Director, Marion County BCC Fleet Management, Ocala, FL





Course #44 2:30 – 4:00 pm

Tune Up Your Driver Safety Program

Having MVR checks as a part of your fleet safety program is a necessity. In this time of extreme litigation based on issues of negligent entrustment, it is important for fleet managers to understand the responsibilities around MVR checks and driver safety. This presentation will discuss the best practices used to address the issues surrounding driver record checks, hiring practices, the correct course of action for drivers with "problem" driving records and driver safety policies.

YOU WILL LEARN:

- * Why MVR checks are an important part of a fleet safety program
- * How to obtain buy-in from upper management within your organization
- * How to maintain your driver safety initiative

MODERATOR:

Frank Felicetta, Director – Fleet Operations, Cablevision, North Babylon, NY

FACULTY:

Phil Moser, National Sales Manager, Advanced Driver Training Services, Trooper, PA

Course #45 2:30 – 4:00 pm



Are You ASE/EVT Certifiable?

Why should you get your shop and technicians certified? How will your fleet operation and organization benefit? How do you even begin to get your shop certified? Automotive Service Excellence (ASE) and Emergency Vehicle Technicians (EVT) will team up to give you the information needed to certify your technicians and/or your shop.

YOU WILL LEARN:

- * How to get your technicians certified
- * How your shop can participate in ASE's Blue Seal of Excellence Recognition program
- * How certification could benefit your operation

MODERATOR:

Stephen B. Russell, Fleet Services Superintendent, City of Keene, Keene, NH

FACULTY:

Trish Serratore, ASE Group VP, Industry Relations, National Institute for Automotive Safety Excellence, Leesburg, VA

Stephen Wilde, President, EVT Certification Commission, Inc., Dundee, IL

Course #46 2:30 – 4:00 pm



Upfitting 101 – Selecting the Proper Chassis for Your Application

Upfitting 101, you say? You know your job! You've been doing this work for years! Sometimes it's good to get back to the basics. Attend this session for a refresher on the fundamentals. Or, if you're new to fleet management, prepare to have the fundamentals explained by an expert from the National Truck Equipment Association. In either case, you will receive the kind of valuable information you've come to expect from the FMI-LEG Conference!

YOU WILL LEARN:

- * The fundamentals of vehicle and equipment upfitting
- * The relationship among gross vehicle weight rating (GVWR), gross axle weight ratings (GAWRs) and gross combination weight rating (GCWR)
- * The importance of weight distribution and how it is impacted by chassis configurations and the placement of mounted equipment
- * How to calculate upfitted vehicle towing capacities
- * What regulatory compliance pertains to GVWR, GAWR and GCWR

MODERATOR:

Tony Saxon, Fleet Procurement Supervisor, Georgia Power Company, Forest Park, GA

FACULTY:

Bob Johnson, Director of Fleet Relations, National Truck Equipment Association, Jefferson, MD

REGISTER ONLINE! WWW.NAFA.ORG

Course #47 2:30 - 4:00 pm

PD

Turning Diversity Programs into a Business Opportunity

Do you know that your business might be missing out on an opportunity because it may not have enough supplier diversity? Are you aware that this may be a key topic discussed by senior management and you might hold an important key to helping them achieve their objectives? Do you know what a certified minority or women-owned business really is and how they achieve that status? How can this really be an opportunity for fleet managers? Lots of questions for which you will be able to find out the answers with this presentation. Learn how you can help your company reach its supplier diversity goals and what it means in terms of expanding business opportunity for your company. Imagine that — fleet not just being a cost item on a company's P&L, but also a business opportunity generator!

YOU WILL LEARN:

- ★ The basics and the facts around business diversity development and why senior management might be more interested than you think
- ★ How fleet can play a major role in helping companies with business diversity objectives reach their goals
- ★ How you can add business opportunity to your company and not just cost

MODERATOR:

Bryan Calloway, Senior Vice President, Marketing and Business Development, LeasePlan USA, Alpharetta, GA

FACULTY:

Reginald Layton, Diversity Business Development Director, Johnson Controls Inc., Milwaukee, WI

Special Event

6:00 - 10:00 pm

Closing Reception & Dinner

"It's Tuesday Night - Live!"

