

**NAFA**  
**2022 INSTITUTE**  
**& EXPO**  
APRIL 11-13 • COLUMBUS, OH

**Shifting**  
**Gears**

**APRIL 11-13, 2022**

**YOUR INVITATION TO EXHIBIT**

**Columbus, OH**

Greater Columbus  
Convention Center

For more information contact Scott Groves at  
[sales@nafa.org](mailto:sales@nafa.org) or 703-223-5171.

**NAFA**  
**2022 INSTITUTE**  
**& EXPO**



SPACE APPLICATION



INTERACTIVE  
FLOORPLAN



EVENT INFORMATION



EMAIL US

# SHIFTING INTO THE FUTURE

**NAFA 2022 INSTITUTE & EXPO**  
APRIL 11-13 • COLUMBUS, OH

In today's ever-changing and fast-developing fleet industry, NAFA's annual Institute & Expo (I&E) remains the premier event for exhibitors to make the connections that will move their business forward. NAFA's triumphant historic return to live events in 2021 inspired us to be more intentional about not only your safety but, increasing your exposure to our growing industry. With 65 years of advancing and promoting the fleet profession, NAFA hosts I&E to provide three days of educational sessions and networking opportunities for the industry's top professionals, attracting fleet managers representing corporate, government, utility, and law enforcement fleets. These individuals attend I&E to connect with suppliers, preview products and solutions, participate in strategic meetings, explore new technologies and innovations, and network with other fleet peers. As a result, I&E continues to be the largest gathering of fleet managers in the industry.

- Collectively, I&E fleet manager attendees have upwards of a \$12.2 billion annual vehicle acquisition budget.
- 70% of I&E fleet manager attendees are final decision-makers or are authorized purchasers for their fleets.

We invite you to join us and demonstrate how fleet professionals can stay ahead of emerging trends and unprecedented developments through the products and solutions only you can offer. The 2022 I&E has been designed to ensure attendees spend the maximum time on the show floor. Live sessions are scheduled in the Expo Hall, allowing attendees to experience your products, services, and high-quality education. Additionally, NAFA has scheduled non-compete and expanded expo hours, providing exhibitors ample opportunities to make their mark.

Together, we can strengthen the industry and provide the knowledge, products, and solutions needed as we propel the industry forward. In addition to exhibiting at the 2022 I&E, NAFA offers a robust lineup of digital and print publications, websites, and sponsorship programs, allowing you to directly reach a qualified fleet audience and meet sales goals year-round. Whether you are looking to showcase a new product, generate buzz for your company, reach key decision-makers or nurture existing relationships, NAFA provides the opportunity to do it all. Your target audience is attending NAFA's 2022 I&E. Are you? Don't wait—reserve your booth now!



*Bill Schankel*

**Bill Schankel**  
NAFA CEO



**NAFA 2022 INSTITUTE & EXPO**



SPACE APPLICATION



INTERACTIVE FLOORPLAN



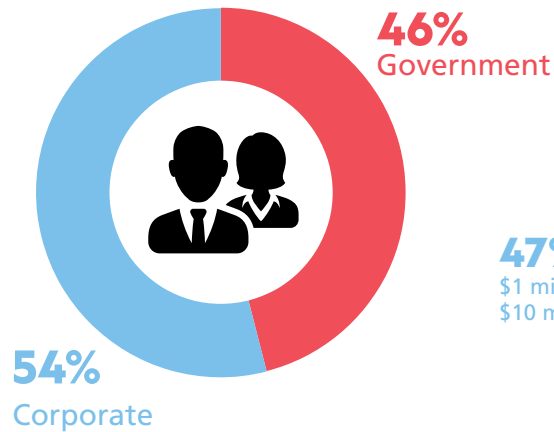
EVENT INFORMATION



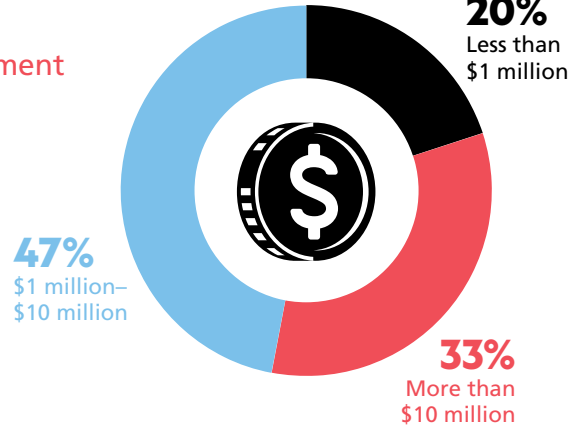
EMAIL US

# NAFA'S INSTITUTE & EXPO ATTENDEES ARE TOP FLEET PROFESSIONALS WITH PURCHASING POWER.

## FLEET MANAGERS AT I&E



## ANNUAL BUDGET FOR VEHICLE ACQUISITION



“ This is my first time at NAFA and I'm impressed! Lots of information and knowledge here in one building. They're all associated with fleet management today and the technology that we're moving towards.”



