



**NAFA Fleet Management Association
American Public Works Association (APWA),
Clean Cities, Greenville Dept. of Public Works
The 100 Best Fleets in The Americas™**

Present:

**Solutions to the Biggest Fleet Challenges in 2018;
Best Practices from The 100 Best Fleets**

Join us for these round-table, interactive, fast-paced, relevant discussions, one of the top five fleet minds in the industry. He was recently paid over \$400,000 by a city for **solutions to their challenges**. In addition he led the **fleet turnaround for the biggest fleet financial failure** in the history of America; they are now even in-sourcing work. We can learn best practices from these case studies that you can apply the next day in your own operation.

This also an excellent opportunity to "benchmark" your fleet performance with the best of the best.

This person is also the **Chief Judge for The 100 Best Fleets contest in 2018** and will be taking us through the 12 criteria, which are the drivers of excellence in any organization.

In addition, David Dunn, Fleet & Facilities Manager of City of Orlando, FL will be facilitating. David was **recognized by the President of the United States at the White House** for the ground-breaking work Orlando is doing. Dave is also one of the best fleet minds in the country and will be discussing best practices.

We only learn from the best. When we get smart people together, there is no problem we can't solve as a group.

In addition the **top five emerging technologies that are changing the industry** will be present in an expo format.

There are only two ways to do more with less and technology is one of them.

An expert on Gallup's #1 bestselling business book will also be joining us. This book helped bring one fleet from #100 in The 100 Best Fleets into the top 10. It is transformative. Another city reduced turnover from 42% to 2% in one year with this intervention. Gallup asked 23 million **employees what motivated them for peak performance** and then distilled it down to 13 questions you need to ask your employees to increase their productivity. There is a reason this book has been the #1 bestselling business book for 10 years straight. It will work for you, too.

Finally, the #11 of The 100 Best Fleets in 2017, Greenville, will discuss how their **productivity increased** by just going through the process of applying for The 100 Best Fleets contest and it is FREE to enter. That begs the questions: why would you NOT apply?

This program is designed for leaders that are interested in continuous improvements.

April 9, 2018 Monday from 9 a.m. to 2 p.m.
City of Greenville's new state-of-the-art fleet facility
(This is what the future looks like!)
348 South Hudson Street
Greenville, SC 29601

Use MapQuest.com to get directions if needed.

Tracy Ochsner, Asst. Dir. Operation Services; City of Ft. Collins, CO said: "Thank you for the opportunity for allowing me to speak in Denver. I thought that was one of the most valuable training and networking days I've spent with other Fleet Managers in a long time. The amount of knowledge in that room was incredible. I consider it an honor to be asked to speak in front of that kind of experience."

Joe Rajchel, General Services Maintenance Manager; City of Henderson, NV said: "We are in fleet field but we are also in a world of constant change. An event like today's helps all us hear new ideas and gives us the motivation to not only change, but to improve. Thank you for giving us all that opportunity."

Paul Patterson, Fleet Manager of Oneonta, New York said: "It was worth the three hour drive. We got one idea we implemented that saved us \$20,000 immediately."

John Vickery, Fleet Manager of Anderson County, TN said: "I drove 365 miles one way for the program...it was worth it!"

Steve Newman, Program Manager for Georgia Gas Distributors, Inc. said: "I just got back to the office, I think 100 Best Fleets was one of the best meetings I have been a part of. It was great to hear some of the success stories other fleet managers have implemented around the country. Thanks again for a great meeting today and for time and money very well spent!"

[More comments on the seminars.](#)

***Space is limited. Please reserve at your earliest convenience.
Satisfaction guaranteed. Work smarter, not harder!***

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(includes lunch and tours of these award-winning facilities):**

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- Non-Members: \$125/person

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