



**National Portable  
Storage Association**

# **NATIONAL PORTABLE STORAGE ASSOCIATION**

## **SPRING SEMINAR**

**2010 LOCATION:** Hilton Virginia Beach Oceanfront  
**April 26-27** 3001 Atlantic Avenue  
Virginia Beach, VA 23451  
[www.hiltonvb.com](http://www.hiltonvb.com)  
**Reservations: 1-800-HILTONS (800/445-8667)**  
**International & Direct Dial: 1-757/213-3000**

***SEMINAR INFORMATION ENCLOSED***



National Portable  
Storage Association

# NATIONAL PORTABLE STORAGE ASSOCIATION

Dear Members, Spouses & Guests:

Enclosed is the preliminary information for the upcoming Spring Seminar of the National Portable Storage Association. We are developing an overall event that will promote learning, business opportunities, networking and camaraderie amongst all participants. It is our goal to provide an eventful conference that presents pertinent educational programs and facilitates the exchange of ideas between members, sponsors, exhibitors and guests.

We encourage you to review the information in this conference packet and to confirm your participation. We expect to maximize all the space we were able to secure from the Hilton Hotel and recommend that you secure your accommodations early. To ensure your reservation, please return the registration forms at the end of this packet and make your hotel reservations as soon as possible.

Please contact us with any questions you may have concerning this program or the association. Updated information and a full conference program will be available at the registration booth during the conference. We look forward to welcoming you to Virginia Beach!

Very truly yours,

John Finnessy  
Executive Director

Joel Rathbone  
Operations Manager

# NPSA ANNUAL CONFERENCE PACKET

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## **TRAVEL INFORMATION**

### ***How Do I Get There .....***

The following link will take you to the Hilton Virginia Beach Oceanfront Hotel web site  
<http://www.hiltonvb.com>

Information on the local area is also available at [www.vbfun.com](http://www.vbfun.com)

### **Airport Location**

Norfolk International Airport (ORF) is conveniently located just off Interstate 64 in Norfolk, Virginia. Take exit 279 and follow Norview Avenue to the airport's entrance.

**Norfolk International Airport serves Norfolk, Virginia Beach, Chesapeake, Portsmouth, Newport News, Hampton and Williamsburg.**

Rental cars, taxi service and airport shuttle are available.

Airport shuttle is operated by Carey Transportation. Rates are \$39 (one way).  
[http://www.onetransportationsolution.com/norfolk\\_rates.html](http://www.onetransportationsolution.com/norfolk_rates.html)

Norfolk is the closest airport but you have additional options of Richmond, VA and Washington, D.C.

A program on the Internet such as [www.mapquest.com](http://www.mapquest.com) may also be helpful in planning your overall trip.

### ***Is transportation available from the Airport to the Hotel ...***

There are a variety of transportation methods available from the Norfolk airport. Norfolk (ORF) is the closest airport to Virginia Beach.

For shuttle and other transportation information please visit: <http://www.norfolkairport.com>

Airport shuttle is operated by Carey Transportation. Rates are \$39 (one way). Additional passenger in the same party is \$5.  
[http://www.onetransportationsolution.com/norfolk\\_rates.html](http://www.onetransportationsolution.com/norfolk_rates.html)

### ***Do I need a rental car ...***

Not required, but would probably come in extremely handy. There is much to do in the local area and it is easier to coordinate your travel to/from the regional airports.

## **HOTEL INFORMATION**

### ***How do I make Hotel Reservations...***

For room reservations, please contact the hotel directly. The Hilton reservation number is 800-HILTONS (800/445-8667) or Direct Dial: 1-757/213-3000. Make sure you identify yourself as attending the conference for the National Portable Storage Association. Reservations must be made by March 20, 2010. The group room block will be released after this date and *we will not be able to guarantee you a room or if you are able to get a room, you are subject to the regular hotel rate and not the group room rate.*

All reservations require a one night's deposit, plus tax, by check or credit card for each room reserved. Credit card deposits will be processed at the time the reservation is made. The hotel will send you a written confirmation as guarantee.

Check-in time is 3:00 p.m. You must check out no later than 11:00 a.m. to avoid additional charges. Arrangements for baggage storage can be made for earlier arrival or departures.

Send in your completed registration form, along with payment now to the NPSA offices to obtain the early registration discount! We accept credit cards, checks drawn on a US Bank, or wire transfers. ***We do not invoice for registration fees: payment must accompany the form.***

**Please note: Co-workers or individuals involved in the industry may not be included in the Spouse category.** They must complete a separate registration form to attend. The Spouse category is designed for an attendee who does not participate in the industry, but is attending with someone who does.

