2019 NATIONAL UTILITY FLEET MANAGEMENT CONFERENCE
Best Practices in Managing Today’s Most Effective and Efficient Fleets

January 31 - February 1, 2019
Costa Mesa Marriott
Newport Beach, CA

POST-CONFERENCE WORKSHOP
The Basics of Fleet Safety and Compliance
FRIDAY, FEBRUARY 1, 2019

CASE STUDIES FROM
Altec Inc.
Brigade
City of Sacramento

EUCI is authorized by IACET to offer 0.8 CEUs for the conference
OVERVIEW

Companies are facing the greatest operations challenges they have seen in years, forcing many to reevaluate their individual fleet strategies. In addition to this, utilities are pressured into navigating a host of safety regulations, budget restrictions, and system obstacles. With fragmented costs and inaccurate consumption metrics, maintaining a utility fleet can lead to a slew of inefficiencies and leaking funds. To successfully manage these extensive teams, utilities need to stay up-to-date with the current trends in successfully optimizing their fleet.

At the 2019 National Utility Fleet Management conference, you have an invaluable opportunity to hear from a national index of specially chosen speakers and instructors. Learn from today's utility leaders about operation strategy, vehicle safety, asset tracking, and the latest developments in data management. This annual conference is sure to be a unique opportunity to grow your network and work on partnerships from across the country. Join us and learn from our veteran speaker list and comprehensive topics in beautiful Newport Beach, California!

LEARNING OUTCOMES

- Assess better management and operations strategies
- Effective management practices for fleet utilization
- Latest developments in EV technology, costs, and maintenance
- Utility Systems Operations Case Studies
- Discuss best practices for emergency operations
- Asset Tracking (RFID tags, fuel cards, GPS)
- E2E Fleet Maintenance
- Understand safety compliance codes and regulations
- Identify key diagnostics training strategies

WHO SHOULD ATTEND

- Managers/supervisors of
  o Fleet management
  o Fleet operations
  o Data management
  o Emergency vehicle response
- Directors & VP’s of
  o Operations
  o Fleet relations
- Fleet consultants
- Senior safety officers
THURSDAY, JANUARY 31, 2019

8:00 – 8:30 am  Registration & Continental Breakfast

8:30 – 8:45 am  Opening Remarks

8:45 – 9:30 am  Are you Ready for the Perfect Storm Bearing Down on Fleets Across the World?
Fleet management is likely to be more tumultuous in the next decade than it has been in the last five. In this session, Paul will talk about the implications for fleet owners and fleet management professionals of three key industry trends: rapid changes in automotive technology, heightened senior management expectations created by advances in information technology, and the loss of institutional knowledge as veteran fleet managers retire and are replaced, in many cases, by management generalists who know what the acronym KPI – but not EGR – stands for. While there has been much discussion in fleet management circles about the first two trends, there has been considerably less focus on the third one and, specifically, on organizations’ readiness to weather the gathering storm.

Paul Lauria, President, Mercury Associates Inc.

9:30 – 10:15 am  Electrification and the Technology of JEMS
Electric Utility aerial work trucks don’t necessarily drive around all day. These vehicles do tend to sit at job sites and in neighborhoods with engines running at high idle levels for many hours a day. The Altec Job Site Energy Management Systems (JEMS) provide plug in battery power to support all of the job site features that historically required combustion engine power. JEMS engine off features include an electric PTO, an auxiliary HVAC system for the cab, 12 Volt power for chassis lighting and accessories as well as an inverter for 120 Volt power for tools. Electrification of the job site provides a safe and quite work environment without engine emissions for crews. The fuel savings and reduced engine wear can provide a JEMS return on investment for our Electric Utility Customers.

Mark Baer, Altec Green Fleet Senior Manager, Altec Inc.

