



WHERE PUBLIC FLEET PROFESSIONALS CONNECT

JUNE 17-20, 2019

New Orleans Ernest N. Morial Convention Center, New Orleans, LA

Schedule as of 5/6/19

Monday, June 17, 2019

8:00am - 6:30pm

Registration Open

Sponsored by

GEOTAB

9:00am - 9:50am

First Timers' Orientation

Coming to a show for the first time can be daunting. This session will give you one-on-one time with other first-time attendees, the GFX show organizers, and magazine writers. Get an inside look at the schedule and show highlights. Think of us as your personal tour guides for the show.

Host: Za Farley

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, and a technology showcase. Plus, a fun street fair atmosphere with food, drinks, games and prizes.

1:30pm - 3:45pm

MEMA Showcase

The Municipal Equipment Maintenance Association (MEMA), an association with chapters in California and Ohio, returns with educational sessions focusing on disaster planning and shop basics.

Prepping your Fleet for a Natural Disaster

From fires, to floods, to hurricanes, these last few years have wreaked destruction across the U.S., and municipal fleets have been right in the middle of it. This session features fleet managers who have had to "adapt and overcome" to continue providing support for their agencies and will provide solid takeaways to help you prepare your fleet for a natural disaster.

Back to Basics: Maximizing your Shop's Productivity

Resources are thin, but fleet departments must continue to provide high-quality services to their customers. Learn how to maximize what your technicians produce through improvements in shop workflow, monitoring, parts support, and floor-level management. It's not only how much direct time you can bill, it's also how fast vehicles get back in your customers' hands!

4:00pm - 5:00pm

Opening Keynote Address

Have you heard of major fleet initiatives and thought that you don't have the resources — financial or staffing — to do the same thing? Mahanth Joishy spent 16 years working at the largest municipal fleet in the nation — New York City — before stepping into the fleet manager role at the City of Madison. Joishy talks

about how he applied what he learned at New York to a comparably smaller city, how to turn big-city ideas to more manageable projects for your operation, and how to prepare your fleet for the future with the resources you do have.
Mahanth Joishy, Superintendent, City of Madison Fleet Service

5:00pm - 6:30pm

Opening Reception

Join us for small bites, drinks, and conversation with your peers.

6:30pm - 8:00pm

Explore New Orleans

This evening is set aside for you to explore New Orleans, and for exhibitors and sponsors who choose to invite existing and potential customers for dinner meetings.

Tuesday, June 18, 2019

7:30am - 7:00pm

Registration Open

Sponsored by

GEOTAB®

8:00am - 9:30am

Breakfast and Keynote Address

Resilient Leadership: Prepare Today to Prevail Tomorrow

From global and domestic terrorist threats to natural disasters, we encounter new risks to our individual, community and economic security each day. And while we can't predict what's around the corner, we can prepare—because when faced with seemingly insurmountable challenges, it is strong leadership guided by clarity of purpose and practical tactics for overcoming adversities that drive us to prevail—better prepared and more resilient. In his book *Don't Get Stuck on Stupid!* General Russel Honoré expertly connects his 3+ decades of military leadership—including his crucial role in managing New Orleans' relief efforts post Hurricane Katrina—to the natural disasters and man-made tragedies dominating global headlines to reveal critical strategies for transforming individuals into leaders and helping organizations and communities effectively prepare, react, rebound and unify.

Keynote Speaker: Lt. General Russel L. Honoré, Commander of Joint Task Force Katrina, Global Preparedness Authority

9:45am - 10:45am

Training Sessions

Fleet Foundations: What New and Aspiring Fleet Managers Need to Know

Are you a new fleet manager, looking to step into the role, or need a refresher? Learn how to effectively communicate about your operation, how to shoehorn your fleet operation into the broader organizational strategic planning, why data-driven decisions are important and how to make them, how to connect the data from your fleet software into other networks, and more.

Presenter: Craig Croner, Administrative Services Manager, City of Boise

Sponsored by Geotab

I Didn't Know It Could Do That: Maximizing Your Equipment's Versatility Potential

Resources are always stretched. Rather than buying a purpose-built machine for occasional work, what if you could make the machines you have do double duty? Learn creative ways fleet managers across the country have completed tasks using

what they have. Come prepared to learn new ways of doing things and to discuss your own problem-solving.

Presenter: Bob Shoop, Caterpillar

Sponsored by Geotab

Roundtable: Talking Telematics: An Honest Conversation About Vehicle Tracking

Join the conversation about telematics implementation, successes, and challenges with subject matter experts and other fleet managers facing the same issues.

Whether it's union buy-in, painful lessons from implementation, or how to get a return on investment, attendees steer the discussion in this interactive roundtable on vehicle tracking.

