



Monday, June 4, 2018

- 8:00am - 6:30pm **Registration Open**
- 8:30am - 10:00am **MEMA Showcase: Part 1**
- 10:00am - 12:30pm **The GFX Block Party and Experience**
 This event within an event will be a mix of ride and drives, hands-on training, experiential learning (including a lecture and demo on adding drones to your fleet), and a technology showcase. Plus a fun street fair atmosphere with food, drinks, games and prizes.
- 1:30pm - 3:00pm **MEMA Showcase: Part 2**
- 3:00pm - 3:50pm **First Timers' Orientation**
 Learn how to make the most of GFX with an insider's look into the event's highlights. It's also designed to be an opportunity to meet fellow attendees and form connections that will last during the expo and beyond. The experience matters, so make sure yours is the best it can be!
- 4:00pm - 5:00pm **Opening Keynote Address: Taking the Spotlight: How to Highlight Your Operation**
 Do you worry about highlighting your fleet operation for fear of failure? Become more comfortable acknowledging setbacks and overcome anxiety in order to accentuate your fleet's successes. Learn how to develop valuable talking points and soundbites that you and your staff can use to deliver your fleet's message. The "secret sauce" in the fleet management world isn't always about how you do it, often times, it's having the ability to explain the compelling reason why.
Keynote Speaker: Craig Croner, City of Boise, ID
- 5:00pm - 6:30pm **Opening Reception**
- 6:30pm - 8:00pm **Customer Appreciation Dinners**
 This evening is set aside for exhibitors and sponsors who choose to invite existing and potential customers for dinner meetings.

Tuesday, June 5, 2018

- 7:30am - 7:30pm **Registration Open**
- 8:00am - 9:30am **Breakfast and Keynote Address: Dream Big and Never Quit**
 Millions have been inspired by the movie Rudy; now let the man behind the movie inspire you. GFX would like to introduce you to Rudy Ruettiger, the inspiration behind the movie Rudy. He's brought his message to corporate America, colleges and universities, schools grades K -12, sports teams, fundraisers, churches, and community events across the country. Rudy will share a dynamic presentation, choreographed to a video production, which tells his story and will inspire you to

dream big and never quit!

Keynote Speaker: Rudy Ruettiger, Author and Motivational Speaker

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9:45am - 10:45am **Training Sessions**

Sponsored by



An Outsourcing Journey: How Staff Won the Battle to Keep Their Jobs

In 2014, large a city embarked on a managed competition project, with city employees competing to keep parts management in house. Learn how and why management pushed for an outsourcing initiative, as well as steps taken by employees that led to their victory, saving them their jobs. Attendees will learn that sometimes organizations can be their own worst enemies and that positive, collective action can lead to substantive and positive change.

Presenter: Bob Stanton, Stanton Consultants

Sounding the Alarm: New Patrol Vehicles, Safety Features and Innovative Uses

In the past year, Ford has released three new police vehicles, while General Motors and FCA have added officer safety features to their police offerings. Join the discussion about the new vehicles, in-vehicle features, and what else may be coming from the OEMs. In addition, find out the latest about police motorcycles and fleets using non-traditional vehicles for police work.

Panelists: George Petropoulos, Harley-Davidson Motor Company; Dana Hammer, General Motors Fleet; David Callery, Fiat Chrysler Automobiles; Tony Gratson, Ford Motor Company

Dig into Data: What to Track and How to Use It

What are the biggest challenges related to new and growing sources of data, and what can you do about it? Discuss what data needs to be collected from fleet and external sources, how to make decisions based on this data, and how to develop and implement processes and policies based on what the data is telling you.

Facilitator: Maggie Laird, Dossier Systems

11:00am - 3:00pm **Exhibit Hall Open**

12:30pm - 1:30pm **Lunch in the Exhibit Hall**

2:00pm - 2:25pm **Exhibit Hall Training Session**

CPFP: Certification Basics and How It Can Advance Your Career

What is the American Public Works Association's Certified Public Fleet Professional (CPFP) program and why should you get one? Meet with current CPFPs to discuss what the certification is and how it can benefit your fleet and advance your career. Learn how to get the certification and how CPFPs have used it to benefit their operations.

Moderator: Jeffrey Tews, CPFP, City of Milwaukee, WI

3:05pm - 4:05pm

Training Sessions

Facility Construction and Renovation: What Every Fleet Manager Should Know

Are you working on building a new fleet facility, renovating one, or curious about the process or features of new buildings? Fleet managers that have recently opened new facilities will share their experiences and lessons learned. Whether your present building is on its last legs, or you're being pushed to another location, learn about the challenges of building or renovating a maintenance facility.

Presenter: David Worthington, County of Sonoma, CA

Electrification the Easy Way: New EVs, Upfits, and Deployment Best Practices

To meet sustainability requirements, more and more government fleets are seeking electrified vehicle solutions. Some of these are OEM vehicles from established automakers or even startup OEMs, while others are outside the OEM box, including aftermarket upfits. Join a discussion about deploying electrified vehicles, what "fleet-ready" means when it comes to electrified upfits, and new options available for fleets looking to electrify.

Moderator: Michael Terreri, Center for Sustainable Energy

Panelist: Clay Siegert, XL Hybrids

The Good, the Bad and The Ugly: An Honest Discussion About Fleet Tracking

You've undoubtedly heard about the benefits, and disadvantages, of telematics systems. In this interactive discussion, subject matter experts will be available to answer questions and give examples of real-world telematics implementation from public fleets, including successes, challenges, and shortcuts to smooth deployment.

