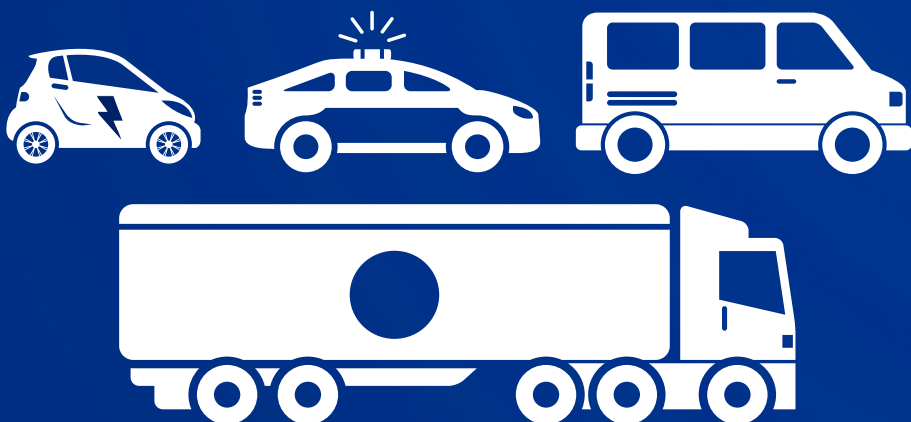




Canadian Institute for Procurement and Materiel Management  
Institut canadien d'approvisionnement et de gestion du matériel

# **2019 CIPMM FLEET MANAGEMENT WORKSHOP**

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



## **PROGRAM**

# ***Thank you for your Support and Participation!***

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## Premier Partner

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## Dinner Partner

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## Exhibitors

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**ARI**  
**Kubota Canada Ltd.**  
**GRIP Idle Management**  
**Podolinsky Equipment Ltd.**  
**Ford**

**GoodYear Canada**  
**Nokian Tyres**  
**Subaru**  
**Corporate Fleet Services**

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## TEST DRIVE PARTNERS

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**Kubota Canada Ltd.**  
**Podolinsky Equipment Ltd.**

**Ford**  
**Mitsubishi**

**General Motors**  
**Subaru**



Canadian Institute for Procurement and Materiel Management  
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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

# 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  
Institut canadien d'approvisionnement et de gestion du matériel

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The Willow Group



## SCHEDULE AT A GLANCE

### MONDAY, NOVEMBER 4, 2019

<b>1:00 pm</b>	<b>Shuttle Bus pick up from Toronto, Union Station</b>
<b>4:00 pm – 6:00 pm</b> Northwind's Brewery	<b>Social &amp; Networking</b>

### TUESDAY, NOVEMBER 5, 2019

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





## SCHEDULE AT A GLANCE

**TUESDAY, NOVEMBER 5, 2019**

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

**WEDNESDAY, NOVEMBER 6, 2019**

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



## SCHEDULE AT A GLANCE

**WEDNESDAY, NOVEMBER 6, 2019**

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



**THURSDAY, NOVEMBER 7, 2019**

<b>7:00 am</b>	<b>Shuttle bus departure to Toronto, Union Station</b>
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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](https://FleetIsAnInvestment.ca)



(800) 361-5882 | [info@arifleet.ca](mailto: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!

The diagram shows a central hexagon labeled "Agile" being touched by a hand. It is surrounded by other hexagons labeled "Customer", "Development", "Review", "Change", and "Time to market".

Canadian Institute for Procurement and Material Management  
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**Questions?**  
Phone: (613) 725-0980  
E-Mail: [admin@cipmm-icagm.ca](mailto:admin@cipmm-icagm.ca)  
For more information visit  
[cipmm-icagm.ca](http://cipmm-icagm.ca)

# DECEMBER 5, 2019

**Ottawa ON – Ottawa Conference and Event Center**



# Save the Date

## 2020 CIPMM Regional Workshop in Vancouver!

We hope to see you there!



Canadian Institute for Procurement and Material Management  
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### Questions?

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E-Mail: [admin@cipmm-icagm.ca](mailto:admin@cipmm-icagm.ca)

For more information visit  
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## APRIL 8, 2020

### Pan Pacific Hotel Vancouver

# SAVE THE DATE

31<sup>ST</sup> ANNUAL CIPMM NATIONAL WORKSHOP



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

### Questions?

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E-Mail: [admin@cipmm-icagm.ca](mailto:admin@cipmm-icagm.ca)

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## JUNE 2-4, 2020

### Ottawa, ON



2019 CIPMM FLEET MANAGEMENT WORKSHOP

## NOTES

[illegible]