Moderator: Eric Bearly, Bobit Business Media

Subject matter experts: Michelle Hardy, AT&T Fleet Complete; Tyler Mortensen, GPS Insight; Neil Garrett, Geotab; Mike Ross, Samsara

Sponsored by Geotab

10:55am - 11:00am

Exhibit Hall Ribbon Cutting Ceremony

11:00am - 3:00pm

Exhibit Hall Open

12:30pm - 1:30pm

Lunch in the Exhibit Hall

Enjoy a buffet lunch in the exhibit hall.

3:05pm - 4:05pm

Training Sessions

Fleet Automation and How It Affects You

Many aspects of fleet management are becoming more automated, freeing fleet staff up for other tasks. At the same time, there are new jobs being created due to technological changes, including ones to oversee the massive amount of data that fleets now produce. Understand how automation is changing the fleet management industry, how you can benefit from it, and what to expect in the near future.

Presenters: Marc Canton and Bradley Kelley, Mercury Associates Inc.

Sponsored by Gov Planet

Taking Back Fleet: Our Journey to Bringing Maintenance Back In-House

In 2018, after 22 years of outsourced maintenance, the City of Fort Wayne, Ind., brought fleet maintenance back in house. Fleet Manager Larry Campbell provides a frank look at why the city made this move and what the major transition entailed.

Presenter: Larry Campbell, City of Fort Wayne, IN, in conversation with Sara Burnam, Director, Fleet Management, Palm Beach County, FL

Sponsored by Gov Planet

Fleet Foundations Roundtable: Ask a Consultant

What's the best way to choose a software system? How do you excel an audit? What's a big mistake many fleet managers are making? Get your questions answered by a leading fleet consultant.

Presenter: Steven Saltzgiver, Mercury Associates Inc.

Sponsored by Gov Planet

4:15pm - 5:15pm

Training Sessions

Fleet Foundations: Developing the Best Specifications for Vehicles and Equipment

Writing exceptional specifications for vehicles and equipment will result in the purchase of the best possible units for the job at hand. Learn about the different types of specifications, when to use them, how to build comparisons for different makes and models, and effective methods to purchase equipment.

Presenter: Jeff Tews, City of Milwaukee, WI

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When Should You Lease Vehicles?

When is leasing a good idea - and when is it a bad one? And how can you overcome the government mentality of leasing? Whether it's budgeting issues, maintenance problems, or transitioning to electric vehicles, panelists will discuss when leasing is a good option, and when it's not.

Moderator: Keith Leech, County of Sacramento

Panelists: Bob Crowe, Acme Auto Leasing LLC; Dain Giesie, Enterprise; Maria Neve, Merchants Fleet; Julie Johnson, Ryder

Sponsored by Caterpillar

Roundtable: How Fleets Can Boost Utilization with New Mobility Technologies

Many fleets have motor pools for internal agency use, but today's technology solutions allow for more than simple vehicle checkouts. Discuss the advanced mobility solutions available today, how to increase utilization and decrease fleet size, as well as other options to improve employee mobility with fellow fleet professionals and subject matter experts.

Facilitator: Mario Guzman

Subject matter experts: John Cail, Merchants Fleet; Rudy Six, INVERS Mobility Solutions; Ed Smith, Agile

Sponsored by Caterpillar

5:15pm - 7:00pm

The Honors Celebration

Following a 25-minute reception, Government Fleet magazine will recognize the 50 Leading Fleets, announcing rankings for the top 20, and the top fleets in three size categories. The magazine will also honor the Public Fleet Hall of Fame inductees, the Legendary Lifetime Achievement Award winner, and announce 2019 Public Sector Fleet Manager of the Year.

Sponsored by Ford|Ford Fleet, Gov Planet, Geotab, Sourcewell

7:00pm - 7:30pm

Honors Celebration Photo Shoot

9:00pm - 11:00pm

Night on the Town

Sponsored by GPS Insight

Wednesday, June 19, 2019

7:30am - 3:30pm

Registration Open

Sponsored by

GEOTAB®

8:00am - 9:50am

Breakfast and Big Solutions Roundtable

Breakfast will be followed by awards presentations of the Certified Fleet Management Operation (CFMO) and Fleet Masters Operation awards on behalf of the Government Fleet Management Alliance (GFMA).

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. *A full continental breakfast will be served from 8:00am - 8:30am along with coffee and drinks.*

10:00am - 11:00am

Training Sessions

Incentivizing Employees: How Baltimore Avoided \$400K in Costs

Can employee incentive programs work for your fleet operation? City of Baltimore created a program to incentivize fleet employees to make individual changes to their performance, with the avoided costs shared with them in the form of a bonus. Over a six-month pilot, the team saw increased employee ownership of processes and more than \$400,000 in the avoidance of certain projected costs without negatively impacting the quality of service provided.