**NON-MEMBERS** may join the NPSA now and save. Circle that you would like to join on the registration form, then register at the member rate! **Save up to \$350** on your conference registration fees. Membership dues are effective for twelve months, with automatic renewal on your anniversary date.

Registration fee entitles attendance at all meal and meeting functions listed in the Schedule of Events. Member Early Bird \$50 Discount registration deadline is March 20, 2010. Any member registrations received after that date will be charged the regular conference fee.

***Note: If you do not register in advance, you will be charged an additional \$75 for a walk-up registration.***

### ***What is the Conference Room Rate ...***

The room rate for the Conference is \$129/nt plus tax.

***Payment Information...***

Conference fees are payable to the NPSA by American Express, Visa, Master Card, check, money order or wire transfer. Remember, member \$50 Early Bird discount deadline is 3/20/10. **Day of event/walk- up registrations will be charged an additional \$75 fee.**

Send payment with registration form to:

Fax with credit card information to: **866/660-4210**

- OR -

Mail/Express Mail: **NPSA  
3312 Broadway, Ste 105  
Kansas City, MO 64111**

If you wire transfer fees, please contact the NPSA office for wire transfer details.

***What should I pack...***

The weather in the Virginia Beach area at the end of April can be very accommodating, typically around 70 degrees. Additionally, meeting rooms tend to run on the cooler side so a sweater or light jacket is advisable.

Attire for the conference will be 'business professional.' For men: casual slacks, open collar shirts. For ladies: casual slacks or skirts are appropriate. We request no jeans or shorts at the meetings. Remember, you will be representing the NPSA the entire time you are at the resort.

***Is there Parking available at the resort...***

Yes, ample general parking facilities are available.

## **CONFERENCE INFORMATION**

### ***Conference Activities...***

Conference registration fee payment and nametags are required for admission to each function. Along with the educational programs on Monday, we have scheduled a member visit for Tuesday.

On Tuesday morning we will depart for a yard visit at Mid Atlantic Leasing, one of our local members. At the yard we will have hands on demonstrations and discussions of modifications, locking devices, trailers and other aspects of yard operations.

### ***Substitutions/Cancellations...***

All cancellations must be made in writing prior to April 16, 2010. Cancellations received on or before April 16, 2010 will receive a refund of fees, less a \$100 processing charge. No refunds or credits will be made after April 16, 2010. No telephone cancellations will be accepted unless followed by confirmation in writing. Fax Number: 866/660-4210 or email to john@npsa.org.

The NPSA must provide guaranteed numbers to the hotel no later than April 16, 2010. Once this guarantee is provided the NPSA will be charged for your attendance at all meal functions whether you attend the conference or not. In addition, the NPSA has a room block requirement. Therefore we cannot be flexible on providing refunds or credits, as we will be financially liable to the hotel.

### ***I would like to provide a gift or giveaway ...***

That's great! Please notify NPSA Staff as to what your gift/giveaway is going to be and then ship to the hotel for arrival between April 22 and April 24. See below for shipping information.

### ***What is the Dress Code...***

Attire for the conference will be 'business professional.' For men: casual slacks, open collar shirts. For ladies: casual slacks or skirts are appropriate. We request no jeans or shorts at the meetings. Remember, you will be representing the NPSA during your entire visit.

***I need to ship something to the hotel...***

The NPSA will have an office at the hotel. If you use the following information, the hotel will deliver your packages to the office and we will hold the item for you. You must notify NPSA Staff in advance as to what is being shipped and how many pieces are included in the shipment.

Please ship any items to:

Hilton Virginia Beach Oceanfront Hotel  
National Portable Storage Association  
Hold for John Finnessy  
3001 Atlantic  
Virginia Beach, VA 23451  
1-757/213-3000

Ship to the hotel for arrival between April 22 and April 24

**Member Open House...**

On Tuesday morning we will depart for a visit of Mid Atlantic Leasing, one of our local members. At the yard we will have hands on demonstrations and discussions of locking devices, trailers and other aspects of yard operations.

