

Equipment Management Conference & Exhibition

February 10-12, 2008

The Doral • Miami, Florida



Program Highlights:

- Evaluate the Current Market Conditions, Portfolio Quality and Residual Values for a Variety of Equipment Segments
- Participate in one of four Off-Site Equipment Tours focusing on corporate aircraft, mining, paper processing and Port of Miami
- Participate in a live On-Site Inspection Session focusing on 4-5 specialty vehicles
- Attend Multiple Sessions for the Seasoned and Newly-Hired Asset Manager

*The Premier Educational and Networking Event for Asset Managers,
Remarketers and Providers of Asset Management Services*

**Conference
Qualifies for A.S.A.
Re-Certification!**

Who Should Attend?

Equipment management professionals, including senior managers and their staff, and service providers to the industry.

Get Maximum Exposure for Your Company...Become a Sponsor!

For more details on sponsorship opportunities, please refer to the *Registration* and *General Information* section of the brochure.

Schedule of Events

Sunday, February 10

7:00 – 8:00 am

ELFA Golf Tournament Registration

8:00 – 1:30 pm

ELFA Golf Tournament (Shotgun Start)

Closest to the Pin Contests

Sponsored by



Individual Golf Holes

Sponsored by



1:30 – 2:30 pm

Luncheon for Golfers

2:00 – 8:30 pm

Attendee Registration

Conference bag sponsored by



Hotel card key sponsored by



2:30 – 5:30 pm

On-Site Live Inspection - Specialty Equipment Showcase

Sponsored by



On-Site Live Inspection includes guided professional inspections by qualified service providers. Inspection will consist of the following:

- Identify key spec's
- Uncover pertinent maintenance issues
- Discuss areas of risk
- Review return language and residual values

The following companies are providing equipment for this showcase:



Sunshine Equipment Group LLC



6:00 – 8:30 pm

Opening Reception/Exhibits Open

Sponsored by



impulsetechnology

Monday, February 11

7:30 – 8:45 am

General Breakfast

Newcomer Breakfast

Exhibits Open

8:45 – 9:00 am

Welcoming Remarks

Speaker:

CHRISTOPHER J. CONDON

Chair, ELFA Equipment Management Committee
President, Dover Management Group, Inc.

9:00 – 10:30 am

State of the Industry Report

What's Hot, What's Not in Equipment Leasing for 2008

Presenters:

WILLIAM H. VERHELLE

Chairman, Equipment Leasing and Finance Association
Chief Executive Officer, First American Equipment Finance

CARL C. CHRAPPA

President, Independent Equipment Company

10:30 – 10:45 am

Break

10:45 am – Noon

Concurrent Sessions

• Renewable Energy

Moderator:

LAUREN HILL

Senior Vice President
Mesirow Financial Consulting

Presenters:

PAUL BENT

Principal
The Alta Group

KRISTINA PEKAREK-WHILHITE

Senior Associate
Mesirow Financial Consulting

• Trucks/Trailers

This session will review the following: carrier performance and the economy in 2007- 2008; financial characteristics of large fleets; new and used equipment demand; trade cycles for trucks and trailers; the next "pre-buy" of 2009;

pending changes to the "hours of service" (HOS) laws; HOS impact on equipment; pending 2010 Emission Standards and the effect on equipment.

Moderator: JAY CARON
President
Bee-line Corp.

Presenter: MARTIN LABBE
President
Martin Labbe Associates, LLC

• **Refurbished Medical Imaging Equipment - Not Your Father's Oldsmobile**

The worldwide Healthcare marketplace and the impact of reduced reimbursements, a devalued US dollar and the DRA: An industry comes of age just in time!

This session will address what the impact of pre-owned and refurbished equipment has had on the major OEMs and the secondary market. The maturity of the secondary market has helped to sustain good quality equipment for good value. Speakers will also discuss how the independent remarketing companies have become more progressive through turnkey projects, financing, installations and service plans.

Moderator: ROBERT J. MERCOGLIANO
Vice President, Asset Management
Siemens Financial Services

Presenter: BRUCE L. BLOCK
President
Block Imaging International, Inc.

• **Basics of Equipment Management – Session I**

Learn fundamental equipment management techniques including residual setting, appraisals, inspections, and remarketing.