Facilitator: Eric Bearly, Government Fleet Magazine

Subject Matter Experts: Rob Donahue, Lytx, Inc.; Chris Jackson, BSM Technologies; Gary Oldham, Telogis/Verizon Telematics; Jean Pilon-Bignell, Geotab

4:15pm - 5:15pm

Training Sessions

What It Takes To Be an Effective Fleet Leader

In today's fast-paced fleet environment, competent leadership is one of the most important factors for an organization's success. But what is effective leadership at the fleet level, and how can you motivate your employees to perform at their best? Learn the five basic traits of a leader and how to use those traits to get the most out of your employees, as well as five things you can do immediately, every day, to see improvement in your organization. Lastly, learn simple leadership philosophies that are unique to a fleet environment that you can implement in your organization.

Presenter: Todd Richardson, City and County of Denver, CO

Prevent Brain Drain: How to Create an Effective Succession Plan

As more baby-boomers retire and exit organizations, it's becoming essential for organizations to capture institutional knowledge before they experience "brain drain." Lack of a succession plan can hamper the employee replacement transition, drive up costs, and impact customer service. Learn how to design an effective succession plan and how other fleet managers have successfully tackled this challenge before exiting their organizations.

Presenter: Steven Saltzgeber, Mercury Associates Inc.

How to Build Credibility and Make Major Fleet Improvements

Many fleets are challenged by things they can't change because of precedence or

the structure of their agency — perhaps it's a purchasing method, software, or organizational structure that isn't right for their operation. Rather than passively accepting it, fleets can take steps to push for seemingly impossible changes. Join the APWA Fleet Services Committee, including a fleet manager who spent four years advocating for centralization (and succeeding), in a discussion of how to build credibility and what steps to take to make major fleet improvements.

Moderator: Kevin Schlagen, CPFP, CAFM, CEM, Dakota County Fleet Management

5:15pm - 7:00pm

Awards Celebration

Following a 25 minute reception, the awards ceremony will begin with Government Fleet magazine recognizing the 50 Leading Fleets, announcing rankings for the top 20, and the top fleets in three size categories. The magazine will also name the 2018 Public Sector Fleet Manager of the Year recipient and honor the Public Fleet Hall of Fame inductees. The Government Fleet Management Alliance (GFMA) will present Certified Fleet Management Operation (CFMO) awards and Fleet Masters Operation awards.



8:30pm - 10:30pm

Night on the Town

Wednesday, June 6, 2018

8:00am - 1:00pm

Registration Open

8:00am - 9:50am

Breakfast and Big Solutions Roundtable

What are your biggest challenges? Whether it's fuel management or budgeting concerns, this interactive session gives you a chance to discuss these topics and more with your peers and brainstorm solutions. Then, learn from the rest of the group as other fleet managers share the best solutions their groups found.

10:00am - 11:00am

Training Sessions

Utilizing Internal Service Fund Rates to Modify User Behavior

Rate development and internal service funds aren't just cost recovery methods, they can be used as a tool to improve operations. In this advanced session, discover how to use various aspects of rate development to drive proper behavior at the end-user level, resulting in more efficient operations and less impact to the fleet customer.

Presenter: Brent Wahl, Pasco County, FL

Sink or Swim: Navigating the Deep Waters of the Procurement World

Fleet professionals are realizing that being experts in their domain is not enough. They need to understand strategic sourcing in order to lend their expertise to the process and ensure their needs are being met. In order to have a voice in the

process, a little procurement knowledge goes a long way. Understand the key terms from the procurement world, the ideal roles of stakeholders in the supply chain, and how to best cooperate with procurement specialists for optimum results.

Presenters: Mario Guzman, CAFM, City of West Palm Beach, FL; Gary Lentsch, CAFM, Eugene Water and Electric Board

Leasing or Financing: When Are These Options Right for You?

When faced with diminished budgets and extended miles and maintenance issues, what other acquisition tools are available to government fleets? Learn about the differences between purchase, lease, finance, and cooperative purchasing, and how to determine the best option for your fleet. Discussion will also include alternative-fuel and clean fleet vehicles and how to take advantage of various federal tax credits.

Subject Matter Expert: Bob Crowe, Acme Auto Leasing

11:00am - 3:30pm

Exhibit Hall Open

12:00pm - 1:00pm

Lunch in the Exhibit Hall

2:00pm - 2:25pm

Exhibit Hall Training Sessions

Your Ideas: The 8 Best Efficiency Ideas from Fleets Nationwide

Why reinvent the wheel when you can learn tried-and-true ideas? Government Fleet staff will present the best ideas for operational improvement, collected from fleets around the country. Learn what has worked for others and may also work for you, followed by a discussion with your peers.

What Fleets Need to Know About Vehicle Hacking

As more advanced technologies are added to vehicles, the threat of vehicle hacking grows. Learn about whether fleets should worry about vehicle cybersecurity, as well as the steps the automotive industry has taken to secure vehicles.

3:00pm - 3:25pm

Exhibit Hall Training Session

Cities of the Future: Connected Cars, Autonomous Vehicles and Improved Mobility

3:30pm - 4:30pm

Training Sessions

How to Streamline Workflow in Your Shop

Is your facility streamlined for peak shop efficiency? Learn how to improve the flow of repairs in your shop by optimizing your shop's advantages and eliminating the disadvantages. Case studies will allow attendees to gather tips to reduce or eliminate repeat repairs.

Presenter: Mike Cleary, Automotive Technical Support Services

Key Issues Impacting Your Off-Road Equipment Fleet

Description coming soon!

4:30pm - 5:30pm

Farewell Happy Hour

Thursday, June 7, 2018

8:30am - 4:30pm **AssetWorks User Training**

9:00am - 1:00pm **FASTER User Training**