Please join us as we celebrate NAFA's 50th Anniversary with an evening of great food and fun. Following cocktails and a wonderful dinner during which we will recall 50 years of NAFA, you will be treated to a comedy theatre presentation. Get ready for some side-splitting humor from Houston's premier comedy troupe, Radio Music Theatre. You are guaranteed to laugh until you cry!

Attire: Business (ties not required for men)

NOTE: SEATING TICKETS ARE REQUIRED FOR BOTH DINNER AND ADMISSION TO THE SHOW. YOUR CONFERENCE REGISTRATION FEE INCLUDES ONE "EXCHANGE TICKET" FOR THE CLOSING DINNER AND ONE TICKET FOR SHOW ADMISSION. YOU WILL NEED TO EXCHANGE THE DINNER TICKET ON-SITE FOR A "SEATING TICKET" TO SECURE YOUR DINNER RESERVATION AND YOUR TABLE ASSIGNMENT. ADDITIONAL EXCHANGE TICKETS MAY BE PURCHASED USING THE RESERVATION FORM OR ON-SITE IF YOU

PLAN TO BRING A GUEST TO THIS EVENT. SEATING FOR THE SHOW WILL BE GENERAL ADMISSION (NO RESERVED SEATING). THE TICKET EXCHANGE WILL BEGIN AT 7:00 AM ON SATURDAY, MAY 5, 2007 AND END AT 5:00 PM, MONDAY, MAY 7, 2007.



**CELEBRATE NAFA'S
50th ANNIVERSARY!**



General Information: A-Z

BADGES AND ADMISSION

Admission into educational sessions is by registration badge only.

CLOSING DINNER TICKETS

The Closing Dinner Exchange Ticket, which you will receive with your other meal and event tickets at the NAFA Registration Desk, must be exchanged for a "Closing Dinner Seating Ticket" which will enable you to choose the table(s) at which you will be served. Ticket exchange will be on a first-come, first-served basis. Ticket exchange will take place at the NAFA Conference Registration Area. Ticket exchange will begin at 7:00 am, Saturday, May 5, 2007 and end at 5:00 pm, Monday, May 7, 2007. To reserve more than one seat (each table seats 10), all tickets must be turned in at the same time.

Note: Tickets will not be exchanged before 7:00 am, Saturday, May 5, 2007.

CONFERENCE REGISTRATION

To register for the Fleet Management Institute and Law Enforcement Group Conference, please complete the enclosed registration form or go online to www.nafa.org. Compute the total cost of your registration using the following guidelines:

NAFA Member*:

The dues-paying Full or Associate Member

NAFA Affiliate*:

The fee-paying Full or Regional Affiliate

Corporate Colleague of a NAFA Member:

A non-member who works with or for a NAFA Member

Corporate Colleague of a NAFA Affiliate:

An affiliate who works with or for a NAFA Affiliate

Non-Member Fleet Manager:

A fleet manager who is not a member of NAFA and is attending the educational sessions

Non-Member Affiliate/Service Provider:

A non-member service provider attending the educational sessions

*NAFA MEMBERSHIP/AFFILIATION IS FOR INDIVIDUALS, NOT COMPANIES. IF SOMEONE OTHER THAN YOU IS A MEMBER/AFFILIATE AND YOU ARE NOT AN ASSOCIATE MEMBER OR REGIONAL AFFILIATE, YOU ARE CONSIDERED A CORPORATE COLLEAGUE.

Please do not include hotel payments in your conference registration payment.

Send registration form with payment for the total cost of your registration (payable to NAFA) to:

NAFA Registration
c/o Registration Management Inc.
6598 Carlisle Curve
Shakopee, MN 55379

952.858.8406 Telephone
952.854.2290 Fax

For all registration inquiries regarding the NAFA 2007 FMI-LEG Conference, please contact Registration Management, Inc. (RMI) at 952.858.8406

Because Canadian currency exchange rates fluctuate, Canadian companies are reminded that they may always pay in U.S. dollars if they prefer.