Presenters: DENNIS A. BOLTON
Managing Director
Wachovia Equipment Finance

BIX WEIR
VP, Equipment Management
GATX Capital Corporation

Noon – 12:30 pm

Buses Load for Off-Site Tours

Box Lunches for All Attendees

12:30 – 4:30 pm

Off-Site Tours

Pre-Registration Required – Please Read Carefully!

• **Miami/Dade Port Tour**

The Miami/Dade Port is one of South Florida's busiest seaports and home to cruise ships, break bulk, roll on, roll off service and intermodal container shipments. New Depart-

ment of Homeland Security systems will be in place and a breathtaking tugboat cruise is in the works. Limited to 50 guests, attendees must comply with the advance registration and security requirements of the port. Security forms will be provided to all registered guests which must be completed in advance of the conference and approved in order to board the bus for the tour. Long pants, closed toe shoes (no sneakers). If not a U.S. citizen, a passport is required. The OHS and Miami Port Security reserve the right to reject any person from the tour. **Must reserve your spot no later than Monday, January 7, 2008.**

Tour and transportation sponsored by



Coordinator: JAY CARON
Bee-Line Corp.

• **Limestone Quarry Tour**

The Quarry Tour will take place at White Rock Quarries. This facility produces high-quality limerock (also known as limestone), which is mined at this location and is used as construction aggregate throughout Southern Florida. The quarry and associated facilities are one of the largest in the nation. Attendees will observe the operation of high capacity mining and material processing equipment. The tour will highlight major pieces of equipment, typical useful lives, maintenance requirements and other aspects unique to the mining industry. As time permits attendees will also tour the equipment repair facility. Hard hats and eye protection will be provided and each attendee will receive required pre-tour training at the conference site prior to boarding the bus for the tour. Guests should wear appropriate clothing and shoes (i.e. long pants, closed toe shoes—no sneakers). Limited to 50 guests.

Tour and transportation sponsored by Craig and Associates



Coordinator: MARK CRAIG
Craig and Associates

• **Corporate Aircraft Tour**

Participants will travel to Fort Lauderdale Executive Airport where they will tour Presidential Aviation's maintenance facility. The tour will focus on identifying common inspection points and their relationship to appraised value. Also included will be an overview of aircraft logs/documentation, and maintenance and return issues. The actual aircraft to be inspected will likely be a Gulfstream, Challenger, Falcon or Hawker-type jet. Presidential Aviation is one of the nation's largest charter operators with a large fleet of available corporate aircraft. ACI Aviation Consulting is a leading consultant in the aircraft valuation, inspection and appraisal field and publisher of the Airliner Price Guide. TSA requires that all attendees must have a photo ID with them at all times, valid driver's license or passport. Limited to 50 guests.

Tour and transportation sponsored by 

Coordinators: HERB WAGERS
KIM ESPOSITO

Presenters: NIGEL ENGLAND
Director of Maintenance
Presidential Aviation

QUENTIN BRASIE
Chairman & CEO
ACI Aviation Consulting

BOB COWGILL
Vice President
ACI Aviation Consulting

• Atlas Paper Mill Tour

This plant produces tissue grade paper from recycled waste paper. The waste paper is cleaned, de-inked and re-pulped to furnish several tissue machines that produce tissue utilized for the production of toilet paper, kitchen towels and hand towels as well as napkins. Atlas Paper also converts the mill rolls into the finished products. Attendees will witness waste paper recycling, pulping and mill roll paper production, as well as printing and converting. The tour will highlight major pieces of equipment, typical useful lives, maintenance requirements, and other aspects unique to the paper processing industry and equipment. As time permits attendees will also tour the machine shop. Hearing protection and eye protection for each attendee will be provided and each attendee will have to sign a written release from liability prior to entering the plant. No photos will be allowed during the tour. Guests should wear appropriate clothing and shoes (i.e. long pants, closed toe shoes—no sneakers). Limited to 50 guests.

Tour and transportation sponsored by 

Coordinator: CHRISTOPHER J. CONDON
Dover Management Group, Inc.

Speakers: WALTER DEAN
Dean Machinery

JAMES WHITE
Dean Machinery

4:30 pm

Buses Return from Off-Site Tours

6:00 – 8:00 pm

Hosted Reception/Exhibits Open

Sponsored by 

Tuesday, February 12

7:30 – 8:30 am

Continental Breakfast

Exhibits Open

8:30 – 8:45 am

Review of First Day/Announcements

Presenter: CHRISTOPHER J. CONDON
Chair, ELFA Equipment Management Committee
President, Dover Management Group, Inc.

