



Canadian Institute for Procurement and Materiel Management
Institut canadien d'approvisionnement et de gestion du matériel

2019 CIPMM FLEET MANAGEMENT WORKSHOP

NOVEMBER 5-6, 2019
THE WESTIN TRILLIUM HOUSE
BLUE MOUNTAIN, ON



PROGRAM

Thank you for your Support and Participation!

Premier Partner



Dinner Partner



Exhibitors

ARI
Kubota Canada Ltd.
GRIP Idle Management
Podolinsky Equipment Ltd.
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TEST DRIVE PARTNERS

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MESSAGE FROM THE CIPMM PRESIDENT



Dear Fleet Management Community,

On behalf of the Canadian Institute for Procurement and Materiel Management, I am pleased to welcome you to the CIPMM Fleet Management Workshop. It demonstrates our commitment to invest and strengthen a community that has not been well served during years of financial restraint. We hope that this will serve as a catalyst to energize the Fleet Management Community that serve such an important role

for Canadians.

We have an outstanding program for the day, touching the diverse yet fascinating subjects that are shaping our profession. You will have the opportunity to meet manufacturers and service providers as well as test-drive some of the vehicles.

This is not a classroom... Our objective is to give you an opportunity to engage with colleagues and many of the leaders of our community.

In addition to a program of workshops, CIPMM is also committed to recognizing the outstanding contribution of our professions to Canadians. We invite you to nominate colleagues for the CIPMM Award program in categories such as the David Swift Award for Exceptional Contribution, Innovation and Community Builder. We will launch the call for nomination in Winter 2020. Stay tuned!

We hope that this event will help improve your professional networks, generate new insights and inspire you in your career.

Looking forward to meeting everyone!

Carolyn Montague

CIPMM President





MESSAGE FROM THE WORKSHOP CHAIR



Welcome to the Canadian Institute for Procurement and Materiel Management's Fleet Management Workshop. I want to thank you for choosing to join us today as we learn about some of the new advancements in the Fleet Management world. Some of the highlights are having the community together, having updates from various government departments and private sector partners.

It is great to learn about new practices from others and to gain new perspectives we can incorporate into our practices.

It has been a lot of fun putting together a program for your day and I hope it will provide you with an opportunity to hear from some subject matter experts on a number of topics, network with your colleagues and learn some new skills. It was quite a challenge to squeeze everything into two days!

I hope you enjoy this Workshop as much as I enjoyed planning it!

Blair Hurd

CIPMM Fleet Management Workshop Chair

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MESSAGE FROM THE PREMIER PARTNER



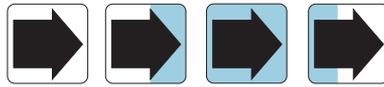
ARI is proud to welcome you to CIPMM's 2019 Fleet Management Workshop. As the leading fleet management provider to Canada's public sector, we recognize the need for collaboration and professional development around fleet-related services and technology is greater than ever before.

We are excited about this year's agenda topics and speakers, and the value the workshop will provide you. Over the next two days, you'll have opportunities to learn more about emerging alternative fuel technologies, evolving mobility trends, and proven strategies for putting your data to work for your organization.

Public sector fleets are much more than a collection of vehicles – they represent a strategic investment that support the critical services Canadians from coast-to-coast-to-coast rely on each and every day.

We're proud of our partnership with the Government of Canada and our shared mandate to use data, analytics, and best practices to achieve savings and efficiencies. We know fleet is a public investment, and our job is to help quantify the positive ROI that fleet is contributing to your organization, not just for today but for the future.

As such, we are excited for this opportunity to support CIPMM's workshop and ultimately help support your respective ministries and departments to achieve your goals. We hope you enjoy your time here, have time to network with your colleagues, and achieve your professional objectives.



Canadian Institute for Procurement and Materiel Management
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SCHEDULE AT A GLANCE

MONDAY, NOVEMBER 4, 2019

1:00 pm	Shuttle Bus pick up from Toronto, Union Station
4:00 pm – 6:00 pm Northwind's Brewery	Social & Networking

TUESDAY, NOVEMBER 5, 2019

7:00 am – 8:00 am Panorama Foyer	Registration & Breakfast
8:00 am – 8:15 am Whistler Room	Welcome Remarks
8:15 am – 9:00 am Whistler Room	Premier Partner Keynote Fleet 2020 - What You Need to Know 
9:00 am – 10:00 am Whistler Room	Session # 1 Pool Reservation and Reporting Hub 
10:00 am – 10:30 am Panorama Foyer	Exhibits & Refreshments
10:30 am – 11:30 am Whistler Room	Session # 2 Panel Discussion
11:30 am – 12:30 pm Whistler Room	Session # 3 The Past Predicts the Future - Using Historical Fleet Data to Make Informed Go-Forward Capital Procurement Decisions
12:30 pm – 1:30 pm Whistler Room	Lunch & Networking – President's Address





