



Your Invitation to Exhibit

San Antonio, TX
Henry B. Gonzalez Convention Center

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











EXPLORE NEW FRONTIERS UNCOVER BIG POSSIBILITIES

Prepare to embark on a journey towards "New Frontiers" and explore "Big Possibilities" at NAFA's 2024 Institute & Expo (I&E)—the premier event for connecting with automotive fleet industry leaders and decision-makers, positioning your organization for success.

Backed by NAFA's 65 years of advancing the fleet profession, I&E provides three days of essential fleet education, unmatched networking opportunities, and an expo that draws nearly 600 fleet managers from around the globe. Fleet managers representing corporate, government, utility, law enforcement, and more visit the I&E expo to engage with suppliers, preview cutting-edge products and solutions, engage in strategic conversations, delve into emerging technologies, and expand their network within the fleet community. As a result, I&E continues to be the largest gathering of fleet managers in the industry.

- INFLUENTIAL ATTENDEES: I&E fleet manager attendees have upwards of a \$12.2 billion annual vehicle acquisition budget.
- DECISION-MAKERS: 89% of I&E fleet manager attendees are final decision-makers, authorized purchasers, or recommend products and services for their fleets.

At the 2024 I&E, our goal is to guide attendees toward effective fleet management strategies, products, and solutions. We invite you to join us so that you can showcase how your organization can empower fleet professionals to stay ahead of emerging trends and embrace optimal fleet management practices.

Together, we can propel the industry forward, offering knowledge, products, and solutions. In addition to exhibiting at the 2024 I&E, NAFA offers a robust lineup of year-round opportunities to connect with the fleet audience through its digital and print publications, websites, and sponsorship programs.

Your target audience is waiting for you at NAFA's I&E Expo. Reserve your booth now!















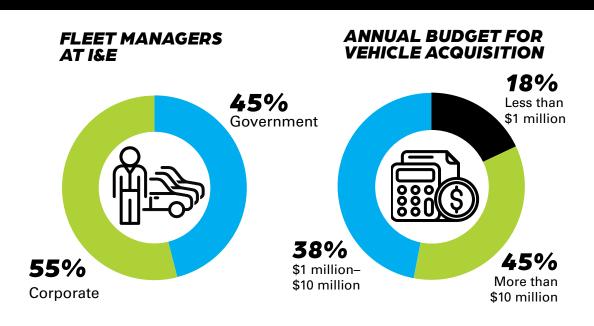








ATTENDEES ARE TOP FLEET PROFESSIONALS WITH PURCHASING POWER.







GAIN MAXIMUM EXPOSURE

100% OF OUR FLEET MANAGERS

report that they visited the exhibit floor.



SHOWCASE YOUR QUALITY **4 OUT OF 5 FLEET MANAGERS** spent three hours or more on the exhibit floor.



MAKE
PROFITABLE
CONNECTIONS

OVER 100 BILLION BUDGETED DOLLARS

 that's how much purchasing power our fleet managers bring to the show.



MEET THE INDUSTRY

OVER 87% OF ATTENDEES listed that to "collect information/build relationships with suppliers" and "research products for purchase" were their main reasons for visiting the Expo Hall.

PRIMARY JOB FUNCTIONS OF NAFA I&E ATTENDEES*:

100%	Fleet management systems/
	software

94% Maintenance (mechanical) management services

70% Vehicle selection

84% Vehicle upfitting

81% Fuel management systems/ software

9% Safety management

7% Training programs

57% Products/services for sustainability

* Information from the I&E Attendee Survey.

64% Vehicle auction

60% Oil and Fuel Analysis

56% Accident management systems

55% Risk management

53% Remarketing

48% Leasing company services

39% Auto transporter

37% Short-term rental agencies

35% Financial services

35% Insurance

25% Used vehicle guide publications













NAFA I&E ATTENDEES* ARE THE DECISION MAKERS FOR THEIR ORGANIZATIONS *Attendees from the 2023 Institute & Expo.