8:45 – 10:00am

Economic Update

Speaker: MARKUS SCHOMER
Global Economic Strategist
AIG Investments



10:00 – 10:30 am

Break

10:30 am – Noon

Concurrent Sessions

• Construction

A comprehensive overview of the construction industry with a focus on global markets and major manufacturer product developments. Topics such as informational produce availabilities will be covered.

Moderator: GREG OWENS
CEO
IronPlanet

• Marine Finance: When Do We Start the Depreciation Clock?

Strong demand for marine transportation assets has led to exponential increases in used values and new-build costs. Supply side factors such as raw materials, shipyard capacity, and available crew labor add further complexity to the value equation. Prices are higher than they have been over the past five years – yet this does not preclude the possibility that they will go even higher. Industry experts will examine this topic and relevant factors contributing to vessel valuation. They will offer their perspective and insight as to what the future may hold and how to mitigate future risks.

Moderator: WILLIAM H. TEFFT
Vice President, Asset Management
CIT

Speakers: TIM COLTON
Principal
Maritime Business Strategies, LLC

PETE MERRILL
Owner
Merrill Marine Services

• Fundamentals of Asset-Based Lending

Asset-Based Lending (financing involving accounts receivable, inventory, equipment, and real estate as collateral) continues to grow as an attractive alternative to other forms of financing. In an ever more restrictive leasing environment, more and more traditional leasing companies are recognizing that such product diversification will be critical to future success. Enhance your understanding of ABL and position yourself as a value-added resource that will help your organization maximize all forms of financing volume.

Speakers: RICHARD T. FERRON, ASA
Senior Vice President
AccuVal Associates, Incorporated
ROBERT C. GOODE
Senior Vice President - Asset Services
GE Corporate Lending

• Accounting/Regulatory & Advanced Portfolio Management

Session will explore the impact to Asset Management on new/proposed accounting/regulatory changes (Basel II, IASB/FASB, Evergreen Renewals, etc.) and best practices to consider in complying with the new requirements. Advanced portfolio topics relating to residual forecasting, inspections, residual realization, and managing exposure will be discussed as well.

Moderator: MARK BELEC
Director
Third Pillar Systems

Presenter: WILLIAM J. BOSCO, JR.
Consultant
Leasing 101

Noon – 1:30 pm

General Luncheon

Women in Leasing Luncheon (registration preferred)

1:30 – 2:45 pm

Concurrent Sessions

• Advanced Remarketing (Basics of Equipment Management II)

This session will address the following: notifying lessees of their end-of-lease options at the start of their notification window, balancing end-of-lease gains with new business opportunities, and the struggles of managing multiple end-of-lease strategies created by multiple vendor and private label lease portfolios.

Presenters: DAVID J. KOVACS
Senior Vice President - Operations
Co-Activ Capital Partners

GLEN GRAY
President
Gray Machinery Company

• Helicopters

With the recent growth in the general aviation marketplace of these non-fixed wing aircraft, many equipment managers are seeing more helicopter transactions come across their desk. This asset class presents a unique challenge to the equipment manager: how do you account for flight hours on the components? what are the drivers of this quirky market? how do you estimate the impact on the residual value? what are the secondary markets like? where do *Blue Book* values really come from anyway? This session will provide an overview of the general helicopter marketplace (e.g. uses, manufacturers, secondary market activity) along with a discussion of the issues to consider in valuing helicopters for present and future values.

Moderators: HERB WAGERS

CHRISTOPHER J. CONDON
President
Dover Management Group, Inc.

Presenter: SHARON DESFOR, ASA
President
Helivalu\$, Inc.

• What's New in Material Handling - A Dual Perspective

Attend a dual perspective presentation and discussion - used lift truck dealer and lift truck lessor. Topics will include changes in battery and lift truck technologies; effects of EPA emissions regulations on the material handling equipment industry segments; inflationary/deflationary pricing trends impacting your lease portfolio; and return and maintenance provision suggestions from the pros.