**Andy Chartrand**, Attendee  
City of Winnipeg  
Winnipeg, Canada



**NEARLY 100% OF OUR FLEET MANAGERS** report that they spent some time on the exhibit floor (3-6 hours), while nearly 65% of our Fleet Managers report they were on the expo floor both days. Plus more than half entered into business agreements at the show!



**MORE THAN 4 OUT OF 5 ATTENDEES** stated that their overall experience on the expo floor was valuable or extremely valuable.



**82% OF ATTENDEES** listed that to “make connections/build relationships with vendors” was their main reason for visiting the Expo Hall and 73% listed to “research products to purchase.”

## PRIMARY JOB FUNCTIONS OF NAFA I&E ATTENDEES:

- 76%** Fleet management systems/software
- 69%** Vehicle selection
- 72%** Maintenance (mechanical) management services
- 69%** Vehicle upfitting
- 62%** Fuel management systems/software
- 52%** Safety management
- 50%** Training programs
- 46%** Oil and fuel analysis
- 49%** Vehicle auction
- 41%** Accident management systems
- 50%** Products/services for sustainability
- 45%** Remarketing
- 34%** Risk management
- 39%** Leasing company services
- 26%** Financial services
- 30%** Short-term rental agencies
- 27%** Auto transporter
- 19%** Insurance
- 14%** Used vehicle guide publications

\*Information from the NAFA I&E Attendee Survey



# NAFA I&E ATTENDEES\* WITH PURCHASING POWER.

\*Attendees listed are from 2019-2021 I&E's.



AAA  
AbbVie Inc.  
Accenture  
Action Car and Truck Accessories  
Ada County Sheriff's Office  
Advanced Powertrain  
Advertising Vehicles  
AER Manufacturing  
AER Sales  
AFLA  
AGCO Corporation  
Agfa Corporation  
AgReliant Genetics LLC  
Agriculture & Agri-Food Canada  
Agstar Financial Services  
Airlabs Ltd  
Alaska Railroad Corp.  
Alberta Gaming & Liquor Commission  
Alberta Health Services  
Aleo  
Alfasigma USA, Inc.  
All Car Collision  
Alliegon  
Allergan Inc.  
Allstate Insurance Company  
Allstate Roadside Service  
Alynlam Pharmaceuticals  
Alternative Claims Management  
Alto Solutions, LLC  
Alvin Independent School District  
American Family Insurance  
American Fidelity  
American Pool  
AMGEN Inc.  
AMPLY Power, Inc.  
Anadarko Petroleum Corp.  
Anderson County Government  
Anne Arundel County Police Department  
Ansan Traffic Group  
Aqua Pennsylvania, Inc.  
Arapahoe County  
ArcelorMittal Mining Canada G.P. (AMEM)  
Archrock  
ARI  
Arlon Graphics  
Arrive  
Arval  
Arvig Communication Systems  
AT&T  
ATCO Common Services  
Atlanta Housing  
Auto Driveaway  
Auto Integrate  
Auto Truck Group  
Auto-ISAC  
Automotive Fleet & Leasing Association  
Ball State University Garage  
Barber National Institute  
Bath Fitter  
BBL Fleet  
Beck Auto Group  
Beitzel Corporation  
Belfor (Canada) Inc.  
Belron Canada Speedy Glass & Apple Auto

