



Public Fleet Advisors LLC

Sam P. Lamerato, CFP, Principal Advisor
John S. Hunt, CFP, Principal Advisor

27734 Rialto Street
Madison Heights, MI 48071
Sam (248) 885-1847
sam@publicfleetadvisors.com
John (360) 597-8370
john@publicfleetadvisors.com

Dear Fleet Professional,

Two regional fleet management training seminars are coming to Dakota County, MN June 13-14, & 15 -16 2022! Due to class size limitation, the same two day training seminar will be offered on two separate dates. (see attached agenda)

Public Fleet Advisors (PFA) provides quality fleet management education. Training occurs at **customer sites, regional venues, and public fleet conferences**. Designed for both newcomers and seasoned professionals, the curriculum is designed to enhance job performance and marketability in the fleet industry. Attendees should include **directors, managers, administrators, financial analysts, supervisors, parts managers, technicians**, and other professionals. Including the entire organization is a catalyst for positive culture change and organizational improvement. *Quality education facilitates improved service delivery to citizens and potentially saves taxpayers millions of dollars.*

Fleet Management Training Topics Selected by Regional Fleet Managers:

Calculating Public Fleet Rates & Fleet Replacement Strategies	Developing a Preventative Maintenance Program & Its Importance
Parts Inventory Management	Workflow, Productivity, & Shop Safety
How Many Technicians Do You Really Need?	Round Table Discussion
How to Hire & Retain Quality Technicians	Surviving an Audit of Your Fleet Operation
What a Fleet & Facilities Director Expects from the Fleet Department - Speaker – Kevin Schlangen, Fleet Manager, Dakota County, MN	Discovering Fleet Best Practices & Learning New Technologies

PFA instructors are well-known leaders in public fleet management and are both fleet industry certified. Together, they have a combined total of over eighty (80) years of continuous business experience and are masters at teaching complex public management principles. For over twenty-five years they have organized large public works conferences, lectured at schools, presented at fleet conferences, and delivered Webinar presentations. *PFA instructors have taught business management skills and implementation strategies to thousands of public fleet professionals across North America.*

For more information about this wonderful opportunity, please visit us at publicfleetadvisors.com or call for more information regarding venue, hotels, and pricing.

Sam P. Lamerato, CFP
Legendary Lifetime Achievement Award Recipient

John S. Hunt, CFP
Public Fleet Manager Hall of Fame Inductee

“Optimize your fleet operation with proven expertise”

**Public Fleet Advisors
Dakota County Fleet Management
Empire Maintenance Facility
2800 160th Street West
Rosemount, MN 55068
June 13th & 14th or June 15th & 16th, 2022**



Hotel: AmericInn by Wyndham Apple Valley
15000 Glazier Ave, Apple Valley, Minnesota 55124
Ask for Public Fleet Advisors Block – Govt. Rate \$93.00 w/I.D.
Phone Number (952) 431-3800 ask for Jake Desanto

Seminar Cost: The cost to attend Public Fleet Advisors (PFA) training seminar for both days is \$225 per person. **Payments received more than 30 days in advance, the cost is \$199 per person.** Discounts are given to agencies sending multiple attendees and/or for organizations that belong to a Fleet Management Association such as the American Public Works Association (APWA), National Association of Fleet Administrators (NAFA), FleetPros Fleet Management Association, Public Fleet Managers Associations, or other similar organization. **With the discount, the cost is \$175 per person.**

To register, please click www.publicfleetadvisors.com/training registration.

The significant value of the training provided by PFA far exceeds the cost to attend this wonderful opportunity.

For more payment options, please contact:

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Public Fleet Advisors Fleet Training Seminar Dakota County, MN Agenda

June 13, 2022 or June 15, 2022

- 7:15-7:45** **Registration & Coffee & Pastries**
 - 7:45-8:15** **Welcome, Fleet Overview & Introductions**
 - 8:15-9:00** **Calculating Public Fleet Rates**
 - 9:00-9:35** **Fleet Replacement Strategies**
 - 9:35-10:00** **Save Time & Money by Purchasing from Ready-to-Use, Competitively Solicited Contracts - Sourcewell**
 - 10:00-10:25** **Break & Networking Time**
 - 10:25-11:35** **Parts Inventory Management - Do you really need what you are stocking?**
 - 11:35-12:00** **Are You Maximizing the Three Most Important Aspects of Your Surplus Auctions - Control, Transparency & Revenue? This Proven & Simple Solution Will Help You Do Just That - GovDeals**
 - 12:00-1:00** **Lunch Provided & Networking & Equipment Show**
 - 1:00-1:20** **What a Fleet & Facilities Director Expects from the Fleet Department –
Speaker: *Kevin Schlangen, Fleet Manager, Dakota County***
 - 1:20-2:20** **Developing a Preventive Maintenance Program & Its Importance**
 - 2:20-2:50** **Break & Networking Time**
 - 2:50-3:50** **How to Hire & Retain Quality Technicians**
 - 3:50-4:35** **Discovering Fleet Best Practices & Learning New Technologies**
 - 4:35** **Day One Wrap-up Discussion & Tour of the Dakota County Fleet Facility**
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June 14, 2022 or June 16, 2022

- 7:15-7:45 Networking & Coffee & Pastries
- 7:45-8:15 Day Two Opening Remarks and Discussion
- 8:15-9:15 Workflow, Productivity, & Shop Safety
- 9:15-10:15 How Many Technicians Do You Really Need?
- 10:15-10:30 Break & Networking Time
- 10:30-11:30 Surviving an Audit of Your Fleet Operation
- 11:30-11:50 Round Table Discussion - Bring Your Hot Topics
- 11:50-12:00 Professional Organizations - Door Prizes - Closing Remarks
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Speakers: John S. Hunt, CFPF and Sam P. Lamerato, CFPF

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Bronze - Sponsors