Moderator: JANE RETHMEIER
Director
Mishawaka Leasing

KIM ESPOSITO

Presenters: DAVE BRAUN
Vice President
Russell Equipment

DANIEL ANTHONY LUONGO, JR.
Equipment Evaluation Specialist
De Lage Landen Financial Services

ROBERT RUSSELL
President
Russell Equipment Company

• Drilling Rigs: Boom or Bust?

Finance activity for land-based drilling rigs has increased dramatically over the past several years. Attendees will develop an understanding of the component parts of a land-based drilling rig, how rigs operate, and characteristics that make rigs more or less desirable and/or valuable. The session will also examine factors contributing to the current

demand for rigs and what may change demand in the future. Other topics covered include domestic (legacy) rigs versus foreign manufactured rigs, analyzing the age of a rig, evaluating rig equipment for lease transactions, and projecting future values of drilling rigs.

Moderator: WILLIAM H. TEFFT
Vice President, Asset Management
CIT

Presenter: MEL LOWMAN
President
M.E.L. Valuations, Inc.

2:45 – 3:00 pm Break

3:00 – 4:15 pm Concurrent Sessions

• Trends and Developments in the Rail Industry

This session will provide an overview of the current railroad market including reviewing market share, current trends and issues in capital expenditures, changing business models and government regulation. The various equipment types, fleet demographics and issues and developments influencing their value and useful life will also be reviewed.

Moderator: DENNIS A. BOLTON
Managing Director
Wachovia Equipment Finance

Presenter: ROBERT BLANKEMEYER
Vice President - Acquisitions
First Union Rail Corporation

• Machine Tools

The machine-tool industry is a vital sector of U.S. manufacturing. Machine tools—which cut and form metal—are essential for reproducing the technologies required in an industrial economy. The session will focus on the current market environment and future industry outlook.

Moderator: DAVID J. KOVACS
Senior Vice President - Operations
Co-Activ Capital Partners

Presenter: JOHN ANTIGNANI
Executive Vice President
Marubeni Citizen-Cincom Inc.

• Winery Equipment

Learn about the equipment used to create your favorite wines including tanks, bottling lines, corkers, dryers, presses, and barrels.

Presenter: BIX WEIR
VP, Equipment Management
GATX Capital Corporation

• Portfolio Acquisitions

This session will address the following issues related to portfolio acquisition/due diligence: residual/pricing challenges, potential conflicts to internal corporate policies, timing of conversion to back office application, how to verify if seller (i.e. residuals positions, etc.) has competent equipment department, along with general best practices.

Moderator: MARK A BELEC
Director
Third Pillar Systems

Presenters: KIM ESPOSITO
Vice President
Banc of America Leasing

DONALD ORAM
Vice President
Wells Fargo Equipment Finance

6:00 – 9:00 pm

Hosted Closing Dinner and Entertainment Casino “Doral”

Come join your friends and colleagues for an evening of fun and games at our Casino Night. Try your hand at blackjack, craps, roulette and poker to have a chance to win great prizes. This promises to be an evening to be remembered so don't miss out – be there at the “Casino Doral!”

Sponsored by:





2008 Equipment Management Committee

Christopher J. Condon

Committee Chair

President, DOVER MANAGEMENT GROUP, INC.

Mark A. Belec

Director, THIRD PILLAR SYSTEMS

Dennis A. Bolton

Managing Director, Asset Management Group
WACHOVIA EQUIPMENT FINANCE

Jay Caron

President, BEE-LINE CORP.

Carl C. Chrappa

President, INDEPENDENT EQUIPMENT COMPANY

Mark A. Craig

Principal, CRAIG & ASSOCIATES

Kimberly Esposito

Robert Goode

Senior Vice President, Asset Services
GE COMMERCIAL FINANCE

John Gougeon

National Accounts Manager
IRON PLANET

Lauren Hill

Director, Structured Finance
NAVIGANT CONSULTING

David J. Kovacs

Senior Vice President-Operations
CO-ACTIV CAPITAL PARTNERS

Robert J. Mercogliano

Vice President, Asset Management
SIEMENS FINANCIAL SERVICES

Donald Oram

Vice President, WELLS FARGO
EQUIPMENT FINANCE

Jane Rethmeier

Director, MISHAWAKA LEASING

Steven M. Robbins

Vice President, Asset Management
ALL POINTS CAPITAL

William H. Tefft

Vice President, Asset Management
CIT EQUIPMENT FINANCE

Herb Wagers

Bix Weir

Committee Chair-Elect

Vice President, Equipment Management
GATX CAPITAL CORPORATION

Become an Exhibitor at the 2008 Equipment Management Conference & Exhibition! Do you want to reach over 400 Asset Managers?