20/20 Onsite AbbVie Inc. ARM Industries

Ada County, ID Procurement Department

AES Corporation

Agfa Corporation Alberta Gaming & Liquor Commission

Alberta Health Services

Alnylam Pharmaceuticals

Alsco Inc. **Amenity Collective**

American AgCredit

American Automotive Leasing Association

American Family Insurance American Mobile Fleet Services

American Pool LLC

Anne Arundel County, MD

Anne Arundel County, MD Police Department

Agua Pennsylvania

Arcadia Archrock

Asplundh Tree Expert, LLC

Association of Equipment Management Professionals

ATCO Group

Atlanta Housing

Auto Driveaway

Auto Integrate

Axle Mobility

Baker Distributing

Balfour Beatty Communities

Balfurd Linen Service

Baltimore Gas & Electric

Baltimore Police Department

Barber National Institute Basin Electric Power Cooperative

Bausch & Lomb, Inc.

Bausch Health

BBI Fleet

Beacon Mobility

Beaufort - Jasper Water & Sewer Authority

Black & Veatch

BlueTriton Brands

BMW of North America, LLC

Bonney Plumbing, Heating and Air

Brinks, Inc.

Bry's Lawn Care & Landscaping

Camp Hill Borough Police Department

Case Western Reserve University

CCC Intelligent Solutions

CCG

CDMB Consultants, LLC

CerebrumX Labs, Inc.

ChargePoint

Chesterfield County, VA

Cincinnati Insurance Company

Citron Hygiene

City of Asheville, NC Fleet Management

City of Atlanta, GA Department of Public

City of Atlanta, GA Dept. of Watershed Management

City of Auburn, AL

City of Auburn, WA

City of Austin, TX

City of Baltimore, MD Department of General

City of Beaumont, TX

City of Birmingham, AL Equipment Management

City of Bloomington, MN

City of Boynton Beach, FL

City of Charlottesville, VA

City of Chesapeake, VA Central Fleet

Management

City of Cincinnati, OH Fleet Services

City of Clearwater, FL

City of Dublin, OH

City of El Paso, TX

City of Fairfax, VA

City of Folsom, CA Public Works Department

City of Fort Lauderdale, FL Fleet Services

City of Fort Smith, AR

City of Fort Worth, TX

City of Gainesville, FL Fleet Management

City of Greenwood, IN

City of Harlingen, TX Public Works

City of Henderson, NV Public Works/Support

City of Inglewood, CA City of Jeffersonville, IN

City of Killeen, TX

City of Lakewood

City of Las Vegas, NV

City of Little Rock, AR Fleet Services

City of Lynchburg, VA

City of Miami Beach, FL

City of Mount Pleasant, SC

City of Naperville, IL Department of Public

City of Newport News, VA Vehicle and

Équipment Services

City of Norfolk, VA

City of Orlando, FL Fleet and Facilities

City of Oshawa, ON

City of Pearland, TX

City of Plano, TX

City of Redmond, WA

City of Richmond, VA

City of Rochester, MN Police Department

City of Round Rock, TX

City of Salem, OR City of San Diego, CA General Services

Department

City of South Jordan, UT

City of Spokane, WA

City of Springfield, IL

City of Stockton, CA Public Works

City of Tulsa, OK

City of Virginia Beach, VA

City of West Palm Beach, FL

City of Woodbury, MN Public Works

Clean Fuels Consulting Cobb County, GA Fleet Management

Cobb County, GA Sheriff's Office

Collin County, TX Equipment Services

Coloplast Corp.

Colorado Springs Utilities

Commonwealth of Virginia Department of

Commonwealth of Virginia Office of Fleet

Management Services

Communication Construction Group, LLC

Compeer Financial

Cook County

Cooperative Laundry

Core Electric Cooperative

Corporate Claims Management County of Berks

County of Riverside, CA Fleet Services

County of Sacramento Department of General Services

Cox Enterprises, Inc. CPS Energy (TX)

Crow's Nest Holdings Crown Lift Trucks

Crown Uniform and Linen Service

CRS

Dakota County, MN

Davidson County, NC **DeKalb County School District**

DeKalb County, GA Government Public Works

Department of Justice

Department of Public Works Baltimore City

Discount Tire

DOJ

Donnelly Construction Inc.