BELT RAILWAY COMPANY OF CHICAGO  
Bergstrom Inc.  
Bergstrom Pioneer Auto & Truck Leasing,  
Betenbough Homes  
Bethesda Lutheran Communities  
Bexar County, TX  
Biogen  
Black & Veatch  
Black Hills Corporation  
Black Hills Energy  
Black River Fleet  
Blackbird  
Bluebird of Virginia  
BMW of North America  
Boeing  
Borough of Camp Hill Police  
Borough of C  
Brandmotion Solutions  
Brevington & Company  
Brigham Young University - Hawaii  
BrightView Landscapes  
Brown University  
Bundaberg Regional Council  
Cabrin University  
Calgary Fire Department  
Camozzi Automation  
Camp Hill Borough Police Department  
Campbell County Public Works  
Canaveral Port Authority  
Capstone Community Action  
Carlease, Inc.  
Carlotz, Inc.  
Carolina Tractor & Equipment  
CBRE, Inc.  
CBSA  
Celgene  
Charleston County Fleet Operations  
Depar  
Charlotte Water  
Charter Communications  
Chelan County Public Utility District  
Chesterfield County, VA  
Church of Jesus Christ  
Cincinnati Insurance Company  
Cintas  
City and County of Denver  
City of Airdrie  
City of Albany, GA  
City of Albuquerque  
City of Arlington Police Department  
City of Arvada, CO  
City of Atlanta - Dept of Watershed  
City of Atlanta Department of Public Works  
City of Atlanta Dept. of Watershed Management  
City of Auburn, AL  
City of Aurora  
City of Austin Fleet Services  
City of Bend  
City of Birmingham, AL Equipment Managem  
City of Bloomington, MN  
City of Boynton Beach, FL  
City of Brandon  
City of Burleson, TX

City of Calgary Fleet Services Division  
City of Cambridge, MA  
City of Cape Coral  
City of Carlsbad Public Works Department  
City of Charlotte Business Support Servi  
City of Chesapeake Central Fleet Management  
City of Cincinnati, OH Fleet Services  
City of Clayton, MO  
City of Clearwater, FL  
City of College Station  
City of Coppell, TX  
City of Davenport  
City of Dieppe  
City of Dublin Fleet Management  
City of Dublin, OH  
City of Eden Prairie  
City of Edmonton  
City of El Paso  
City of Evanston  
City of Fayetteville Fleet  
City of Fayetteville, AR  
City of Folsom, CA Public Works Department  
City of Fort Lauderdale, FL Fleet Service  
City of Fort Mitchell  
City of Gainesville Fleet Management  
City of Georgetown  
City of Germantown  
City of Grand Prairie Equipment Services  
City of Greenville  
City of Greenwood, IN  
City of Hayward, CA  
City of Hillsboro, OR Police Department  
City of Hopewell, VA Public Works  
City of Indianapolis Department of Publi  
City of Kalamazoo  
City of Kentwood, MI  
City of Killen  
City of Kirkwood  
City of Lakewood  
City of Largo  
City of Little Rock  
City of Los Angeles - Fleet Services  
City of Los Angeles Department of Water  
City of Los Angeles General Services Dept  
City of Lynchburg, VA  
City of Minneapolis  
City of Mississauga  
City of Moline  
City of Monterey  
City of New York Police Department  
City of Novi  
City of Oakland  
City of Oklahoma City Utilities Fleet Se  
City of Olympia  
City of Orlando  
City of Ottawa, ON Fleet Services  
City of Palo Alto  
City of Pearland

City of Peoria  
City of Pittsburgh, PA Fleet Operations  
City of Provo Department of Public Works  
City of Richmond, VA  
City of Roanoke  
City of Sacramento  
City of San Antonio Aviation Department  
City of San Diego General Services Depar  
City of San Leandro  
City of Santa Barbara Motor Pool  
City of Seattle Fleet & Facilities Depar  
City of South Jordan, UT  
City of Spokane  
City of Springfield, IL  
City of Springfield, MO  
City of St. Louis Park, MN  
City of St. Peters  
City of Tarpon Springs  
City of Tucson Fire Department  
City of Tulsa  
City of Vaughan  
City of Virginia Beach, VA  
City of West Palm Beach, FL  
City of West Sacramento Police Department  
City of West Sacramento, CA  
City of Westminster, CO  
City of Winnipeg  
City of Winnipeg Fire Paramedic Service  
City of Woodbury, MN Public Works  
Clark Public Utilities  
Clean Fuels Ohio  
Cleveland Metroparks  
Cleveland State University  
Club Assist US LLC  
Coachella Valley Water District  
Cobb County, GA Government  
Cobb EMC  
COINSTAR, LLC  
Collins Electrical  
Coloplast Corp.  
Colorado State Patrol  
Colorado State University  
Columbia University  
Commercial Roofing  
Commonwealth of Massachusetts Office of Fleet  
Commonwealth of Virginia Office of Fleet  
Community Transit  
Concierge Blindado Serviços Automotivos  
Constellation Brands  
Cook Children's Health Care System  
Cormark Securities Inc.  
Cornell University  
County of Bexar Fleet Maintenance  
County of Hanover Fleet Services  
County of Josephine, OR Public Works  
County of Nevada Fleet Services  
County of San Luis Obispo Department of  
County of Simcoe

Covestro  
Covestro LLC  
Cox Enterprises, Inc.  
Crawford Area Transit Authority  
Cummins Inc  
Daimler North America Commercial Vehicle  
Dakota County Fleet Management  
Dallas County ASC  
Danaher  
Daream Transportation Inc  
Davidson County, NC  
DBi Services  
Dejana Truck & Utility Equipment  
DeKalb County Government Public Works/Fl  
Deloitte Consulting  
Denton County Electric Coop Inc. dba CoS  
Derive Systems  
Designscapes Colorado Inc  
DGS, Office of Fleet Management Services  
Discount Tire  
District of Columbia Water & Sewer Autho  
Diversified Gas & Oil PLC  
DOD  
Donlen  
Driver's Alert  
Driving Dynamics, Inc.  
DTe Energy  
Dupont Pioneer  
Duquesne Light Company  
Durham Regional Police Service  
DX Transportation  
Dyno Nobel Canada Inc.  
Dyno Noble Inc.  
Ecco Safety Group  
Edenred Fleet & Mobility  
Edgewell Personal Care  
eDriving FLEET LLC  
Edward C. Levy  
EG America  
eIQ Mobility  
Eisai Inc.  
El Paso Fire Department  
El Paso Water  
Elbert County, CO Public Works  
ElectriCom  
Electrification Coalition  
Element Fleet Management  
Eli Lilly & Co.  
Elwyn  
EMCOR Group, Inc.  
EMD Millipore Corporation  
Emission Monitoring Service  
EMKAY, Inc.  
Emory University  
Empire Clean Cities  
Enable Midstream Partners, LP  
Enel Green Power North America  
Energin the new Gaz Metro  
Enterprise Fleet Management  
Enterprise Holdings, Inc.  
EnVue Telematics, LLC  
Eriasson Services Inc.  
Erie Insurance  
Essential Utilities Inc.



# NAFA I&E ATTENDEES\* WITH PURCHASING POWER.

\*Attendees listed are from 2019-2021 I&E's.