For information on how your company can exhibit at this conference, contact Royann Holland by phone (202) 238-3423 or by email rholland@elfaonline.org

Exhibitors as of November 19, 2007:

Action Machinery
Atlas International Lift Trucks, Inc.
Canvas Systems
Dean Machinery International
Decker Forklifts
Equipment Placement Services, Inc.
Forklift Exchange, Inc.

Hunyady Auction Company
Impulse Technology, LLC
IronPlanet
J.J. Kane Auctioneers
The Monitor
Nassau Asset Management
Premier Lease & Loan Services

Richie Bros. Auctioneers
Ross International
RTR Services
Taylor & Martin
Wulff Enterprises, Inc

Registration and General Information

Please register as far in advance as possible. Register by **Monday, February 4, 2008** to ensure that your name appears on the list of attendees. *Please note:* you may also register for this conference via the Internet at ELFA Online – <http://www.elfaonline.org>

Registration Fees

Individual: ELFA Member (1st Person):	\$995
Each additional ELFA Member representative:	\$895
First Time Attendees* (ELFA members only):	\$800
Non-Members:	\$1,990
Spouse/Companion Fee:	\$175
Committee Member or Speaker Fee (attending entire conference):	\$550
Speaker Fee (if attending day of presentation/ one day only):	waived
Golf:	\$250

*First Time Attendees from ELFA member companies! Reduced Registration Fee!

If you are employed by an ELFA member company and have never previously attended the ELFA Equipment Management Conference & Exhibition, then you may be able to register for this year's Forum at 20% off the regular ELFA member fee, which is \$800, or a savings of \$195! Please note: This special savings is available only if one additional person from your company is attending at the regular ELFA member rate of \$995.

Non-Members: Please read carefully.

Non-members are welcome to attend this conference and must register at the non-member rate. In addition, if you are employed by a company that has not renewed its membership in the ELFA, you must wait one year to attend this conference as a non-member.

Speaker/Committee Registration Fee and Fee Policy

All speakers and committee members must complete and return the registration form. Speakers attending the entire conference pay half the registration fee (In this case \$550). The fee is waived for speakers who are attending only on the day of their presentation. Committee members, regardless of length of stay at the conference, pay half the registration fee (\$550). Please make sure you check the appropriate box on the registration form. If you have questions regarding these policies, please contact Racquel Codling at (202) 238-3414 or rcodling@elfaonline.org

Spouse/Companion Fee

A spouse/companion attending any portion of the conference or social functions must be registered and must pay the spouse/companion fee (\$175). Please mark the appropriate box on the registration form. If your spouse/companion is employed in leasing and wishes to attend any portion of the conference, the full attendee (member/nonmember) registration fee is due.

Get Credit Towards Your ASA Re-Accreditation

Attendees to this conference may obtain credit toward their American Society of Appraisers (ASA) re-accreditation requirements.

Get Credit Toward Your Certified Lease Professional (CLP) Designation

Attendees who possess the Certified Lease Professional (CLP) designation are required to maintain that designation in a variety of ways, including teaching and attending leasing and finance-related events. If you have your CLP and wish to get credit for attending or teaching at this conference, please contact Cindy Spurdle at 610-687-0213 or cindy@clpfoundation.org. If you wish to learn more about the CLP, please contact Cindy Spurdle at the phone or email listed here.

Golf

There will be a golf tournament on Sunday, February 10, 2008 beginning at 8:00 am (shotgun start) on the Red course. If you are interested in playing in the golf tournament, please check the appropriate box on the registration form and include your \$250 tournament fee. The fee includes green fees, cart, taxes, and the luncheon immediately following golf tournament. Note: No refunds for golf cancellations will be made after Friday, January 25, 2008. To put together or join a foursome, visit the online registration page at www.elfaonline.org/pub/events/2008/EMC/Golfpairings.cfm

Off-Site Tours – Please review brochure copy for complete details Monday, February 11, 2008

12:30 – 4:30 pm

A unique opportunity to visit with the experts and experience the equipment in a real-world setting. Four tours have been planned: Port of Miami Tour; Limestone Quarry Tour; Corporate Aircraft Tour; Atlas Paper Mill Tour. Box lunch provided with tour.

