

TRALA Annual Meeting - Ustian Headlines March 21-24 - La Quinta Resort & Club, Palm Springs, CA



USTIAN

TRALA's Annual Meeting will be the largest gathering of the vehicle renting and leasing industry in 2007 and it's packed with high quality business content from well regarded speakers and industry leaders. **Dan Ustian**, president and chief executive officer of International Truck & Engine Corp., will top the agenda as

our Industry Keynote Speaker. Also speaking during the all-conference assemblies are **Jim Meil**, Eaton's chief economist, *Inc. Magazine* Senior Consultant **Steve Little**, and CBS golf commentator **David Feherty**. We'll



MEIL



FEHERTY

round out the business program with a special panel of private carriers who will give their candid perspective on what customers are looking for in their transportation partners.

Our 2007 Annual Meeting theme – *Transporting the Economy*, recognizes the critical role vehicle renting and leasing plays in the financial health of our economy with more than one million rented and leased power units now

operating in North America. TRALA member companies purchase almost 40 percent of all new commercial trucks registered in the United States. The industry is a leader with innovation in equipment and service offerings for transportation customers.

The meeting provides numerous opportunities to network with the industry's key decision-makers during social events and business programming, including Friday's **Technology Fair** where our supplier members showcase their latest products and services. Many major leasing systems – including the newly merged NationalLease system – are also holding sessions in conjunction with TRALA's meeting.



LA QUINTA

Register now at www.trala.org to see the entire industry in one location. Contact La Quinta directly at (800) 598-3828 and mention TRALA for the discounted room rate.

Vroom Participates in International Transportation Conference in Rouen, France



VROOM AT TLF CONFERENCE

TRALA President and CEO Peter Vroom was the guest speaker at the Nov. 8-9 conference of the Transportation and Logistics Federation (TLF) in Rouen, France. The TLF membership is comprised of 4,500 companies representing transportation logistics and leasing and rental entities throughout Europe.

Vroom represented the North American trucking sector at the conference and his presentation focused on TRALA's role as the industry's legislative and regulatory advocate vis-à-vis government. He also gave an overview on the growth and trends in the U.S. truck renting and leasing industry and reviewed the programs and services TRALA provides its membership.

"Today's vehicle renting and leasing industry is very much part of the global business community" said Vroom.

"Accordingly, TRALA has witnessed an expansion of interest in the development of closer ties and greater information exchange between our U.S. membership and industry participants and members outside of the United States. "

In addition to his address, Vroom participated in a panel discussion with other leading international industry representatives focused on the differing operational characteristics among the countries and the importance of industry image in the overall relationship between the industry and government.

"As the industry leader by a large margin, the United States is recognized throughout the world for its experience and sophistication in this area. Yet it's clear that we must stay very much attuned to international developments and opportunities alike, to continue that success well into the future," said Vroom.

TRALA Leadership Interview

J.T. Taylor, President of U-Haul International, of Phoenix, AZ, joined TRALA's Board of Directors in 2006.

What was your career background before joining U-Haul?

After I graduated from the University of Wisconsin-Madison, I went to work for the Wisconsin Legislature. I served as the Assistant Sergeant-at-Arms for almost two years. I then moved from Wisconsin to Arizona where I have been with U-Haul for the last 25 years.

As a relatively new member of TRALA's Board, what priorities do you feel TRALA should pursue and how do you hope to contribute in the coming years?

Obviously, TRALA has been very successful in working with federal and state legislatures in achieving their support on issues important to our industry. As a new member, I hope to continue the advances made by those prior to me. I believe that we need to fight all attacks, judicial or legislative, that are made to weaken or eliminate the victory on federal vicarious liability. I further would like to see increased communication with individual states, counties and cities, which try to tax truck rental and leasing companies. This is really a tax against the citizens of those communities that makes it difficult, if not more costly, for them to move to an improved life situation. The industry has taken significant steps to ensure security and TRALA's assistance in working with state legislatures to fend off egregious or impractical security legislation will be helpful.

Truck safety and security are a major emphasis with U-Haul. Can you describe some of the programs in place currently?

When a customer comes in to rent a truck they must be able to provide us with meaningful assurance that they will return the equipment. This means two forms of identification, one of which often includes the phone number of someone who can verify the identity of the person renting the truck.

In addition, we have security cameras at our company locations that photograph each customer, and an eAlert system that tracks anyone who has not paid or returned our equipment. We also identify and track any person who has not returned equipment at the agreed upon and scheduled time.

The federal repeal of vicarious liability in 2005 was an historic accomplishment for the industry. How do you see the impact for U-Haul?