- Eugene Water & Electric Board
- EVERGREEN FIRE AND SECURITY
- Everlance
- Eversana Life Sciences
- ExxonMobil Company
- FACTransport
- Fairfax Water
- Fairmont Hotels and Resorts The Fairmont
- Farm Credit Services of America
- Farmer Brothers
- Farmers Mutual Hail Insurance Company
- Fayette County Board of Commissioners
- Fayette County Fleet Maintenance
- Fayetteville Public Works Commission
- FC&I, LLC
- FedEx
- Ferguson Enterprises
- Fidelity National Financial, Inc.
- First Student
- First Vehicle Services
- Fisher Auto Parts
- FLD, Inc.
- Fleet Financial
- Fleet Response
- Fleet Street Remarketing, LLC
- Fleet Team
- Fleetio
- FleetIT
- Flexco Fleet Services
- Florida Power & Light
- FM Global
- Forest Preserve District of DuPage County
- Fort Mitchell Police Department
- Fort Valley State University
- Forterra Building Products
- Forward Thinking Systems
- Foss National Leasing
- Freedom Forever
- Fujifilm Holdings America Corp.
- G LOPES CONST.INC
- Galena Park Independent School District
- Garland Police Department
- Gas It Up, Inc.
- Gaylor Electric Inc.
- GE Appliances, a Haier company
- GEICO Fleet Operations
- Genentech Inc
- General Services Administration
- Georgia Gwinnett College
- Georgia Institute of Technology
- GEOTAB
- Getinge Group
- Giant Eagle, Inc.
- GlaxoSmithKline
- GOLSAT
- GoSolar
- GovDeals
- Grand Junction Police Department
- Graybar Electric Co. Inc.
- Great Dane
- Griffin Pavement Stripping Grupo ANC
- GSA
- Gwinnett County, GA Public Schools
- H. E. Butt Foundation
- Habilitation Assistance Corp.
- Halliburton
- Hallmark Cards Inc.
- Hamilton College
- Harding University
- Harding University Department of Public
- Harmony Biosciences, LLC
- Harris County ESD 10
- Harris County Sheriff's Office Administr
- Heart to Heart Hospice
- Heath Consultants, Inc.
- Henley Enterprises
- Heritage-Crystal Clean
- Hertz
- Hiab USA Inc.
- Hillsboro Police Department
- Hillsborough County Fleet Management
- HNTB
- HOLIDAY INN CLUB VACATIONS
- Holman
- Holman Parts
- Hoosier Energy, R.E.C.
- Houston Independent School District
- Howard County Government
- Howard County Police Department
- HSS Inc.
- Hyundai Motor America
- ibitstore
- IBM
- ICF
- Idaho Power Company
- IDEXX
- IdleSave
- IGT
- Impact Auto Auctions
- IMT Insurance
- Indiana University Fleet Services
- Ingevity
- Innovation Group
- Integrated Power Services
- Interstate Trailers
- INVEPAR
- INVERS Mobility Solutions
- Iowa State University
- ITC Service Group
- Acquisition LLC.
- ITG Brands
- J. F. Ahern Co.
- J. J. Keller & Associates, Inc.
- J.R. Simplot Company
- Jacobs Engineering Group
- Jaguar Land Rover North America LLC
- James Madison University
- Jazz Pharmaceuticals
- JC Cannistraro LLC
- Johns Hopkins Medical Institutions.
- Kal Tire
- KAO Logistics, Inc.
- Kawasaki Motors Corp., U.S.A.
- Keim Lumber Company
- Kent & O'Connor
- Kent Corporation
- Kent Power Inc.
- Kentucky Farm Bureau
- Kentucky Farm Bureau Mutual Insurance
- Kentucky Transportation Cabinet
- King County Department of Transportation
- KLI Solutions
- KMVS Fleet+ Consulting
- Kohler Co.
- Komatsu Mining Corp.
- Konecranes, Inc.
- Labcorp
- Lake County Division of Transportation
- LeasePlan
- Leasing Associates
- Lee Company
- Lee County
- Lefler Body shop
- Leon County, FL Sheriff's Office
- LET'S Rent a Car S.A.
- Liberty Mutual Insurance
- Lion Point Capital
- LKQ Corporation
- Localiza Gestão de Frotas
- Longwood University
- Loomis
- Louisville Emergency Services
- Louisville Fire
- Louisville Metro
- LOUISVILLE METRO GOVERNMENT
- Lytb, Inc.
- MacDonald Miller Facility Solutions, Inc
- Macomb County Department of Roads
- MaintenX International
- Marathon Oil Co.
- Marathon Petroleum Company LLC
- Marubeni Auto investment
- MasTec, Inc.
- Mastercard - Purchase, NY
- Matanuska Telephone Assn. Inc.
- Matrix Consulting Group
- Maxxima
- Mead and Hunt, Inc.
- Mecklenburg County Fleet Management
- MedSpeed LLC
- Mercury Associates, Inc.
- Merz North America, Inc.
- METALSA
- Metro Wastewater Reclamation District
- Metropolitan Water Reclamation District
- Mexichem Brasil
- Miami-Dade County Fleet Management
- Michael Baker International
- Michigan State Police
- Michigan State University
- Microvast Power Solutions Inc.
- Mike Albert Fleet Solutions
- Minnesota Department of Transportation
- Missouri Employers Mutual Insurance
- MISTRAS Group
- Mitsubishi Motor Sales of Canada
- Monarch Landscape Holdings, LLC
- Mondelez
- Montclair State University
- Montgomery County Fire
- Montgomery County Maryland Div. of Fleet
- Moore Strategic Ventures
- Moran Family of Brands
- Morgan State University
- MORSCO, Inc.
- Motorg, Inc
- Movida Rent a Car
- MSC Corporate Fleet Services
- MSC Industrial Supply Co.
- MTDATA
- MUSCOGEE CREEK NATION
- Nascentia Health
- National Automobile Club
- National Institutes of Health
- National Oilwell Varco
- National Seating & Mobility
- National Truck Equipment Association
- Nationwide Insurance Inc.
- NC Clean Energy Technology Center
- Neckermann Strategic Advisors
- Neptune Bulk Terminals (Canada) Ltd
- Nestle Infant Nutrition Gerber Products
- NETS
- Network of Employers for Traffic Safety
- Nevada Governor's Office of Economic Dev
- New Enterprise Stone & Lime Co., Inc.
- New Jersey City University Facilities an
- Niagara Regional Police Svc.
- NIH
- NiSource
- Noble Research Institute, LLC
- NoCell
- Northeast Ohio Regional Sewer District
- Northern Virginia Electric Cooperative
- Northwestern Energy
- Novocure
- NTEA
- Nuro
- NuStar Energy
- Nutrien
- NYPD
- Occidental College
- Old Dominion University
- OpenFleet
- Optimization Engine
- Orange County Public Works
- Orange County, CA Sheriff's Department
- Ouro Verde
- OWEN ELECTRIC COOPERATIVE
- P1 Group, Inc.
- Pace Suburban Bus
- Palm Beach County Fleet Management
- Palm Beach County Sheriff's Office