SCHEDULE AT A GLANCE

TUESDAY, NOVEMBER 5, 2019

<p>1:30 pm – 2:00 pm Panorama Foyer</p>	<p>Exhibits & Dessert</p>
<p>2:00 pm – 3:00 pm Whistler Room</p>	<p>Session # 4 Managing Anti Idling Programs, Compliance and Best Practices for Fleet Managers</p>
<p>3:00 pm – 4:00 pm Whistler Room</p>	<p>Session # 5 Electrifying Fleets! Driving our Low Carbon Transportation Future</p>
<p>4:00 pm – 5:00 pm Whistler Room</p>	<p>Session # 6 GCSurplus, at Your Disposal</p>
<p>5:00 pm – 6:00 pm Panorama Foyer</p>	<p>Social Hour</p>
<p>6:30 pm – 9:00 pm Firehall Pizza</p>	<p>Welcome Dinner</p> 

WEDNESDAY, NOVEMBER 6, 2019

<p>7:00 am – 8:00 am Panorama Foyer</p>	<p>Breakfast</p>
<p>8:00 am – 8:05 am Whistler Room</p>	<p>Welcome Remarks & Logistics for the Day</p>





SCHEDULE AT A GLANCE

WEDNESDAY, NOVEMBER 6, 2019

8:05 am – 8:30 am Whistler Room	Session # 7a Tires 101 – All Season vs Winter vs All Weather
8:30 am – 9:00 am Whistler Room	Session # 7b Retreading's Positive Environmental Benefits
9:00 am – 10:00 am Whistler Room	Session # 8 National and International Experience in Fleet Greening at Different Levels of Government
10:00 am	Departure for the Kubota Test Drive
10:30 am – 12:30 pm	Kubota Test Drive
12:30 pm	Departure to the Hotel from the Kubota Test Drive
1:00 pm – 2:00 pm Whistler Room	Lunch & Networking
2:00 pm – 3:00 pm Whistler Room	Table Exercise on Key Issues and Challenges
3:00 pm – 5:30 pm Plunge Aquatic Center Parking	Test Drive
6:00 pm – 9:30 pm C&A Steak Restaurant	Dinner & Closing Remarks



THURSDAY, NOVEMBER 7, 2019

7:00 am	Shuttle bus departure to Toronto, Union Station
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PUBLIC SECTOR FLEETS ARE AN INVESTMENT. WE MAKE SURE THEY PAY OFF.

Canada's public sector fleets are an investment with one main purpose: delivering the services Canadians rely on. ARI has tools that help manage those investments strategically, by converting data from vehicles, drivers, maintenance suppliers, fuel vendors and more into actionable insights that create savings and help fleets function more efficiently.

To learn more about the power of fleet to drive value, visit:

FleetIsAnInvestment.ca



(800) 361-5882 | info@arifleet.ca

Going green can save you green

The Outlander PHEV seamlessly combines plug-in efficiency with SUV flexibility. Upgrade your 2020 fleet with outstanding EV fuel economy, 1,886 L of cargo space and Mitsubishi's advanced Super All-Wheel Control system.



O U T L A N D E R P H E V



Visit [Mitsubishi-motors.ca/fleet](https://www.mitsubishi-motors.ca/fleet) to learn more about adding an Outlander PHEV to your fleet. ** Whichever comes first. Regular maintenance not included. See dealer or [mitsubishi-motors.ca](https://www.mitsubishi-motors.ca) for warranty terms, restrictions and details. Some conditions apply.

Monday, November 4, 2019

1:00 pm

Shuttle Bus pick up from Toronto, Union Station

4:00 pm – 6:00 pm

Social & Networking

Northwind's Brewery

Tuesday, November 5, 2019

7:00 am – 8:00 am

Registration & Breakfast

Panorama Foyer

8:00 am – 8:15 am

Welcome Remarks

Blair Hurd, Fleet Management Workshop Chair & CIPMM Vice President

Whistler Room

8:15 am – 9:00 am

Premier Partner Keynote

Whistler Room



Fleet 2020 - What You Need to Know

Sandra Valenti, Account Executive III, ARI.



An overview of current fleet management trends and industry update.

9:00 am – 10:00 am

Session 1

WHISTLER ROOM



Pool Reservation and Reporting Hub

Christina Guzzo, Solution Architect, ARI.



Demo of the Pool Reservation system and an overview of the new reporting options in ARI Insights.

10:00 am – 10:30 am

Exhibits & Refreshments

Panorama Foyer



10:30 am – 11:30 am

Session 2

WHISTLER ROOM



Panel Discussion

Jeremy Labelle, Program Officer, Greening Government Operations – Fleets (GGO-Fleets), Natural Resources Canada

11:30 am – 12:30 pm

Session 3

WHISTLER ROOM



The Past Predicts the Future - Using Historical Fleet Data to Make Informed Go-Forward Capital Procurement Decisions

Roger Smith, Richmond Sustainability Initiatives - Fleet Management

This presentation will describe ways of using historical fleet data to make informed go-forward capital defensible, business-case supported capital budgets for new vehicle purchases. It will also demonstrate a new electric vehicle business case analysis tool.