Important Information about the Off-Site Tours

Every tour requires that you have with you a photo ID, either a driver's license or valid passport. The Port of Miami maintains strict security regarding visitors, so pre-registration is mandatory. You will be asked to complete in advance a security form as part of this pre-registration process. **Forms must be completed and returned no later than Monday, January 7, 2008.** Those going on the Limestone Quarry Tour will be provided hard hats and eye protection. You will also undergo a short training exercise in preparation for the site visit. The Corporate Aircraft Tour showcases Presidential Air charter service. The Paper Mill Tour will demonstrate three stages of paper processing.

Each tour has limited capacity, so pre-registration is mandatory. Should a tour become full, a wait list will be maintained on a first-come, first-served basis. Be sure to check the box of the tour you wish to attend on the attached registration form.

Other Special Events

Newcomer Breakfast (pre-registration suggested)

On Monday, February 11th from 7:30 – 8:45 am a special newcomer breakfast is scheduled to help first time attendees connect with others and make some new contacts. Please register in advance on the registration form.

Women in Leasing Luncheon (pre-registration suggested). On Tuesday, February 12th from Noon – 1:30 pm a Women in Leasing Luncheon is scheduled. Please register in advanced on the registration form.

Mail-In-Address – Please Review Carefully

- 1) For check or credit card payments, mail to: Equipment Leasing and Finance Association, Inc. PO Box 34733, Alexandria, VA 22334-0733.
- 2) If you are using express mail to register for this conference, please mail to: ELFA, 1825 K Street, NW, Suite 900, Washington, DC 20006-1203.

Register On-Line

Visit ELFA Online at www.elfaonline.org for information about this and other educational programs. Go to the Events & Training section for details on the agenda, speakers, location and registration information. You can register directly on-line via American Express, MasterCard, Discover, Diners Club or VISA on our secure server. You will receive a confirmation from the website.

Register By Fax

You may also fax your completed registration form to ELFA at (202) 478-0980. Please be sure to include the appropriate credit card information. An email confirmation will be sent to you.

Cancellations & Substitutions

Cancellation Policy

- Full Registration Fee Refunded: Cancellations must be received no later than **Monday, January 28, 2008.**
- Refund minus \$100: Between **Tuesday, January 29, 2008 and Friday, February 1, 2008**, a \$100 service fee will be applied to your cancellation request.
- No refunds of registration fees will be given for cancellations received on or after **Monday, February 4, 2008.**
- No golf fee refund after **Friday, January 25, 2008.**

Please Note: Cancellations by telephone will be accepted, but must be followed up with a letter that includes the name of the ELFA staff member who accepted the cancellation. This letter may be:

- a. mailed to Morinia Scott at ELFA Headquarters: 1825 K Street, NW, Suite 900, Washington, DC 20006-1203.
- b. faxed to (202) 478-0980, Attn: Morinia Scott, or
- c. emailed to Morinia Scott at mScott@elfaonline.org

Registration and General Information

Substitutions

Substitutions for the entire program may be made at any time including on-site registration.

Photographs Taken at the Conference – Please Note the Following:

Photographs of speakers and attendees may be taken at this conference. These may appear in ELFA publications or on the ELFA website. By registering for this conference, you authorize ELFA the right to use any photographs taken of you during the course of the Equipment Management Conference and Exhibition.

Membership Information

If you are interested in joining ELFA, please call ELFA Member Services at (202) 238-3418, or check the appropriate box on the registration form.

Exhibitor Opportunities

An exhibition is held in conjunction with this conference. If you would be interested in obtaining more information about exhibiting, contact Royann Holland at (202) 238-3423 or rholland@elfaonline.org

Sponsorship Opportunities

Sponsoring events and functions at ELFA meetings provides excellent exposure for your company. Contact Sally Maloney at smaloney@elfaonline.org or (202) 238-3427 if you are interested in sponsoring any of the conference events.