- PARAR INSTITUTE
- Park Hill School District
- PARS - Professional Automotive Relocatio
- PassTime GPS
- PCA
- Peak Utility Service Group
- Peace Services, LLC
- Peel Regional Police Service
- Penn Line Service, Inc.
- Penn State University
- PepsiCo
- Permian Investment Partners
- Peterson Automotive Collection
- Phillips
- Phzuche
- Pinal County, AZ
- ping
- Pioneer Human Services
- Pittsburgh Bureau of Police
- Pittsburgh Water and Sewer Authority
- Plantech
- Pomona College
- POOLCORP
- Poolman 2000 LLC
- Port Authority of NY & NJ
- Port of Seattle
- Portico Capital
- Portland General Electric
- Poudre Fire Authority
- PowerSecure, Inc.
- Praxair Canada Inc.
- PRG
- Prince George's County, MD Office of Central Services
- Prince William County, VA
- Pritchard Companies
- Privacy4Cars
- Puget Sound Regional Fire Authority
- Quatenus
- RAI Trade Marketing Services Company
- Ram Tool Construction Supply Co.
- Ranken Technical College
- RCA - Recovery Centers of America
- Redbox
- Renewable Energy Group, Inc.
- Restaurant Technologies, Inc.
- Reynolds Trade Marketing Services
- Richland County Department of Public Wor
- Rieth-Riley Construction Co., Inc.
- Rite Aid Corporation
- Riverside County Fire Department Fleet 5
- RJ Reynolds Tobacco Co.
- RK Solutions LLC
- Road America
- Roadz
- Roche Diagnostics Corporation
- Rochester Public Utilities
- Rogue Energy Services
- Rollins, Inc.
- Rotech Healthcare Inc.
- Royal Canadian Mounted Police
- RS&H
- Ruan Transport Corporation
- Safelite AutoGlass
- Salt Lake City Corporation Public Service
- Salt River Pima-Maricopa Indian Communit
- Samlex America
- San Manuel Casino
- Sandia National Laboratories
- Santa Fe College
- Santee Cooper
- Sawatch Labs
- Schmidt Construction
- Scott County
- Seattle City Light
- Seminole Tribe of Florida
- Sempra Energy Utilities
- Seneca Resources Company
- Sentry Insurance
- Service Corporation International
- Service Sanitation
- Services RC
- Shell TapUp
- SHzoom
- Siemens
- Site-Safe Products, LLC
- SKF Industrial Sales - Lubrication
- SMC Corporation of America
- SMX Systems
- Snap-On Incorporated
- Snohomish County Public Utility District
- Sodexo
- Southern California Edison Co.
- Southern Farm Bureau Life Ins. Co.
- Sprint Corporation
- St. John
- St. Louis County Police Department
- Stanford University
- State of Colorado
- State of Georgia Department of Admin. Se
- State of Indiana Department of Transport
- State of Michigan Department of Managem
- State of Minnesota Department of Adminis
- State of Minnesota Department of Transpo
- State of Missouri Dept. of Conservation
- State of Ohio Bureau of Workers' Compens
- State of Texas Department of Transportat
- STERIS Corporation
- Sticha Consulting, LLC
- Stockton University
- Suez Water Technologies & Solutions
- Sullivan Tire Co. Inc.
- Summit Companies
- Summit Security Services, Inc.
- Syneos Health
- Symx America, Inc.
- Takeda Pharmaceuticals America
- Tallgrass Energy Partners
- TD Bank
- TD Equipment Finance Inc
- Ted Johnson Propane
- Tennant Company
- Tenstreet
- Terminix
- Terrapure Environmental Solutions
- Terre Haute Police Department
- TESCO-Transportation Equipment Sales Cor
- Teva Pharmaceuticals
- Texas DOT
- Texas State Technical College
- Textron Inc.
- The Belt Railway Co. of Chicago
- The Church of Jesus Christ of Latter-day
- The City of Richmond
- The Davey Tree Expert Company
- The Pennsylvania State University
- The Scotts Miracle-Gro Company
- The Townsend Corporation
- The United Nations
- The University of Texas at Austin
- The Vomela Companies
- The Wonderful Company
- TJ McGeehan Sales and Service
- Total Quality Logistics
- Tovars Snow Professionals
- Town of Greenwich, CT
- Town of Vail
- Town of Warrenton, VA
- Trab Trucking
- Transcore
- Transport Solutions of America
- Treeways, Inc.
- Trimble Inc.
- Tropos Technologies, Inc.
- Trulieve
- Tufts University
- Tupperware U.S. & Canada
- Turner Mining Group
- TxDOT
- U.S. Air Force
- Uber ATG
- UCLA
- UFG Insurance
- UniFirst Corporation
- Unilever HPC U.S.A.
- Union County, NC
- Union Leasing
- United States Air Force
- United Steelworkers Union
- Unutil
- University of Alabama
- University of Alberta Vehicle Pool Divis
- University of California at Merced
- University of California, Davis
- University of California, Los Angeles
- University of Colorado Transportation Se
- University of Illinois Urbana-Champaign
- University of Iowa
- University of Maryland
- University of Maryland Physical Plant
- University of Minnesota
- University of Nebraska University Fleet
- University of North Carolina
- University of Southern California Public
- University of Virginia Facilities Manage
- University of Washington
- University of Wyoming
- UPS
- USG Corporation
- USIC Locating Services, LLC
- UW Health Facilities & Engineering
- Vehicle Tracking Solutions
- VELOCI
- Verizon
- Verizon Business
- Verra Mobility
- Vertex Pharmaceuticals Inc.
- Village of Oak Park
- Village of Wheeling
- Vincentric
- Virginia Commonwealth University
- Vision Mobility
- Vitalant
- Volkert Inc.
- Volkswagen Canada
- Volkswagen of America, Inc.
- VPNE Parking Solutions
- W.W. Grainger Inc.
- Wake Forest University
- Wallenius Wilhelmsen Solutions
- Washington County Fleet Management
- Washington Gas
- Washington Suburban Sanitary Commission
- Washington, DC Dept. of Public Works
- Washtenaw County Government
- Waste Management
- WaterOne Water District #1 of Johnson Co
- Wayne County Airport Authority
- West Palm Beach Police Department
- West Valley Construction
- Weston Nissan Volvo
- Wheaton College
- Wheels, Inc.
- Wilson Electronics
- WPX Energy, Inc.
- WWIL LDA
- Xcel Energy
- XL Fleet
- Yale University
- Yellowstone Landscape
- York Regional Police Force
- yourmechanic
- Yum! Brands Inc.
- Yuma County Department of Public Works
- Zohr