12:30 pm – 1:30 pm

Whistler Room

President's Address: CIPMM Initiatives

Carolyn Montague, CIPMM President

Lunch & Networking

1:30 pm – 2:00 pm

Panorama Foyer

Exhibits & Desserts

2:00 pm – 3:00 pm

Session 4

WHISTLER ROOM



Managing Anti Idling Programs, Compliance and Best Practices for Fleet Managers

Duncan Curd, VP Sales & Marketing, Grip Idle Management

Idling represents a significant cost to Fleets in Fuel Use, Maintenance Costs and is a major source of Fleet emissions. Fleets may use Voluntary Compliance to reduce Idling however many situations require vehicle Idling. Combining Idle Management technologies with education and monitoring provides an opportunity for Fleets to develop effective Anti Idling programs. Discuss how Government and Private Fleets have achieved 50% reduction in vehicle Idling and extended Asset Life.



3:00 pm – 4:00 pm

Session 5

WHISTLER ROOM



Electrifying Fleets! Driving our Low Carbon Transportation Future

Cara Clairman, President and CEO, Plug'n Drive

The speaker will present on the business case of electric vehicles in fleets, some practical steps fleet managers can take to see where they fit best and provide you with the latest national and international electric vehicle trends on electrification of transportation.

4:00 pm – 5:00 pm

Session 6

WHISTLER ROOM



GCSurplus, at Your Disposal

Eric Vanasse, Sales Supervisor, GCSurplus, Public Services and Procurement Canada

Program overview and "how to" guide for divestment options.

5:00 pm – 6:00 pm

Social Hour

Panorama Foyer

6:30 pm – 9:00 pm

Welcome Dinner

Firehall Pizza



Wednesday, November 6, 2019

7:00 am – 8:00 am

Registration & Breakfast

Panorama Foyer

8:00 am – 8:05 am

Welcome Remarks & Logistics of the Day

Blair Hurd, Fleet Management Workshop Chair & CIPMM Vice President

Whistler Room



8:05 am – 8:30 am

Session 7a

WHISTLER ROOM



Tires 101 – All Season vs Winter vs All Weather

Vip Kaushal, Director, Light Duty Fleet, Kal Tire

This presentation will outline the difference between the 3 types of tires along with the pros and cons in different weather conditions, and will outline the cost and safety benefits of using all weather tires vs summer tires.

8:30 am – 9:00 am

Session 7b

WHISTLER ROOM



Retreading's Positive Environmental Benefits

Vip Kaushal, Director, Light Duty Fleet, Kal Tire

This presentation will outline the environmental benefits of retreading tires. We will talk about how retreading is recycling and prevents tires from ending up in landfills.

9:00 am – 10:00 am

Session 8

WHISTLER ROOM



National and International Experience in Fleet Greening at Different Levels of Government

Adrian Cernea, Director, Operations at Corporate Fleet Services

Fleet greening is an important aspect of sustainable vehicle fleet management. Although the need has been clearly defined, practicality and viability of such solutions proposed is not always immediately apparent. The presentation explores the success stories and challenges of green vehicle implementation efforts at different levels of government nationally and internationally. The goal is to draw on the experience of other government organizations to further the federal fleet greening efforts.

10:00 am

Departure for the Kubota Test Drive

10:30 am – 12:30 pm

Kubota Test Drive

12:30 pm

Departure to the hotel from the Kubota Test Drive



1:00 pm – 2:00 pm
Lunch & Networking

Whistler Room

2:00 pm – 3:00 pm
Table Exercise on Key Issues and Challenges

Whistler Room

3:00 pm – 5:30 pm
Test Drive

Plunge Aquatic Center Parking

6:00 pm – 9:00 pm
Dinner & Closing Remarks

C&A Steak Restaurant



Thursday, November 7, 2019

7:00 am
Shuttle Bus Departure to Union Station, Toronto

Save the Date

Agile & Innovative Procurement Symposium

We hope to see you there!

Customer Agile Development

Time to market Review Change

DECEMBER 5, 2019

Ottawa ON – Ottawa Conference and Event Center

Questions?
Phone: (613) 725-0980
E-Mail: admin@cipmm-icagm.ca
For more information visit cipmm-icagm.ca

Canadian Institute for Procurement and Material Management
Institut canadien d'approvisionnement et de gestion du matériel



Save the Date

2020 CIPMM Regional Workshop in Vancouver!

We hope to see you there!



Canadian Institute for Procurement and Material Management
Institut canadien d'approvisionnement et de gestion du matériel

Questions?

Phone: (613) 725-0980

E-Mail: admin@cipmm-icagm.ca

For more information visit
cipmm-icagm.ca

APRIL 8, 2020

Pan Pacific Hotel Vancouver

SAVE THE DATE

31ST ANNUAL CIPMM NATIONAL WORKSHOP



Canadian Institute for Procurement and Material Management
Institut canadien d'approvisionnement et de gestion du matériel

Questions?

Phone: (613) 725-0980

E-Mail: admin@cipmm-icagm.ca

For more information visit: cipmm-icagm.ca

JUNE 2-4, 2020

Ottawa, ON



2019 CIPMM FLEET MANAGEMENT WORKSHOP