CONFERENCE REGISTRATION DESK AND HOURS

Registration materials may be obtained at the NAFA Registration Desk only during the scheduled hours. Your signature is required if you are picking up another registrant's materials. Registration will take place at the George R. Brown Convention Center - Level 3 (GRBCC). NAFA's registration desk will be open at the following times:

Friday, May 4, 2007
10:00 am - 5:00 pm

Saturday, May 5, 2007
7:00 am - 5:00 pm

Sunday, May 6, 2007
7:00 am - 5:00 pm

Monday, May 7, 2007
7:30 am - 5:00 pm

Tuesday, May 8, 2007
7:30 am - 4:00 pm

DRESS CODE

Dress for the education sessions is Business Casual. Business casual is defined as shirts with collars, dress slacks and/or skirts. Optional: Blazer or sweater (Denim, athletic wear and shorts are not considered business casual attire.).

Dress for Tuesday evenings' dinner and entertainment is business (no ties required for men).

Note: Meeting room temperatures fluctuate. You may wish to bring a jacket or sweater.

EXHIBIT HALL ADMISSION

Exhibit Hall admission is free to all fleet managers. Affiliate/Service Providers who wish to visit the Expo must register for the conference and pay a fee of \$550 which includes all meal functions.

Lunch will be served on the exhibit floor both Sunday and Monday from 12:30 - 2:00 pm. Lunch is included in the registration fee for all conference registrants. A ticket is required to get lunch. Additional lunch tickets may be purchased at the NAFA Registration Desk. Also, there will be concession stands in the exhibit hall where food, drinks and snacks will be sold.

HOSPITALITY SUITE POLICY

Hospitality suites may not be open during NAFA official meetings. Official meetings include all educational and business meetings, the exposition and the Grand Celebration.

Sleeping rooms have been reserved at the following special Conference rates:

Headquarters Hotel



Hilton Americas-Houston
1600 Lamar, Houston, TX
Single \$181/Double \$197 (U.S.)

CONNECTED TO THE GEORGE R. BROWN CONVENTION CENTER, 1001 AVENIDA DE LAS AMERICAS, HOUSTON, TX

Secondary Hotel



Hyatt Regency Houston
1200 Louisiana, Houston, TX
Single/Double \$167 (U.S.)

9 BLOCKS FROM THE GEORGE R. BROWN CONVENTION CENTER

Complimentary all-day shuttle service to/from the George R. Brown Convention Center will be provided all four days of the conference.

Note: These prices do not reflect applicable taxes and fees.

To secure hotel accommodations, please complete the appropriate Hotel Reservation Form included in this program or for online reservations go to www.nafa.org.

Reservations made after the cut-off dates will be provided at NAFA's group rate subject to space availability.

Cut-off date for Hilton Americas-Houston room reservations: Tuesday, April 10, 2007. Cut-off date for Hyatt Regency Houston room reservations: Wednesday, April 11, 2007.



General Information: A-Z

"NO CONFLICT" POLICY

In the spirit of providing as many educational and business interaction opportunities for our attendees as possible, no one may schedule conflicting events during the exposition or session hours.

PARKING RATES

IN EFFECT 11/1/06 AND NOT GUARANTEED

George R. Brown Convention Center:

Self Parking Overnight
(without in/out privileges) \$12.00

Self Parking during the Day
(without in/out privileges) \$12.00

Lost Ticket \$12.00

Valet Parking Day & Night \$22.00

Hilton Americas:

Self Parking Overnight \$12.00

Self Parking during the Day \$12.00

Lost Ticket \$12.00

Valet Parking Day & Night \$22.00

Hyatt Regency Houston:

Valet Parking \$25.00 per day/plus tax

Self Parking none

There are several parking garages and open lots in the area but prices vary.

PHOTOGRAPHS

Attendees whose images are captured by NAFA and/or NAFA's agents (in photo or video) during this event authorize NAFA to use any such images in NAFA publications, promotional materials, online or other means.