# 75% OF ATTENDEES ARE THE KEY-DECISION-MAKERS WHO BRING MORE THAN 100 BILLION BUDGETED DOLLARS TO THE FLOOR!

## NAFA MEMBERS:

- Are in control of more than **4.2 million vehicles** and manage assets in excess of **\$92-billion (USD)**.
- Have more than **600,000 medium- and heavy-duty trucks** in their fleets, totaling more than **\$30 billion** in assets for medium- and heavy-duty trucks alone.
- Manage "traditional" fleet vehicles of cars, vans, and SUVs totaling **4.2 million vehicles** and accounting for **\$92 billion** in assets.
- Maintain vehicles traveling more than **84-billion miles each year**.



“NAFA I&E is the mothership of tradeshow, you’d be a fool not to exhibit. if you’re going to be in the fleet market, you need to be at the NAFA tradeshow.”



**Mike Srog, Exhibitor**  
BG Products, Inc.  
Wichita, KS



## OUR MEMBERSHIP IS COMPRISED OF INFLUENTIAL NATIONAL FLEET BUSINESSES



### TOP 12 COMMERCIAL FLEETS WITH NAFA

(BY NUMBER OF VEHICLES)

1. AT&T
2. PepsiCo
3. Comcast Corp.
4. Waste Management Inc.
5. Verizon Communications
6. CenturyLink
7. Asplundh Tree Expert Co.
8. Baker Hughes Inc.
9. Sears Holding Corp.
10. Charter Communications Holding Co. LLC
11. EMCOR Group
12. Ecolab Pest Elimination Service