Presenters: Berke Attila and David Martin, Baltimore City Department of General Services

Smart Fleets, Smart Cities: Fleet's Growing Role in the Creation of Smart Cities

Garbage trucks running their usual routes can mine data to send to city planners. Vehicles with telematics systems can be turned into mobile smart sensors that map road quality and hyper-local air quality. Connected vehicles can help drivers enhance vehicular safety, improve pedestrian mobility, and provide high quality data of the traffic flow and of first responders for traffic operations. Learn how new technologies available today can transform your vehicles' capabilities as well as the role of fleet managers, and how they can help public agencies make better policies.

Moderator: Chris Brown

Panelist: Michael Allegritti, Rubicon Global; Neil Garrett, Geotab; Brad Salazar, City & County of Denver

Roundtable: Electric Vehicles: When They Make Sense and How to Implement Them

Electric vehicle range is increasing, and there are more vehicle options than ever before. But what does it take for an agency to add a significant number of electric vehicles to their fleet? Bring your questions and experiences to this roundtable to discuss vehicle options and applications, going with and without grant funding, charging infrastructure, costs, and more.

Facilitators: Kevin Devery, City of Tempe, AZ; Mark Stevens, City of Sacramento, CA

11:00am - 3:30pm

Exhibit Hall Open

12:00pm - 1:00pm

Lunch in the Exhibit Hall

Enjoy a buffet lunch in the exhibit hall.

1:30pm - 1:55pm

Exhibit Hall Training Sessions

While in the exhibit hall, drop in on one of our micro-training sessions. Designed to get straight to the point in a less structured setting, these presentations will feature maximum take home value.

How Tech-Savvy Millennials Will Change the Future of Fleet Management

Location: Exhibit Hall

Description: By the year 2020, Millennials will represent almost half of the U.S. workforce. Despite this fact, companies and government organizations usually define their workforce through the lens of Baby Boomers, but these are not the individuals who will be implementing and overseeing fleet-related decisions on electric and autonomous vehicles. Understand what drives Millennials, their attitudes toward vehicle-related automation, and how these concepts will affect employees in fleet-related positions of decision making and authority.

Presenter: Michael Schmall, Dania Rich-Spencer - Morpace

Alternative Fuels You May Not Have Considered

Location: Exhibit Hall

Description: With limited applications for electric vehicles, fleets must turn to other alternative fuels to reduce fossil fuel use. Here's an overview of some alt-fuels you may not have considered — including adsorbed natural gas, renewable natural gas, zero-emission propane autogas, and renewable diesel — as well as new ways to reduce fuel use.

Presenter: Richard Battersby – City of Oakland

2:30pm - 2:55pm

Exhibit Hall Training Sessions

While in the exhibit hall, drop in on one of our micro-training sessions. Designed to get straight to the point in a less structured setting, these presentations will feature maximum take home value.

Session Titles Coming Soon!

3:30pm - 4:30pm

Training Sessions

How to Optimize Parts and Inventory Management with Consignment

Fleets are seeking solutions to reduce the cost and headaches associated with parts acquisition and inventory. Discover how transitioning the parts and inventory operation to a “just-in-time” parts consignment process helped one city in cost savings, increased fill rates, no obsolete parts, and a more efficient parts management operation.

Presenter: John King, City of Ocala, FL

Mentorship, Advancement, and Training: How to Retain Your Staff

There are numerous ways for fleet managers to inspire and retain their staff. These could be a mentoring program to train a future fleet manager, a program to create pathways for technician advancement, or a partnership with a technical school to train a new generation of technicians. Learn how these programs can help you hire and retain staff members, and what you need to do to start one.

Presenter: Tim Calhoun, Director of Fleet Management, Palm Beach County Fire Rescue

4:30pm - 5:30pm

Farewell Happy Hour

Before you say goodbye, join us for good conversation and drinks to round-out your GFX experience.

Thursday, June 20, 2019

8:30am - 4:30pm

AssetWorks User Training

Learn about the latest features in AssetWorks' FleetFocus fleet management software, as well as the FuelFocus fuel management system, KeyValet automated motor pool solution and integrated GPS. AssetWorks senior project management staff will review all the great features in the current release, discuss what is in the pipeline for the next release, and help with all functionality questions. Interact with other AssetWorks users to learn how they cope with the business challenges you face every day. Lunch will be included.

9:00am - 1:00pm

***FASTER* User Training**

This session will include an overview of FASTER Web including the business intelligence and FASTER's Web add-ons including: motorpool reservation and dispatch; VIN decoder; inventory import utility; and more. Then the session will include an overview of FASTER Win including reports and system switches, and we will remind users of general tools that are often forgotten.