# NPSA Spring Seminar

## Schedule of Events

### Monday, April 26

Noon – 1:00 pm	Luncheon
12:30 pm – 1:30 pm	Registration Open
1:30 pm – 1:45 pm	Opening Ceremonies & Call to Order <i>Chairman Joe Verdi, A-Verdi Storage Containers</i>
1:45 pm – 2:30 pm	Speaker TBA  LEED – Leadership in Energy and Environmental Design; Eco-Green Trends; Sustainable Buildings
2:30 pm – 3:00 pm	Mr. Marv Johnson, CEO International Equipment Inspections, Inc.  SIR: Structural Integrity Report Survey Reports for Container Building Inspectors
3:00 pm – 3:15 pm	Break <i>Compliments of Box Credit, LLC</i>
3:15 p.m. – 4:15 p.m.	Mr. David Medeiros Rhode Island State Police  DOT Compliance
4:15 p.m. – 5:00 p.m.	Operators Roundtable Discussion: Moderated by Phil Herndon, Container Solutions, Inc.
6:00 pm – 8:00 pm	Depart for Reception Location: Cavalier Country Club <i>Compliments of Textainer Equipment Management</i>

### Tuesday, April 27

8:00 am – 8:45 am	Continental Breakfast
9:00 am	Depart for Mid Atlantic Leasing Hands-On Container Modification discussion & yard tour
11:45 am	Return to Hilton



NPSA Spring Seminar
Hilton Hotel
April 26-27, 2010

CONFERENCE REGISTRATION FORM

(Please make additional copies as needed and return both pages)

COMPLETE ALL REGISTRATION FORMS, indicate your method of payment and mail/fax to:

FAX: 866/660-4210 National Portable Storage Association
3312 Broadway, Ste 105
Kansas City, MO 64111

COMPANY NAME: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_ Fax: \_\_\_\_\_

Please List My Cell Phone on Attendee List: Cell Phone: \_\_\_\_\_

FIRST NAME LAST NAME Please indicate: (M) Member; (N) Non-Member
\_\_\_\_\_ ( )
\_\_\_\_\_ ( )

If you are a nonmember, would you like to join the NPSA and receive the member rate to the conference? YES - See page 5

Is this your first NPSA Conference? YES

Conference/Activity Registration

( ) \$425 NPSA Member OR ( ) \$775 Non NPSA Member
( ) \$150 Spouse/Guest; Name: \_\_\_\_\_

Note: Spouse/Guest cannot be affiliated with the industry to receive this rate.
( ) Open House, Operational Discussions and Tour at Mid Atlantic Leasing on April 27.
Transportation provided. No cost to attendees.

( ) Member Early Registration: Members who register and pay fees by March 20 can deduct \$50 for each member attending from the member registration fees.

\$\_\_\_\_\_ Total Fees to be paid

Note: Day of Event/Walk-up Registrations will be charged an additional \$75 fee

\*Please submit a topic(s) for roundtable discussion - what are you concerned about right now:
\_\_\_\_\_
\_\_\_\_\_
\_\_\_\_\_
\_\_\_\_\_

Hotel reservations must be made by *March 20, 2010*.. The group room block will be released after this date and you will be subject to a higher room rate, if there is a room available. For room reservations, please contact the hotel directly. The Hilton reservation number is 800-HILTONS (800/445-8667) or Direct Dial: 1-757/213-3000. Make sure you identify yourself as attending the conference for the National Portable Storage Association. The room rate is \$129/nt.

*Cancellations/Substitutions:* Must be made in writing and will be subject to a \$100 processing fee. Cancellations received after April 15, 2010 will not be eligible for refund. Substitutions are permitted.

**Payment Information:**

*Please note: (we do not invoice for registration fees, payment must accompany the registration form)*

\_\_\_\_\_ Credit card – **Circle card:** VISA / MC / AMEX

Card Number: \_\_\_\_\_ Exp \_\_\_\_\_/\_\_\_\_\_

**OR**

\_\_\_\_\_ I have attached Check # \_\_\_\_\_ in the amount of \$ \_\_\_\_\_ payable to the National Portable Storage Association.

**OR**

\_\_\_\_\_ Wire Transfer in U.S. Dollars, *include fees* (attach confirmation) – contact NPSA for wire transfer information.

**Special Needs/Requests.** Please indicate any additional requirements you may have:

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**Waiver:** By submitting this or an electronic conference registration I acknowledge that I have read, understand and agree to comply with the policies and procedures expressed in the conference brochure. I hereby indemnify, defend and hold harmless the NPSA, its Staff, Officers, Directors, Exhibitors and Sponsors, for any accident or mishap resulting from my participation in this conference or its activities. I am aware of the risks and expectations associated with participation in these events. I certify that I and/or my guest are physically fit and able to partake in the designated activities. I will not hold NPSA, its Staff, Officers, Directors, Sponsors or Exhibitors liable for any lost or damaged articles, injury, illness or disruption affiliated with these activities or the Annual Conference.