### TOP 12 GREEN FLEETS WITH NAFA

(BY NUMBER OF VEHICLES)

1. Denver International Airport (CO)
2. City of Dublin (OH)
3. The Port Authority of New York and New Jersey
4. DeKalb County (GA)
5. Las Vegas Valley Water District (NV)
6. County of San Joaquin (CA)
7. CPS Energy (San Antonio, TX)
8. City of Durham (NC)
9. City of Long Beach (CA)
10. University of California (San Diego, CA)
11. City of Seattle (WA)
12. US Air Force 441 VSCOS (VA)



### TOP 12 GOVERNMENT FLEETS

(BY NUMBER OF VEHICLES)

1. Palm Beach County Sheriff's Office (FL)
2. County of San Luis Obispo (CA)
3. City of Tulsa (OK)
4. County of Sacramento (CA)
5. Hillsborough County (FL)
6. Manatee County (FL)
7. US Air Force
8. Dakota County (MN)
9. City of Lakeland (FL)
10. Cobb County (GA)
11. City of Conroe (TX)
12. City of Richmond (VA)



## PRELIMINARY EXHIBITOR SCHEDULE

(SUBJECT TO CHANGE)

### SUNDAY, APRIL 10

8:00 am – 5:00 pm	Registration
8:00 am – 5:00 pm	Exhibitor Move-In
5:30 pm – 6:30 pm	Welcome Happy Hour

### MONDAY, APRIL 11

7:30 am – 5:00 pm	Registration
8:00 am – 5:00 pm	Exhibitor Move-In
6:00 pm – 9:00 pm	Opening Reception

### TUESDAY, APRIL 12

7:30 am – 5:00 pm	Registration
8:30 am – 1:30 pm	Expo Open
• 9:00 am – 10:00 am	General Session (Expo Hall)
• 11:30 am – 12:30 pm	General Session
5:30 pm – 6:30 pm	Refuel Happy Hour
6:30 pm – 11:00 pm	Open evening for Supplier's Customer Events

### WEDNESDAY, APRIL 13

7:30 am – Noon	Registration
8:30 am – 1:00 pm	Expo Open
• 9:00 am – 10:00 am	General Session (Expo Hall)
• Noon – 1:00 pm	Closing Keynote (Expo Hall)
1:00 pm – 8:00 pm	Exhibitor Move Out*
4:00 pm – 7:00 pm	Closing Event

### THURSDAY, APRIL 14

8:00 am – 12:00 pm	Exhibitor Move Out**
--------------------	----------------------

Lunch will be available on the Expo Hall on Tuesday and Wednesday

\*Outbound carriers must be checked in by 7:00 pm

\*\* Outbound carriers must be checked in by 10:00 am

DON'T MISS HAVING A PROMINENT PRESENCE AT  
**THE LARGEST ANNUAL EVENT IN FLEET!**



## NAFA I&E EXHIBITOR BENEFITS

- Access to hundreds of fleet managers.
- Over 54% are corporate fleet managers.
- Booth package including 8' high back wall drape, 8' side rail drape, and ID Sign.
- Marketing package including listing on interactive floorplan hosted on I&E website, add listing on mobile app, and pre-show marketing emails.
- (2) full conference and (2) exhibit personnel badges per every 100 sq. ft. purchased.
- Exclusive access to I&E pre-and post-show list for promotional email/mailings.
- FREE Expo passes to offer to your best customers and prospects.
- Access to media/press/publications to expand product awareness.
- Use of official NAFA I&E logo on your promotional materials.
- Tuesday General Sessions held on the Expo Hall, insuring more traffic to the show floor.
- Wednesday General Sessions held on the Expo Hall, insuring more traffic to the show floor.
- New exhibitor pavilion available.
- Supplier solutions session (Expo Hall theaters) available.

“ We’ve been coming to NAFA since we started our fleet program about 21 years ago. We keep coming back each year for the relationships, the comradery and it gives us an opportunity to see what’s happening within the fleet business. We’re a big supporter of NAFA, we believe in it.”



**Tony Dibrino, Exhibitor**  
Pep Boys  
Philadelphia, PA

**NAFA 2022 INSTITUTE & EXPO**  
APRIL 11-13 • COLUMBUS, OH

For more information contact Scott Groves at  
**sales@nafa.org or 703-223-5171.**

NAFA 2022 INSTITUTE & EXPO



SPACE APPLICATION



INTERACTIVE FLOORPLAN



EVENT INFORMATION



EMAIL US