The long term impact is significant as U-Haul will be able to continue to do business in states that had vicarious liability laws. It is clear that without this reform, our company, our industry and the car rental industry would have struggled to be able to continue to provide services in these communities. While the immediate financial impact may be limited due to the fact the reform could not include past claims, the impact going forward should be very helpful to the industry.

A FEW MINUTES WITH...



J.T. Taylor

TITLE: President

PERSONAL: Wife, Shannon, three sons and two step-daughters

EDUCATION: BA in Sociology, University of Wisconsin-Madison

HOBBIES: Basketball and running

Please describe your responsibilities within U-Haul and your management style.

I am the President of U-Haul International. You could say I do a little of everything from planning, dealer development, equipment distribution, reservation management, call center functions, to developing and initiating the purchase of new trucks and trailers. My primary responsibilities are more geared towards the marketing and operation functions such as advertising, marketing and coordinating with field operations on how to best serve our customers.

I would like to think that my management style is collaborative. People are capable of doing amazing things when given the right opportunity, latitude and work environment.

U-Haul has a very active community support and outreach program. How did the company get involved in this area and what are some examples of the projects?

The company and our Chairman encourage U-Haul and its system members to continue to focus on community outreach and to help people as it relates to food, shelter, and clothing. U-Haul has provided resources to organizations such as St. Mary's Food Bank, Habitat for Humanity and others, with significant support over the years. We offer 30 days of free storage at participating U-Haul self-storage facilities, on an as-available basis, to people affected by natural disasters such as hurricanes, tornadoes, floods, fire, etc. U-Haul is much like a utility provider and is considered a needed service by the communities we serve.

TRALA's 2006 Legal Action Fund Honor Roll

Thank you for contributing to TRALA's success!

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Brown NationalLease
C&W NationalLease
C.T.S. Lease & Rental
Calmont NationalLease
Carco NationalLease
Carmenita Leasing
Carolina Idealease
Conway Beam Leasing
CT Group
DeCarolis Truck Rental, Inc.
Dodge City International Leasing, Inc.
Enterprise Rent-A-Truck
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McCandless Int'l Trucks of Colorado
McCandless of Arizona
McCandless Rental and Leasing
McCoy NationalLease
MHC Truck Leasing Inc.
Miami Valley Idealease
Miller Truck Leasing Co.
Miramar NationalLease
Mountain Idealease
NEC Leasing, LLC
O'Halloran International/Idealease
Palmer Leasing Group
Parrish Leasing, A NTLs Affiliate
Patsy's Leasing Corp.
Penske Truck Leasing Co., LP
Public Service Truck Renting, Inc.
R.L. Anderson Truck Rental
River Street Idealease, LLC
Roberts Idealease
Rush Truck Leasing, Inc.
Ryder System, Inc.
Salem Leasing Corp.
Salem Truck Leasing, Inc.
Scully NationalLease
Star Truck Rentals, Inc., A NTLs Member
Stepco NationalLease
Sun State Idealease
Supreme Corporation
T.C.I. Leasing/Rentals
Tandet NationalLease
Timmons Idealease
Trebar Leasing
Trent, Inc.
Triple T Idealease
Truckway NationalLease
Tuthill Transport Technologies
Twin State Idealease
Uhl Idealease
W&M Truck
York NationalLease

FleetNet America Joins TRALA

What is the nature of FleetNet America's business?

FleetNet America, Inc. is the nation's largest independent emergency roadside service provider. As a third-party vehicle maintenance company, we coordinate scheduled and nonscheduled service to truck fleets, owner-operators, original equipment truck manufacturers and after-market equipment providers. FleetNet receives nationwide service calls at its 24-hour-a-day, 365-day-a-year call center in Cherryville, North Carolina. FleetNet's call coordinators average more than 20 years of truck maintenance and repair experience, which enables them to diagnose problems in a timely manner and dispatch help from our network of more than 60,000 vendors nationwide. Through FleetNet Select Towing and Recovery Program, FleetNet's customers have nationwide access to preferential towing and recovery providers at competitive prices.

How long has the company been in business?

Beginning in the mid 1950's as the breakdown department for Carolina Freight Carriers, FleetNet built on this solid foundation to become an industry leader. FleetNet America, Inc., known as Carolina Breakdown until 1997, is a wholly owned subsidiary of Arkansas Best Corporation.

What makes FleetNet America unique?