10:15 – 10:45 am  Networking Break

10:45 am – 12:00 pm  The EV of the Future: Charging and Transition Strategy
Many utility managers in today’s market are aware of the current Electric Vehicle (EV) technologies that are available for their fleet’s today. However, the practicality of making a large transition from fuel-consuming vehicles to EV’s is simply not operationally or financially feasible. This presentation will highlight some of the main concerns utility managers have with EV and how the future is beginning to look more cost-effective than ever before. We will cover the following topics:
• Electric charging costs
• Alternative Fuel Vehicles (HEV, PHEV, EREV, BEV) Transition Technology
• Implementation strategy

Michael Arbuckle, Sr. Manager of EV Sales and Marketing Strategy, Nissan

12:00 – 1:00 pm  Group Luncheon
THURSDAY, JANUARY 31, 2019 (CONTINUED)

1:00 – 1:45 pm  City of Sacramento - #1 Green Fleet
The City of Sacramento has been a leader not only in the state of California but recognized nationally as the #1 Green Fleet in North America by the 100 Best Fleets. The city has adopted a Sustainability Policy that promotes the following commitments:
• Emission reductions
• Low Emission and ZEV Vehicle acquisitions
• Fuel consumption reduction
• Vehicle Operations
• Cost Effectiveness and Performance
• Monitoring and Reporting
This presentation will identify established commitments in vehicle procurement and fuel consumption. It will also describe the various ways in which Fleet has been able to achieve these goals. Working in partnership with city staff, Fleet has made significant changes in operations and vehicle procurement that helps to achieve the goals established by our sustainability policy.
Mark Stevens, Fleet Manager, City of Sacramento

1:45 – 2:15 pm  Successfully Navigating a Competitive Bid Vehicle Specification
Responding to a Competitive Bid vehicle specification can be a daunting process, replete with dozens of forms, proposal pages, contractor certifications and product details. However, upon the successful award of a contract, recurring orders for large numbers of vehicles over a span of several years can often result. A properly structured bid, coupled with a well-documented and complete proposal, can result in a successful business relationship for both the customer and the supplier.
The purpose of this presentation is to navigate through the typical pitfalls encountered in a bid specification, in order to improve the chances for an end product that is durable, meets the requirements of the end user, and is fairly priced. Topics covered will include:
• Municipal funding sources
• Specification structuring to maximize ordering versatility
• Term Agreements
• Standardization Across Departments
• Pre-Bid Meetings
• Change Requests
• Reverse Auction vs. Competitive Sealed Bid
• Price Adjustments
• Data Submission Requirements
• Invoice processing
• Case Studies (successes / failures)
Over the past 20 years, the City of Chicago has procured more than $600 million in vehicles and equipment, which are used to provide public safety, infrastructure, and City services to its 2.7 million residents. This process is coordinated for all departments through a centralized Fleet Management process.
Kevin Campbell, Manager – Fleet Services & Automotive Procurement, City of Chicago

2:15 – 2:45 pm  Networking Break
2:45 – 3:15 pm  A Tale of Two Hurricanes: Preparation & Execution
Utilities have long fulfilled the role of responding after significant weather events and restoring power and water services. With each event, the successful utilities are the ones who learn from their missteps and improves their processes. An often-overlooked group of individuals work diligently to provide critical support to the highly publicized line and water technicians. These groups of individuals include our Fleet Services, Supply Chain and Facilities teams who prepare, execute and continuously support the front-line personnel as we return normalcy back to the communities we serve. In this presentation, you will learn JEA’s experiences during two recent hurricanes -- Matthew and Irma -- and the good, the bad and the ugly that helped us to improve our processes and better prepare for the next significant weather event.

Alan McElroy, Director of Operations Support Services, JEA

3:15 – 4:00 pm  A Look at Best Utility Fleet Practices
A utility fleet must always be looking for ways to “reinvent” itself and utilize whatever the newest technology is that is available for cost reduction and asset optimization. By partnering with Utilimarc, PPL was able to effectively uncover weaknesses and improve them quickly. The importance of reliable data management systems and analytics is the difference for a successful utility fleet program. PPL covered a 10,000 sq. mile territory with 11,75 units and a revenue of $11.5 billion. This presentation will help illuminate prospective managers on how to effectively utilize benchmarking to cut costs, get rid of excess vehicle consumption, and manage staff.

• Benchmarking
• Asset Tracking
• Data management Systems
• Vehicle optimization

John Adkisson, Fleet Manager, PPL Electric Utilities

4:00 – 4:45 pm  How Artificial Vision is Creating A Safer Future For Fleets
Humans are prone to making mistakes. You may have vetted your drivers rigorously, trained them extensively, and incentivized good driving habits; but, at the end of the day, there are just some details that humans miss. 94% of collisions are due to human error. The implications of even a small degree of human error behind the wheel of your fleets can be serious – collisions, fatalities, litigation, and the plethora of associated direct and indirect costs. Artificial vision is transforming the future of fleet safety. These technologies can see what humans can’t – they don’t get distracted or tired, can mitigate or avoid collisions altogether, and will eventually pave the way for fully autonomous vehicles. This presentation will take you through the current fleet safety challenge, technology landscape, and what you can do to create a safer fleet through collision avoidance systems.