Driver Technologies

Driver Technologies Inc.

Driving Dynamics, Inc.

Duke Energy Corporation

Dyno Noble Inc

Eastern Lift Truck

Fastern Lift Truck, Inc.

e-Boost

Ecolab Inc.

EG (Retail) America LLC

El Paso County, CO Department of Public

El Paso Water

Flectrada

Element Fleet Management

Flevance Health

Eli Lilly and Co

EMKAY, Inc.

Enbridge Gas

Energir the new Gaz Metro

EnVue Telematics, LLC

EO Charging

Ergon, Inc. Erie Insurance

ESG Integrity, LLC

Essential Utilities, Inc. Evergy

Evolve

Farmer Brothers

Fayette County, GA

Fayetteville Public Works Commission Fidelity Building Services Group

Fidelity Engineering

First Student

First Transit

FirstKey Homes, LLC Fisher Auto Parts

Flagship Facility Services, Inc. FLD, Inc.











NAFA I&E ATTENDEES* ARE THE DECISION MAKERS FOR THEIR ORGANIZATIONS WITH PURCHASING POWER.

*Attendees from the 2023 Institute & Expo

Fleet Response
Fleet Street Remarketing, LLC

Florida International University Florida Power & Light Flynn Canada Ltd.

Ford Motor Company Ford Pro

Fort Valley State University
Fortive Corporation

Frank & Grossman Landscape Frederick County Government

Freedom Forever Solar
Fuels Institute/ESG Integrity
Fuiifilm Holdings America Corp.

Galena Park Independent School District

Gaylor Electric Inc.
General Linen Service, LLC

General Mills Inc.

Gila County, AZ Department of Public Works

Globalstar GMF Serviços de Mobilidade Ltda

Government of Canada Border Services
Great Oaks Landscape

Green Lawn Fertilizing, LLC – West Chester,

Halifax Linen Service, Inc.

Hamilton College Havis, Inc.

Golfleet

Hawx Services LLC Hennepin County, MN Transportation

Operations

HHS-FMA Laundry Highnote

Hillsborough County, FL Fleet Management

HITT Contracting

Holman Parts Distribution Hoosier Energy, R.E.C.

Hussmann Corporation

Hyundai Motor America

ImageFirst

Integrated Power Services
Intellitec Products LLC

Inventory Standards Division

J. F. Ahern Co.

J.D. Power

Jackson Electric Membership Corporation

Jacobs Engineering Group

JŁA

Jefferson County Fleet & Facilities

Jefferson County, WV Department of Fleet and Facilities Management

Jerry

Johnson Controls KCI Technologies, Inc.

Keim Lumber Company

Kent Power, Inc

Kentucky Farm Bureau Mutual Insurance

Kimley-Horn

King County Fleet Services

Kingbee Work-Ready Vans

KONE Inc.

Konecranes, Inc.

Lake County Board of County Commissioners

LAPD Motor Transport Division
Las Vegas Valley Water District

LAUNCH Technical Workforce Solutions

Leasing Associates, Inc

Leon County, FL Sheriff's Office

Let's Rent a Car S.A.

Lewis Tree Service, Inc.

LINE-X Up-Fit Fleet Solutions

LKQ Corporation
Loyola University Maryland

MaintenX International

Manheim Township

Marubeni Corporation

MasTec, Inc.
Matanuska Telephone Assn. Inc.

Matrix Consulting Group

McKinsey & Company, Inc

Mead and Hunt, Inc.

Mercury Associates

Metcon, Inc. Metropolitan Water District of SoCal

Metropolitan Water Reclamation District Miami-Dade County Fleet Management

Division

Michael Baker International

Michelin North America, Inc.
Michigan State University Transportation

Miller's Textile Services Inc.

Minnesota Department of Transportation
Mitsubishi Motor Sales of Canada

ML Crane Group

Mondelez

Montgomery County, MD Fleet Management Services

Morgan State University

Motorq

MvFleetCenter

Mygrant Glass Co., Inc.
National Automobile Club

National Grid

NatureWorks Landscape Services, Inc.