FleetNet America, Inc. is a single source provider of scheduled and unscheduled maintenance events. FleetNet's information technology system including email notifications; secured web logins; satellite communications; maintenance

software interfacing; alert customizations; integrated electronic billing; reporting and analysis are a huge value to its customers. "As the nation's largest independent emergency roadside service provider, FleetNet has traditionally coordinated truck maintenance services including tire replacements, vehicle towing, and other mechanical repairs for fleets in the United States and Canada," said Oren Summer, President of FleetNet America, Inc. "With a long history in the transportation industry, FleetNet has established trusted, contractual relationships with vendors nationwide. These long-time vendor relationships, combined with FleetNet's industry experience and expertise, provide the natural foundation for introduction of these new service offerings."

Do your customers need to have an account before they can do business with the company?

FleetNet America handles predominately Class 5 - 8 but can also handle Class 3 and 4, as well as all types of trailing equipment. Accounts are preferred, but COD/Walk-in accounts are accepted.

Why did you join TRALA?

FleetNet has been predominately servicing class 5 to 8. Participation with TRALA enables FleetNet to better service the midsize class of equipment. Many of our existing customers are TRALA members and they have mentioned on numerous occasions how they would like to see us get involved. We anticipate participation in TRALA will better enable us to service our customers.

UPCOMING EVENTS

February 6-9, 2007
TMC Annual Meeting
Tampa, FL



February 11-13, 2007
ATA Leadership Meeting
Arlington, VA

February 27 - March 1, 2007
AmeriQuest Transportation Industry Symposium
Phoenix, AZ



March 11-14, 2007
Truckload Carriers Assn. Annual Convention
Las Vegas, NV

March 21-24, 2007
TRALA Annual Meeting
Palm Springs, CA



What's the best showcase for your latest products and services?

*The Technology Fair
at TRALA's
2007 Annual Meeting*

*Friday, March 23
La Quinta/Palm Springs, California*



To reserve your booth, contact Maggie Brown at 703-299-9120 or mbrown@trala.org.

Scholarship Recipients Say “Thank You” to TRALA Donors

What better way to know that your generous contributions to the TRALA Scholarship Fund are needed and appreciated than to hear directly from the four young scholars who have received \$20,000 over the past four years in TRALA scholarship funds? We are pleased to share their thoughts with you as they prepare to graduate this spring.



Melissa Warner
2003 Recipient

“I wanted to express my appreciation for the scholarship that I have received over the past four years. This scholarship was so generous, and I thank you for selecting me as one of the recipients. The money not only helped me further my education, but also allowed for me to study abroad in Italy for a semester, a learning experience that went far beyond the classroom.”

“Thank you again for sponsoring me with the TRALA scholarship over the last four years. I believe I have been an avid student of electronic materials and hope to attend grad school starting next fall. I truly enjoy my classes and the research that I’m working on! Thank you for making it possible.”



Marie Mayer
2003 Recipient



Elaine Chang
2003 Recipient

“I would like to express my gratitude to you and your association for renewing my TRALA Founders Scholarship and allowing me to continue my education. I am currently a rising senior at New York’s University’s Stem School of Business... Without the TRALA Founders Scholarship, I probably would never have had these opportunities.”

“Thank you for your generous scholarship that I have received for the past three years. I am so grateful for your continued support of my education at Illinois Wesleyan University. I am currently studying for the MCAT and intend to apply to medical schools beginning this June. Thank you again!”



Erica Petersen
2003 Recipient

TRALA ADDS NEW WEB RESOURCES

Visit TRALA’s website, www.trala.org, to see the fantastic, new resources that are now available to TRALA members.

In the News and Publications section there’s a great news archive search feature. This tool allows TRALA members to enter keywords or select from a menu of choices to display search results that include articles on industry news and featuring TRALA.

For members wanting to learn more about state legislation being introduced or to see some of the bills that TRALA is actively pursuing, there are two options available in the Government Relations section. By clicking here, you can choose from a list of all 50 states that link to their legislative search pages. This allows you to check on the status of bills or search for legislation introduced in any of the 50 states. The TRALA legislation page is a members-only feature and includes priority bills among those that TRALA is aggressively fighting for on behalf of the industry.



We have two new sections that we will be launching soon, but we need your help. We are developing a TRALA members news release page. Many of you already send us your releases, which we try to include in *EnRoute*. We would like to be able to get them even wider coverage by

posting them on the news release page. So continue to send your new releases to Shannon Murray at smurray@trala.org in Microsoft Word or pdf format and we will post them on our site. We will also be providing a link at the end of the Briefly section of *EnRoute* that will allow readers to

check out more news and information that may have missed *EnRoute*’s publication date.

We are also launching the **TRALA Job Depot**. If your company has job openings and are looking for another option to make this information available, please send them to Shannon Murray at smurray@trala.org and we will begin to post these openings for job seekers.

2007 ANNUAL MEETING SPONSORS

THANKS FOR YOUR SUPPORT!



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