Below is a list of the sponsorship opportunities at the ELFA Equipment Management Conference & Exhibition:

Networking Events

Continental Breakfast (Mon or Tues)	\$3,000/each
Luncheon (Mon or Tues)	\$5,000/each
Women in Leasing Lunch	\$4,000
Reception (Sun or Mon)	\$7,500/each
Reception/Dinner (Tues)	\$10,000
Cordials & Cigars (Sun)	\$6,000

Specialty Vehicle Showcase

Individual Equipment	\$6,000
	\$350/each

Offsite Tours

Buses	\$850/each
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Golf Tournament

Individual Holes	\$500
Long Drive	\$600/each
Continental Breakfast	\$3,000
Golf Luncheon	\$3,500
Hospitality Cart	\$8,000

Sponsorship Benefits

- Recognition (your logo) in all promotional materials and the final program
- Recognition (your logo) on the ELFA website with a link to your website
- Recognition onsite at the Opening General Session
- Signage at the Conference
- Pre/Post roster in Excel Format
- Sponsor ribbon
- Right of "first refusal" for the same event/item the following year (good for one year)
- Company description and contact information included in onsite attendee packets
- Recognition as a sponsor in ELT
- Event Sponsorships of \$5,000 or more receive 2 complimentary passes to the event they sponsor
- Event sponsorships of \$10,000 or more receive 1 complimentary conference registration

Remember to contact Sally Maloney at smaloney@elfaonline.org or (202) 238-3427 if you are interested in sponsoring any of the conference events or items.

Inquiries

If you have a question about this conference not related to registration, please call ELFA Professional Development at (202) 238-3400.

Email for registration inquiries:

msscott@elfaonline.org

(Note: no registrations can be made by telephone)

Email for conference brochure:

jfianko@elfaonline.org

Hotel Information

A block of rooms is being held for attendees of the 2008 Equipment Management Conference at The Doral, 4400 N.W. 87th Avenue, Miami, Florida 33178. A special conference rate of \$280+ 13% tax, single/double occupancy is offered to attendees. There is a daily \$16 Resort fee that includes bell staff gratuities and in-room high speed Internet. Check in time is 4:00 pm, and check-out time is 11:00 am. Please call the hotel directly at **(800) 399-7651 or (305) 592-2000 before January 18, 2008** to ensure the conference rate. Be sure to tell the reservations clerk you are attending the ELFA Equipment Management Conference in order to get the group rate. Reservations made after the January 18 cutoff date are based on availability and may be at a higher rate.

To help you plan your stay, the conference begins on Sunday, February 10th at 2:30 pm and ends with a closing dinner on Tuesday, February 12th.

Hotel keys sponsored by Nassau Asset Management

Getting There

Doral is conveniently located near two international airports. Miami International (MIA) is just 7 miles west of the hotel, taxis \$27 and Fort Lauderdale International (FLL) is 38 miles south, taxis \$70. Rental cars are also available.

Conference Registration Form

Please complete and return this registration form and mail with payment to: Equipment Leasing and Finance Association, Inc. PO Box 34733, Alexandria, VA 22334-0733. If you are registering using Express Mail, send completed conference registration form and check to ELFA, 1825 K Street, NW, Suite 900, Washington, DC 20006-1203.

Please note: you may also register for this conference via the Internet at ELFA Online at www.elfaonline.org

Registration Fees*:

ELFA Member (1st person):	\$ 995
Each additional ELFA Member representative:	\$ 895
First Time Attendee Fee*:	\$ 800
Non-Member:	\$1,990
Spouse/companion Fee:	\$ 175
Golf:	\$ 250
Speaker Fee—attending entire conference:	\$ 550
Speaker Fee—if attending day of presentation/one day only	waived
Committee Fee:	\$ 550

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Please use one form per registrant: copy form for additional registrations. To ensure your name appears on the list of attendees ELFA must receive your registration form and payment no later than Monday, February 4, 2008.

NAME _____

NICKNAME FOR BADGE _____

TITLE _____

COMPANY _____

ADDRESS _____

CITY/STATE/ZIP _____

TELEPHONE _____ FAX _____

E-MAIL ADDRESS _____

Spouse/Companion Option

Yes, I would like to bring a Spouse/Companion for an additional fee of \$175.

Spouse Name: _____

Spouse Nickname for Badge: _____

Off-Site Tour, Monday, February 11, 2008

Space limited! Pre-registration is mandatory. Should a tour become full, a wait list will be maintained on a first come, first served basis. Please check the box of the tour you wish to attend. Do not select more than one tour. For complete details on each tour, please refer to the Registration and General Information page.