NC Clean Energy Technology Center Nestle Business Services

Nestlé Canada

Nestrade (Nestlé)

Netradyne

NextEra Energy

NextEra Mobility
Nivo Solar LLC

Noble Oil Services

Noble Research Institute, LLC

Nocell Technologies

North Carolina State University

NOV

Novocure
Ohio Department of Transportation

Oil States International

Nleenn

Orange County, NC Public Works

Orange County, NC Solid Waste Management P1 Group, Inc.

Palm Beach County, FL Fleet Management

Palm Beach County, FL Sheriff's Office Panasonic Corporation of North America

PARAR Institute

PARS - Professional Automotive Relocation Services

Pearce Services, LLC

Peel, ON Regional Police Service

Penn Line Service, Inc. Penn State University

Penn State University
Pennsylvania State Police

Pepco Holdings, Inc.

Performance Contracting Group

Pima County, AZ Pinkerton

Pioneer Power Mobility - e-Boost

PLM Fleet LLC

Polk County, FL Sheriff's Office

Pomona College

Port Authority of NY & NJ

Port of Seattle

Positioning Universal, Inc.

Power Stop, LLC

Predictive Coach, Inc.

Prince George's County, MD Office of Central Services

Prince William County Service Authority

Prince William County, VA

Rabo AgriFinance RCG Logistics LLC

Rear View Safety

Reindeer Auto Relocation Remarketing +

Reynolds Rhino USA, Inc.

D. .

Richland County, SC Department of Public

Works
RJ Corman Railroad Group, LLC

Roadana Logistics

Roche Diagnostics Corporation
Rose Pest Solutions

ROUSH CleanTech

Royal Basket Trucks
RTA Fleet Management Software

Salt Lake City Corporation Public Services
Salt River Pima-Maricona Indian Community

Salt River Project

Saratoga Rack Marketing LLC Schindler Flevator

School District of Palm Beach County Seattle City Light Selective Insurance

Selective Insurance Seminole Tribe of Florida

Shell TapUp
Shenandoah Fleet Maintenance and

Management

Sheppard Pratt Sheppard Pratt Health System

ShipYourCarNow LLC Sika Corporation

SiteWise SK

Snap-On Incorporated

Snap-on Tools
SODEXO BRS BRAZIL
Sofico Services USA Inc.

South Jordan City

Southern California Edison Co.

Spire Energy

State of Georgia Department of Admin. Services

State of Maryland

State of Minnesota Department of Natural

Resources STERIS Corporation

Stony Brook University

Stratigos Dynamics, Inc

Super Dispatch Syneos Health

Sysmex T Rowe Price

Takeda Pharmaceuticals America

Tallgrass Energy Partners

TBC Corporation
Tecta America

Tesla, Inc.

Teva Pharmaceuticals
Texas State Technical College

lexas State

Textron Inc.
The AES Corporation

The American Society for the Prevention

The Bancorp
The Bancorp Bank

The Church of Jesus Christ of Latter-Day

The Davey Tree Expert Company
The Townsend Corporation
The Wonderful Company

Tim's Automotive & Towing
Tivitri Inc

Iranscore

Transport Solutions of America TRSA TRUCE Software TurnPoint Services U.S. Bank UCB Inc. Pharma UniFirst Corporation

Union Leasing
University of California, Los Angeles
University of Colorado Transportation

Services
University of Delaware

University of Illinois Urbana-Champaign University of Maryland, College Park University of Massachusetts Amherst

University of Nebraska - Lincoln

University of Virginia Facilities Management
University of Wyoming

US Bank Voyager
Us Cellular IOT Sales

US Fleet Source USDA Forest Service

USO- United Service Organizations, Inc.

UTILIMASTER

VA DGS/Office of Fleet Management Svcs.

Vanair Manufacturing Inc.

Veolia Water Technology & Solutions

Veolia WTS Veregy Verizon

Verra Mobility

Virginia Dept. of Motor Vehicles

Virginia Bopt. o Virginia Green

Visa

Vivint Voque Linen

Volkert, Inc.