Thomas Leach, Regional Sales Manager, MobileEye
## AGENDA

**FRIDAY, FEBRUARY 1, 2019**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 – 8:30 am</td>
<td>Continental Breakfast</td>
</tr>
<tr>
<td>8:30 – 8:45 am</td>
<td>Opening Remarks</td>
</tr>
<tr>
<td>8:45 – 9:30 am</td>
<td><strong>An Analysis into Fleet Recalls and Diesel Emissions</strong>&lt;br&gt;<strong>In this session we will be discussing a range of topics including the resources available from Ford. We will discuss proper fleet practices from the fundamentals of vehicle recalls and their impacts on a company to reductions in diesel emissions. Furthermore, we will talk about better strategies to reduce vehicle downtime.</strong>&lt;br&gt;<strong>Chris Eldridge, Regional Fleet Service Manager, Ford Motor Company</strong></td>
</tr>
<tr>
<td>9:30 – 10:15 am</td>
<td><strong>A Connected Response to Fleet Management</strong>&lt;br&gt;Organizations that develop technologies for the utilities industry must be dedicated to solving real world challenges. The key to the future of this model is the integration of disparate technical products in order to provide a full sequence of solutions for the day-to-day problems as well as seasonal or event-based challenges. Storm response is an area where the critical nature of connected technologies is most visible. By understanding the location of drivers, technicians and vehicles, their relocation can be facilitated to a safe zone along a safe path and then re-engaged for post-event recovery. The location of non-vehicle assets must also be considered so they too can be organized for safety and prepared for solving issues after a storm event. From drones, to vehicle tracking, small/medium tool tracking, workforce assignment and dynamic routing, join us for a discussion on ensuring your team is equipped to not only weather the storm, but be ready to react to the needs of your customers as soon as it is over.&lt;br&gt;<strong>DJ Todd, Senior Manager, Product Innovation, Verizon Connect</strong></td>
</tr>
<tr>
<td>10:15 – 10:45 am</td>
<td>Networking Break</td>
</tr>
<tr>
<td>10:45 am – 12:00 pm</td>
<td><strong>Brigade Presentation</strong>&lt;br&gt;A case study in the current telematic technology being used to help prevent vehicle accidents and save lives. With an everchanging marketplace this presentation will cover a wide range of safety technology that will reduce fatalities and costs while increase fleet efficiency.&lt;br&gt;<strong>Corey Heniser, CEO, Brigade</strong></td>
</tr>
<tr>
<td>12:00 pm</td>
<td>Conference Adjourns</td>
</tr>
</tbody>
</table>
OVERVIEW/AGENDA

Driving is the one of the largest exposures that a utility fleet faces in the United States. The liability costs associated with vehicle crashes are escalating rapidly with large losses now going into the millions of dollars and even crashes involving only physical damages now averaging in excess of $5,000 per claim. Plaintiff attorneys in almost every major city are advertising today for individuals that were recently involved in a crash with a commercial motor vehicle. Some of these individuals filing claims were actually the cause of the crashes! To make matters even more challenging, states have become more aggressive in enforcement and any fleet that has a US DOT number has a litany of safety statistics available to the public posted online.

It is critical that every utility fleet have a robust fleet safety and compliance program in place. This seminar will focus on the basics of DOT compliance, online safety scores, and utility exemptions. We will also talk about how to effectively select and train new drivers as well as provide ongoing training for existing employees. We will also discuss what needs to be done if a crash were to occur. These programs are critical to improving fleet safety performance and limiting your fleets exposure to large vehicle claims. Specific areas to be discussed include:

- Creating driver qualification files
- Putting together an effective and compliant vehicle maintenance program
- Hours of service requirements including the use of ELD’s
- Substance abuse testing requirements
- Creating an effective driver selection process
- Onboarding new drivers
- Using telematics to identify at risk drivers
- Providing ongoing and remedial training for existing drivers
- Creating a response program for a critical crash situation

WORKSHOP INSTRUCTOR

Steven Bojan
Vice President Fleet Risk Services, HUB International

Steve Bojan has over 20 years of experience in risk management. He has been on the client side and the carrier side. Now he’s at HUB, flying across North America to help producers meet the needs of clients with fleets in the construction, waste management, food service, pest control, landscaping and healthcare industries. He is eager to take your call and answer your questions as long as you are not driving at the time.
INSTRUCTIONAL METHODS

PowerPoint presentations, panel discussions and case studies will be used for this conference.