- Port of Miami Tour (limited to 50)
- Limestone Quarry Tour (limited to 50)
- Atlas Paper Mill Tour (limited to 50)
- Corporate Aircraft Tour (limited to 50)

- Yes, I'm interested in becoming a **sponsor** at this conference.
Please contact me.
- Yes, I'm interested in **exhibiting** at this conference. *Please contact me.*
- Yes, I would like information about my company becoming a **member of ELFA**

Golf:

Yes, I will be participating in the ELFA Golf Tournament on Sunday, February 10, 2008 beginning at 8:00 am (shotgun start). I am enclosing \$250 with my registration fee for this purpose. No refunds for golf cancellations will be made after Friday, January 25th, 2008. To put together or join a foursome, visit the online registration page at www.elfaonline.org/pub/events/2008/EMC/Golfpairings.cfm

Newcomer Breakfast/Women in Leasing Luncheon:

- Yes, I will be attending the Newcomers Breakfast on Monday, February 11, 2008 at 7:30 am. (first time attendees only)
- Yes, I will be attending the Women in Leasing Luncheon on Tuesday, February 12, 2008, at 12:00 Noon.

Please note the following:

By registering for this conference you authorize ELFA the right to use any photographs taken of you during the course of the Equipment Management Conference and Exhibition. Photographs may be used in promotional materials or stories that appear in professional publications.

Credit Card Reservations:

FAX this form to (202) 478-0980 Attn: Meetings Dept.

- VISA Mastercard Amex Discover Diners Club

Total Amount to be charged \$ _____

Card Number _____ Exp. Date _____

Name on card (PLEASE PRINT) _____

Signature _____

Help Us Understand What You Want From Your Association!

To ensure that ELFA focuses its efforts and resources on what you do, please complete the following two sections. *Note:* Registration for this conference cannot be completed without this information.

Section I.

I am primarily involved in the following market (*choose one*)

- Small Ticket** – Transactions under \$250,000 either individually or through lines
- Middle Market** – Transactions between \$250,000 and \$5 million either individually or through lines
- Financial Institutions** – Financial services companies (commercial banks, investment banks, multi-line finance companies) engaged in middle market and large ticket sectors
- Captive & Vendor Program** – Vendor and manufacturer support activities either as a third party or captive organization
- Service Provider** – All Associate members of ELFA. Primarily involved in providing legal, accounting, software and systems support, as well as other specialized professional services

Section II.

My Primary Job Function and Areas of Interest (*Choose no more than three*)

- | | | |
|--|---|--|
| <input type="checkbox"/> Accounting (AC) | <input type="checkbox"/> Documentation (DM) | <input type="checkbox"/> Recruiter (RC) |
| <input type="checkbox"/> Administrative (AD) | <input type="checkbox"/> Equip. Mngmt. (EM) | <input type="checkbox"/> Research (RE) |
| <input type="checkbox"/> Appraisals (AP) | <input type="checkbox"/> Human Resources (HR) | <input type="checkbox"/> Sales (SA) |
| <input type="checkbox"/> Asset Manager (AM) | <input type="checkbox"/> Insurance (IN) | <input type="checkbox"/> Syndications (SN) |
| <input type="checkbox"/> Broker (BR) | <input type="checkbox"/> Legal (LG) | <input type="checkbox"/> Tax (TX) |
| <input type="checkbox"/> Business Development (BD) | <input type="checkbox"/> Marketing (MK) | <input type="checkbox"/> Training (TG) |
| <input type="checkbox"/> Collections (CO) | <input type="checkbox"/> Mergers & Acquisition (MA) | <input type="checkbox"/> Treasurer (TR) |
| <input type="checkbox"/> Corporate Executive (CE) | <input type="checkbox"/> MIS (IT) | |
| <input type="checkbox"/> Consultant (CT) | <input type="checkbox"/> Municipal (MU) | |
| <input type="checkbox"/> Controller (CN) | <input type="checkbox"/> Operations (OP) | |
| <input type="checkbox"/> Credit (CT) | <input type="checkbox"/> PR/Communications (PR) | |

Confirmations will be forwarded after registrations are received and processed.

For Office Use Only

Account #4110-0305000

Date _____ Approval Code _____ Amount _____