Wake Forest University

Wallenius Wilhelmsen Solutions

Ward Trucking
Washington Suburban Sanitary Commission

Washington, DC Dept. of Public Works
Waylens

Wellspan Health

WEX, Inc.

White Castle Management Co.

West Pierce Fire & Rescue

WideSense
William W. Brady & Associates
WORLDPAC

Wheels, Inc.

Xantrex Technology Inc. York County, VA

York Regional Police ZEVx Zipcar













EATTENDEES ARE THE KEY DECISION-KERS WHO BRING MORE THAN 10 BILLION BUDGETED DOLLARS TO THE FLOOR!

NAFA MEMBERS:



Manage fleet vehicles of cars, vans, and SUVs totaling 4.8 million vehicles and accounting for \$122 billion in assets.



Work with more than 600,000 mediumand heavy-duty trucks in their fleets, totaling more than \$30 billion in assets for medium- and heavy-duty.



Maintain vehicles traveling more than 84-billion miles each year.

NAFA always delivers celebration, education, networking, and fun... Cohorts should attend the I&Es annually and get to know colleagues in this great industry worldwide. Many of us have gotten to know one another well. Whenever we need help, someone has the answer or knows someone who does. This kind of networking only happens because of an organization like NAFA."

Robin Meritt

City of Lynchburg, VA

















BE ON THE CUTTING EDGE OF INNOVATIONS



Launched in 2023 and back for 2024, the **NAFA's Innovations Showcase** invites attendees into an interactive innovation zone on the Expo floor, where they explore the exciting new products and product updates being launched by exhibiting companies. Attendees will get to experience innovation like never before and have the opportunity to vote for a People's Choice award for the most innovative product.

SHOWCASE INCLUDES

- One (1) professionally created storyboard display for each product submitted.
- Online listing for each product in the virtual Showcase (linked to mobile app and website).
- Inclusion in People's Choice program. Voting for this program will run through the online showcase app.
- Opportunity to deliver a demo/pitch from the Innovations Stage. Pitches will be grouped by product type and will take place during Expo Hall hours.

ADDITIONAL PROGRAM BENEFITS

- Pre-show marketing program including emails, website, and mobile app listing.
- Inclusion in Innovations Showcase feature in I&E show issue of FLEETSolutions.
 - March/April issue
 - Issue mailed to all NAFA members
 - o Issue included in conference tote bag
- Inclusion in post-show issue of FLEETSolutions.
- May/June issue
- Issue mailed to all NAFA members
- Inclusion in Virtual Supplier Showcase (October 2024)

Deadline: February 16, 2024

\$1500 per submission

RESERVE YOUR SPOT >













PRELIMINARY EXHIBITOR SCHEDULE

(Schedule is subject to change)

SUNDAY, APRIL 21	
8:00 a.m. – 5:00 p.m.	Registration
8:00 a.m. – 5:00 p.m.	Exhibitor Move-In
5:30 p.m. – 7:00 p.m.	Welcome to San Antonio Happy Hour

MONDAY, APRIL 22

7:30 a.m. – 5:00 p.m.	Registration
8:00 a.m. – 5:00 p.m.	Exhibitor Move-In
7:00 p.m. – 9:00 p.m.	Rev It Up Reception

TUESDAY, APRIL 23

7:30 a.m. – 5:00 p.m.	Registration
10:00 a.m. – 2:00 p.m.	Expo Hall Open
5:30 p.m. – 6:30 p.m.	Refuel Happy Hour
6:00 p.m. – 11:00 p.m.	Open evening for Supplier's Customer Events

WEDNESDAY, APRIL 24

•	
7:30 a.m. – 12:00 p.m.	Registration
10:00 a.m. – 1:00 p.m.	Expo Hall Open
1:00 p.m. – 8:00 p.m.	Exhibitor Move Out*
4:00 p.m. – 6:00 p.m.	The Final Lap (Closing Event)

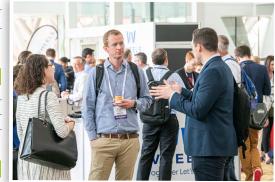
THURSDAY, APRIL 25

Exhibitor Move Out** 8:00 a.m. - 12:00 p.m.