REGISTRATION CANCELLATION

Registrants who find it necessary to cancel their Conference registration will receive a full refund (less a \$50 processing fee) after the Conference, provided the cancellation is received by mail at RMI on or before April 6, 2007. Requests for cancellations received in writing after April 6 will receive a refund (less \$100 processing/cancellation fee). For further information regarding cancellation, please contact RMI Inc. at 952.858.8406.

SMOKING POLICY

Smoking is not allowed at the Fleet Management Institute and Law Enforcement Group Conference, including the meeting rooms and ballrooms, all educational sessions, special events and presentations, exhibit hall and social events directly related to the Conference and Fleet Exposition. In addition, the headquarters hotel (Hilton Americas-Houston) does not allow smoking in common areas for the duration of the Conference. Smoking is permitted in designated areas only such as hotel bars and designated smoking sleeping rooms.

TRANSPORTATION

Airline Discounts

American Airlines®

5% off the lowest applicable fare on AA, American Eagle and AmericanConnections

Phone reservations: call 800-433-1790 and refer to authorization code: **A2157AK** (\$10 ticketing fee)

Book online: www.aa.com

After you have selected your flights under the "Enter Passenger Details" tab, go to the "AA.com Discount Code" field and enter **A2157AK**. Note: some fares are not valid for discount.

Continental Airlines

Phone reservations: call Continental's Meeting Works at 800.468.7022 to save 2 - 15% (\$10 ticketing fee)

Book online: www.continental.com and save 5 - 18% (no ticketing fee) by entering the Z code followed by the Agreement Code in the Offer Code Box when searching for flights.

Z Code: **ZA0H**

Agreement Code: **BT63LH**



Phone Reservations: call 800.328.1111

The worldfile number is **NMBPW**

Book online: www.nwa.com

Under the Reservations tab, select "Shop for Flights." Complete the Flight Search section and navigate to the bottom where you will see "Do you have an E-Cert Fare, electronic voucher or meeting agreement?" Select type (i.e. Meeting agreement (WorldFile number)) and then enter the WorldFile number **NMBPW** in the Meeting WorldFile Number box and complete your transaction. For customer service, call 800.692.6955

Travel agents should go to www.worldagentdirect.com

Registration

Airport Shuttle Discount

SuperShuttle®

SuperShuttle offers the following discount fares:

To/from George Bush Intercontinental Airport (IAH) \$22 one way and from Hobby Airport (HOU) \$17 one way. These fare discounts are only applied if the service is prepaid online. The group discount code is **LBBXC**.

If a guest pays at the time of the trip the fares are \$23 and \$28 and can be paid to the driver with cash or credit card. To make reservations, go to <https://www.supershuttle.com/WebRez/Welcome.aspx>

Upon arrival at the airport, follow signs to Ground Transportation on the baggage claim levels and check in at the SuperShuttle counter.

Cancellation policy: Four hours notice prior to your pickup time will give you a full refund. SuperShuttle will not refund payment if cancelled with less than 4 hours notice or in the event of a no-show.

Car Rental Discount



Enterprise Rental Car has been named the official car rental company for the FMHLEG Conference. The following discounted rates are offered to all attendees: 5% off retail home city rates and 10% off airport rates. For online reservations log on to www.enterprise.com. Under Section 3 (Choose a Car) type in **24E2998** (for the Corporate Number) and then **NAF** (our PIN number). For telephone reservations call 800.261.7331. Please note that online reservations may cost less than telephone reservations.

Taxi Discount

Four passengers can ride for the price of one in a Yellow Cab. Yellow Cab stands are readily available at both airports (Bush Intercontinental and Hobby). The Yellow Cab rate from George Bush Intercontinental Airport to downtown Houston is a flat rate of \$44.50 and \$22.00 from Hobby Airport to downtown Houston. Call 713.236.1111.

Greater Houston Transportation Company (the parent company of Yellow Cab) also offers Lincoln Town Car service. Advanced reservations are required for these vehicles. Mention NAFA for a special discount. Call 713.236.8877.

WEATHER

Houston's average daytime high temperature in May is 85° F; average daily low is 64° F.

Spouse & Guest

Spouse and Guest Hospitality Room

Make the **FMI-LEG Hospitality Room** your gathering place to pick up visitor's guides, coupons and brochures, maps and schedule of current local events. To facilitate networking, planning and camaraderie for spouses and guests, NAFA's Southwest Chapter will host this room at the Hilton Americas-Houston. Please ask for room location upon check-in at the NAFA registration desk.

Hours: Saturday, May 5 - 3:00 pm - 5:00 pm
Sunday, May 6 through Tuesday, May 8 - 8:00 - 10:00 am

Hilton Americas – Houston – Headquarters Hotel

The Hilton Americas – Houston offers restaurants, shops and fitness facilities to all registered guests. The 75-foot Infinity pool and whirlpool feature spectacular views of the Houston skyline and an open terrace. The Skyline Spa and Health Club offers a full menu of massage and salon services for both men and women. The lobby CAFÉ offers all day dining, with buffet or menu options for breakfast and lunch. For lunch or dinner, Spencer's for Steaks and Chops specializes in aged prime beef and wines. The Skyline Bar and Grill features a spectacular view of the city skyline during lunch and dinner. The Lobby Bar serves cocktails and light fare and the Java Coast coffee emporium offers beverages and snacks to go. In-room dining is also available. www.americashouston.hilton.com

The Hyatt Regency Houston – Secondary Hotel

The Hyatt Regency Houston offers restaurants, lounge, coffee shop, outdoor pool and fitness facilities to all registered guests. The Hyatt Regency Houston boasts a 24 hour fully-equipped exercise facility along with a heated, outdoor swimming pool with a lift for disabled guests. At the Hyatt you will find Spindletop, Houston's only revolving rooftop restaurant, offering spectacular city views while dining. The lunch menu at Ducks and Company offers New American, Roasted Game and Seafood. At Whistler's Walk you can enjoy a buffet breakfast and American favorites for lunch and dinner. The Park Bar is the atrium lobby lounge. Stop by decaffe for "coffee and more". With pizza, sandwiches and salads, essential personal care needs, magazines and souvenirs, espressos and lattes, this shop offers something for everyone! In-room dining is also available. www.houstonregency.hyatt.com

AMUSEMENTS AND RECREATION

A magnificent six-acre dining and entertainment complex, the **Downtown Aquarium** is a 500,000 gallon aquatic wonderland, home to over 200 species of aquatic life from around the globe. With a full service restaurant, upscale bar, aquatic and geographic exhibits, shopping and a variety of amusements, Downtown Aquarium has it all! www.aquariumrestaurants.com

Space Center Houston/NASA is the visitor's center for NASA's Johnson Space Center. It's the product of the joint efforts of NASA and Disney Imagineering. Easily the most popular attraction in the Houston area, there's nothing like it anywhere else in the world. You'll find plenty of exhibits and activities to interest both adults and children and they do a great job of introducing the visitor to different aspects of space exploration. Interactive displays and simulations complement actual access to the real thing. For instance, the Feel of Space gallery simulates working in the frictionless environment of space by using an air-bearing floor – something like a giant air hockey table – while another simulator shows what it's like to land the lunar orbiter. For a direct experience of NASA, you can take the 1 1/2-hour tram tour that takes you to, among other places, the International Space Station Assembly Building and NASA control center. You get to see things as they happen, especially interesting if there's a shuttle mission in progress, or

perhaps you may see astronauts in training. On top of all this, Space Center Houston has the largest IMAX in Texas. Plan on staying here 3 to 4 hours to see it all! www.spacecenter.org

Spanning 17 blocks and boasting 12,948 seats, **Houston's downtown Theatre District** is one of only a few U.S. cities with permanent professional resident companies in ballet, opera, symphony and theater. The longevity of Houston's performing arts organizations in the Theater District speaks volumes: Houston Ballet, at 36 years, is the city's youngest resident professional company. The Theater District, with its five major performing arts venues, is home to these companies, as well as four other internationally recognized performing arts presenters. Numerous restaurants and clubs populate the area, where one can sip on a pre-theater cocktail while listening to live music or enjoy a leisurely dinner after the show.

www.downtownhouston.org/Home/Programs/Programs1/

The **Sam Houston Race Park** celebrates the spirit and elegance of Thoroughbred and Quarter Horse Racing with live and simulcast racing. www.samhoustonracepark.com

The **Houston Zoo**, the city's only urban jungle, features the John P. McGovern Children's Zoo, which teaches the six ecosystems of Texas: city, forest, coastal, prairie, desert and farm. One of the newest features at the zoo is the Wildlife Carousel with 64 hand-carved animals representing endangered species. www.houstonzoo.org

Choose from 10 different restaurants as you stroll along the charming **Kemah Boardwalk** located south of Houston on Galveston Bay. You can ride the Ferris wheel and train for fun, watch the sailboats and enjoy the games and rides. www.kemahboardwalk.com

A science and nature wonderland in Galveston, **Moody Gardens** features a spectacular Rainforest Pyramid, Discovery Pyramid, and Aquarium Pyramid, two IMAX theaters and lush gardens and nature trails. www.moodygardens.com

Shopping

The Galleria, one of Houston's most popular shopping and tourist destinations, features more than 375 fine stores and restaurants, a full-size ice rink, two high-rise hotels, two office towers and a variety of other amenities. Anchor stores include Neiman Marcus, Macy's, Saks Fifth Avenue and Nordstrom. www.simon.com/mail/mail_info.aspx?ID=805

Katy Mills Mall, a 1.3 million square foot market, features 200 of the best names in manufacturers' and retail outlets, off-price retailers and unique specialty stores. Various restaurants and several family-oriented entertainment venues round out the mix. www.katytexas.com/katymillsmail.cfm

Old Town Spring Shopping Village is an enchanting Victorian village, featuring more than 150 merchants offering home décor, art and antiques. www.oldtownspringtx.com

For more information on all there is to do in Houston, visit www.visithoustontexas.com

GETTING AROUND HOUSTON

Both the Hilton Americas-Houston and the Hyatt Regency Houston offer guests shuttle service to nearby downtown attractions. Taxi service is also available. Check with the hotel concierge for approximate taxi fares to/from your destination. For information on Houston's transit system of buses and METRO Rail call 713.635.4000 or visit www.ridemetro.org

Checklist

Your answers to these questions will be used for planning purposes only.
Your specific fleet information will not be divulged or shared. Thank you.

1) I am:

- A. A New Member/Affiliate to NAFA
- B. Not a New Member/Affiliate but this is my first FMI-LEG
- C. A Member/Affiliate previous attendee

2) Number of Years Experience: (check one)

- A. Less than 1 year
- B. 1-2 years
- C. 3-5 years
- D. 6-10 years
- E. More than 10 years

3) My purchasing authority: (check one)

- A. Final decision-maker
- B. Authorize purchase
- C. Recommend/specify purchase
- D. No purchase authority

4) Size of Fleet: (check one)

- A. Less than 500
- B. 501-2,000
- C. 2,001-5,000
- D. More than 5,000

5) My fleet contains: (check all that apply)

- A. Cars/Station Wagons/SUVs
- B. Passenger/Cargo Vans
- C. Trucks < 16,001 gvw
- D. Trucks 16,001-26,000 gvw
- E. Trucks > 26,000 gvw
- F. Law Enforcement (Police)/Emergency Vehicles
- G. Equipment (highway and non-highway vehicles)

6) My annual budget for vehicle acquisition:

(purchase and/or lease)

- A. < \$500,000
- B. \$500,000-\$1,000,000
- C. \$1,000,001-\$5,000,000
- D. \$5,000,001-\$10,000,000
- E. \$10,000,001-\$50,000,000
- F. > \$50,000,000

7) OEMs from whom you acquire vehicles: (check all that apply)

- A. DaimlerChrysler
- B. Ford
- C. GM
- D. Honda
- E. Mazda
- F. Mitsubishi
- G. Nissan
- H. Toyota
- I. Other _____

8) My annual budget for products and services for the operation and maintenance of the fleet:

\$ _____

9) Check all that you are responsible for, use or acquire:

- A. Accident management systems
- B. Auto transporter
- C. Fleet management systems/software
- D. Fuel management systems/software
- E. Leasing company services
- F. Maintenance (mechanical) management services
- G. Safety management
- H. Short-term rental agencies
- I. Training programs
- J. Used vehicle guide publications
- K. Vehicle auction
- L. Vehicle selection
- M. Vehicle upfitting
- N. Other: please specify _____

10) Law Enforcement Agency Affiliation:

(Law Enforcement Fleet Managers Only)

- A. State police/highway patrol/federal agency
- B. Large city/county agency (over 250 vehicles)
- C. Small, medium city/county agency (up to 250 vehicles)

11) Are you: (Law Enforcement Fleet Managers Only)

- A. Civilian
- B. Sworn



Hotel

(Housing)

Hilton Americas-Houston Hotel Reservation Form

National Association of Fleet Administrators Annual Conference 2007
Tuesday May 1 through Thursday May 10, 2007

Toll Free: 800.236.2905 Phone: 713.739.8000
Fax: 713.739.8007

PLEASE PRINT OR TYPE.

NAME

ADDRESS

CITY STATE/PROVINCE ZIP COUNTRY

SHARING A ROOM WITH

TELEPHONE NO. A/C

E-MAIL

HONORS ACCOUNT NUMBER

SIGNATURE

GUARANTEE AND CANCELLATION POLICY

Reservation requests will not be processed without a credit card guarantee.
A one night deposit may be mailed to the hotel instead *(check/money order payable to Hilton Americas).

1 Room Information

BED TYPE ON SPACE AVAILABILITY BASIS ONLY.

# of Rooms**	Accommodations	Standard	Tower/Exec.
	SINGLE OCCUPANCY (one person, one bed)	\$181.00	N/A
	DOUBLE OCCUPANCY (two people, one bed)	\$197.00	N/A
	DOUBLE OCCUPANCY (two people, two beds)	\$197.00	N/A
	TRIPLE OCCUPANCY (three people, two beds)	\$212.00	N/A
	QUAD OCCUPANCY (four people, two beds)	\$227.00	N/A
	SUITES—1 Bedroom 2 Bedroom	N/A	N/A

Please indicate (X) if requesting non-smoking accommodations.

** NUMBER OF ROOMS IS LIMITED TO FOUR PER REGISTERED NAME

ALL RATES ARE EXCLUSIVE OF TAX. EVERY EFFORT WILL BE MADE TO ACCOMMODATE YOU IN THE HOTEL AND BED TYPE OF YOUR CHOICE; HOWEVER, RESERVATIONS ARE TAKEN ON A FIRST-COME, FIRST-SERVED BASIS.

2 Payment Information

CREDIT CARD TYPE: AmEx Visa MasterCard

CREDIT CARD NO. EXP. DATE

NAME ON CREDIT CARD

TOTAL CHARGE

* A 1ST NIGHT DEPOSIT IS REQUIRED WITH YOUR GROUP. ANY CANCELLATIONS SHOULD BE MADE 72 HOURS PRIOR TO ARRIVAL TO RECEIVE A FULL REFUND. ANY CANCELLATIONS MADE INSIDE THE 72 HOUR WINDOW WILL FORFEIT 1ST NIGHT'S DEPOSIT.

RATE FOR 1ST NIGHT'S DEPOSIT

• \$181.00 X 17% = \$211.77	• \$212.00 X 17% = \$248.04
• \$197.00 X 17% = \$230.49	• \$227.00 X 17% = \$265.59

PLEASE DO NOT SEND CURRENCY

3 Check-In/Check Out Information

ARRIVAL DATE _____

DEPARTURE DATE _____ # OF NIGHTS: _____

OUR CHECK-IN TIME IS 3:00 P.M. SHOULD YOUR ROOM NOT BE AVAILABLE WHEN YOU ARRIVE, YOU MAY STORE YOUR LUGGAGE WITH OUR BELL CAPTAIN. OUR CHECK-OUT TIME IS 12:00 P.M.

Reservations must be received by April 10, 2007

ANY RESERVATION REQUEST RECEIVED AFTER THIS DATE WILL BE CONFIRMED ON A SPACE AVAILABLE BASIS.



IN THE CENTER OF DOWNTOWN

Hotel

(Housing)

Hyatt Regency Houston Hotel Reservation Form

National Association of Fleet Administrators Annual Conference 2007

Tuesday May 1 through Thursday May 10, 2007

GUEST NAME _____ COMPANY NAME _____

ADDRESS _____

CITY _____ STATE/PROVINCE _____ ZIP _____ COUNTRY _____

TELEPHONE NO. _____ FAX NO. _____

EMAIL _____

SHARING A ROOM WITH _____ GOLD PASSPORT NUMBER _____

1 Check-in/Check Out Information

ARRIVAL DATE _____ EST. ARRIVAL TIME _____

DEPARTURE DATE _____ # OF NIGHTS: _____

2 Room Information

# of Rooms	Type of Room	Conventional Rate
	SINGLE (1 person)	\$167.00
	DOUBLE (two people)	\$167.00
	TRIPLE (three people)	\$187.00
	QUAD (four people)	\$187.00
	BUSINESS PLAN (four people, two beds)	\$ RATE + \$20
	1 BEDROOM SUITE	\$350.00 - \$1300.00

* NON SMOKING ROOM

RESERVATIONS REQUESTED AFTER 4/11/07 OR AFTER THE ROOM BLOCK HAS BEEN FILLED ARE SUBJECT TO AVAILABILITY AND MAY NOT BE AVAILABLE AT THE CONVENTION RATE.

- RATES ARE SUBJECT TO STATE AND LOCAL TAXES, CURRENTLY AT 17%.
- SPECIFIC BED TYPES CANNOT BE GUARANTEED
- SPECIAL REQUESTS (SUBJECT TO AVAILABILITY)
- A \$25.00 EARLY DEPARTURE FEE WILL BE ASSESSED FOR ALL GUESTS DEPARTING BEFORE THEIR DEPARTURE DATE. ALL DATE CHANGES MUST BE MADE PRIOR TO OR UPON ARRIVAL

IN ORDER TO GUARANTEE YOUR RESERVATION, WE REQUIRE EITHER:

- a) AN ENCLOSED CHECK OR MONEY ORDER COVERING THE FIRST NIGHT'S ROOM RATE + TAX or
- b) A MAJOR CREDIT CARD NUMBER, EXPIRATION DATE AND SIGNATURE

FOR REVISIONS OR CANCELLATIONS, PLEASE CALL OUR TOLL-FREE NUMBER AT **800.233.1234** OR DIAL THE HYATT REGENCY DIRECTLY AT **713.654.1234** OR FAX YOUR INFORMATION TO **713.646.6953**.

CHECK-IN TIME: 3:00PM (ACCESS PRIOR TO 3:00PM CANNOT BE ASSURED)

CHECK-OUT TIME: 12:00 NOON

BUSINESS PLAN ROOMS ARE EQUIPPED WITH FAX MACHINES, TELEPHONES WITH COMPUTER HOOK-UPS, FREE COFFEE, IRON AND IRONING BOARD, HAIR DRYERS, COMPLIMENTARY CONTINENTAL BREAKFAST & NEWSPAPER. BUSINESS PLAN IS AVAILABLE FOR AN ADDITIONAL \$20.00 PER NIGHT CHARGE OVER YOUR GROUP RATE.

Payment Information

I HAVE ENCLOSED FULL PAYMENT OF \$ _____

GUARANTEE YOUR RESERVATION WITH ONE OF THE FOLLOWING:
(AMOUNT WILL EQUAL ROOM RATE + TAX)

CHECK or MONEY ORDER ENCLOSED

CHECK NO. _____

CREDIT CARD:

- AMERICAN EXPRESS CARTE BLANCHE VISA
- MASTERCARD DINERS CLUB DISCOVER CARD

CREDIT CARD NO. _____

EXP. DATE _____

NAME ON CREDIT CARD _____

SIGNATURE _____