REQUIREMENTS FOR SUCCESSFUL COMPLETION

Participants must sign in/out each day and be in attendance for the entirety of the conference for continuing education credit.

IACET CREDITS

EUCI has been accredited as an Authorized Provider by the International Association for Continuing Education and Training (IACET). In obtaining this accreditation, EUCI has demonstrated that it complies with the ANSI/IACET Standard which is recognized internationally as a standard of good practice. As a result of their Authorized Provider status, EUCI is authorized to offer IACET CEUs for its programs that qualify under the ANSI/IACET Standard.

EUCI is authorized by IACET to offer 0.8 CEUs for the conference.

REGISTER 3, SEND THE 4TH FREE

Any organization wishing to send multiple attendees to this event may send 1 FREE for every 3 delegates registered. Please note that all registrations must be made at the same time to qualify.

EVENT LOCATION

The event is located at the Costa Mesa Marriott, 500 Anton Boulevard, Costa Mesa, CA 92626. A room block has been reserved for the nights of January 30-31, 2019. Room rates are US $119. Call 1-714-957-1100 or visit the website for reservations. Mention the EUCI event to get the group rate. The cutoff date to receive the group rate is December 31, 2018 but as there are a limited number of rooms available at this rate, the room block may close sooner. Please make your reservations early.

SPONSORSHIP OPPORTUNITIES

Do you want to drive new business through this event’s powerful audience? Becoming a sponsor or exhibitor is an excellent opportunity to raise your profile before a manageably sized group of executives who make the key purchasing decisions for their businesses. There is a wide range of sponsorship opportunities available that can be customized to fit your budget and marketing objectives, including: Platinum, gold, or VIP sponsor, Reception host, Networking break host, Tabletop exhibit, Workshop sponsor, Lanyard sponsor, Luncheon host and Breakfast host.

Please contact Aaron Voss at avoss@euci.com or 720-409-0611 for more information.
Please select

- 2019 NATIONAL UTILITY FLEET MANAGEMENT CONFERENCE AND POST-CONFERENCE WORKSHOP
  JANUARY 31 - FEBRUARY 1, 2019: US $1795
  Early bird on or before January 11, 2019: US $1595

- 2019 NATIONAL UTILITY FLEET MANAGEMENT CONFERENCE ONLY: JANUARY 31 - FEBRUARY 1, 2019: US $1395
  Early bird on or before January 11, 2019: US $1195

- POST-CONFERENCE WORKSHOP ONLY: THE BASICS OF FLEET SAFETY AND COMPLIANCE
  FRIDAY, FEBRUARY 1, 2019: US $595
  Early bird on or before January 11, 2019: US $495

- I'M SORRY I CANNOT ATTEND, BUT PLEASE EMAIL ME A LINK TO THE CONFERENCE PROCEEDINGS FOR US $395

How did you hear about this event? (direct e-mail, colleague, speaker(s), etc.)

Print Name

Job Title

Company

What name do you prefer on your name badge?

Address

City

State/Province

Zip/Postal Code

Country

Phone

Email

List any dietary or accessibility needs here

CREDIT CARD INFORMATION

Name on Card

Account Number

Exp. Date

Security Code (last 3 digits on the back of Visa and MC or 4 digits on front of AmEx)

Billing Address

Billing City

Billing State

Billing Zip Code/Postal Code

OR Enclosed is a check for $_________ to cover ____________ registrations.

Substitutions & Cancellations:
Your registration may be transferred to a member of your organization up to 24 hours in advance of the event. Cancellations must be received on or before December 28, 2018 in order to be refunded and will be subject to a US $195.00 processing fee per registrant. No refunds will be made after this date. Cancellations received after this date will create a credit of the tuition (less processing fee) good toward any other EUCI event. This credit will be good for six months from the cancellation date. In the event of non-attendance, all registration fees will be forfeited. In case of course cancellation, EUCI's liability is limited to refund of the event registration fee only. For more information regarding administrative policies, such as complaints and refunds, please contact our offices at 303-770-8800.

EUCI reserves the right to alter this program without prior notice.