- * Outbound carriers must be checked in by 7:00 p.m
- ** Outbound carriers must be checked in by 10:00 a.m.

STEER THE CONVERSATION BY HAVING A PRESENCE AT THE LARGEST ANNUAL FLEET EVENT. DON'T MISS OUT!







NAFA I&E EXHIBITOR BENEFITS

- Direct access to hundreds of fleet managers with buying power from all sectors... Over 55% of which are corporate fleet managers.
- Exclusive access to I&E pre-and post-show list for promotional email/mailings.
- (2) full conference and (2) exhibit personnel badges per every 100 sq. ft. purchased.
- FREE Expo passes to offer to your best customers and prospects.
- Access to media/press/publications to expand product awareness.
- 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, listing on mobile app, and pre-show marketing emails.
- Use of the official NAFA I&E logo on your promotional materials.
- Opportunity to be a part of the Innovations Showcase - Back by popular demand!
- Non-compete exhibit hours, ensuring attendees spend the maximum time on the show floor to experience your offerings
- New exhibitor pavilion available.
- Opportunity to participate in Media Day.

BOOTH SPACE PRICING

NAFA members save on their booth space. Not a member? Join NAFA today for discounted booth pricing and to take advantage of NAFA member benefits.

MEMBER RATES

\$28.00 (USD) per square foot for 100-300 sq. ft.

\$27.00 (USD) per square foot for 400 or more sq. ft.

STANDARD RATES

\$31.00 (USD) per square foot for 100-300 sq. ft.

\$30.00 (USD) per square foot for 400 or more sq. ft.

RESERVE YOUR BOOTH >

Booths are sold in 100 sq. ft. increments





MEMBER

DISCOUNT









SPONSORSHIP AND ADVERTISING OPPORTUNITIES.





Build Your Brand and Elevate Your Company's Awareness

NAFA has developed a unique variety of sponsorship and advertising packages to help you meet your goals throughout the event. Sponsors receive event and industry-wide recognition enhancing the value of their brand. By sponsoring with NAFA your company can directly reach your core audience and make a lasting impact.

I&E Sponsorships have been designed to:



build your company's brand recognition



attract new fleet customers



boost industry-wide recognition

Sponsorships Opportunities

Below is a small sampling of the sponsorship offerings your company can take advantage of.

VIEW ALL OPPORTUNITIES >

WIFI Sponsor

Braindates

Opening Keynote

Conference Bag Insert

Hotel Room Drop

Attendee Marketing List

Aisle Signs in Expo Hall

Email Blasts





My experience here at the NAFA show has been incredible. The quality of leads that we've seen and the volume of large fleet buyers has been exactly what we were looking for in a show. This whole experience has just been really good for us as a company and for us as a team"

Thomas Reed



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















RIDE&DRIVE ENCE

Join us for the Ride & Drive Experience at I&E, powered by Bobit. During this immersive event, I&E attendees can interact with the latest models, electric and alternative fuel vehicles, and cutting-edge technologies behind the wheel.

This outdoor experience gives you the opportunity to showcase your vehicles and technology in front of an engaged audience of fleet professionals, beyond the I&E Expo Hall.

Wednesday, April 24, 2024

2:30 p.m. – 4:30 p.m.

Multiple ways to participate!

Solution Showcase

R&D Vehicle/ Demo Space



XL Vehicle/ Demo Space



\$1,600

For a demo only space at the Ride & Drive, no vehicles.

\$2,675

Up to 2 vehicles/spaces. Add on additional vehicles for \$1,500 Contact your Director of Strategic Accounts for more information!

Reserve your space today! ▶



Please note that Ride & Drive spaces are raw. Any chairs, tables, electric or internet needs should be managed through your show decorator. Participant must be exhibiting or sponsoring at NAFA I&E.

POWERED BY:

