



**National Portable
Storage Association**

NATIONAL PORTABLE STORAGE ASSOCIATION

SPRING SEMINAR & SEA BOX TOUR

2012 LOCATION: Sheraton Society Hill
May 3-4: One Dock Street (2nd and Walnut Streets)
Philadelphia, PA 19106
www.sheraton.com/societyhill
Reservations: 1-800-325-3535
International & Direct Dial: 1-215/ 238-6000

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 have developed 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 Sheraton Society Hill 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 Philadelphia!

Very truly yours,

John Finnessy
Executive Director

Joel Rathbone
Operations Manager

NPSA ANNUAL CONFERENCE PACKET

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<i>(Please fill out and return both pages)</i>	

TRAVEL INFORMATION

How Do I Get There

The following link will take you to the Sheraton Society Hill Hotel web site
<http://www.sheraton.com/societyhill>

Information on the local area is also available at
<http://www.visitphilly.com/?gclid=CLfFgKjm560CFQWFQAodpXtv7Q>

Airport Location

Philadelphia International Airport (PHL) is the most convenient airport.

Rental cars, taxi service and airport shuttle are available.

Ground Transportation - Getting To and From PHL

Taxi Service | Ground Transportation | Trains

Philadelphia International Airport is located just 7.2 miles southwest of Central Philadelphia. The Ground Transportation System at the Airport is an extensive network of taxicab, car rental, shuttle-bus, limousine, and van operations working to get you where you want to go in a safe, courteous and efficient manner. In addition, the Airport also offers SEPTA bus and regional rail service to Downtown Philadelphia and points in between.

[Road Map and driving directions to PHL](#)
[SEPTA CCT](#)

Parking Info - <http://www.philapark.org/findparking/airport.aspx>

[Rental Car Info](#)

Taxi Services

Taxi services can be picked up at Zone 5 on the Commercial Transportation Roadway. All Taxi rates are based per trip, not per person. Most taxis can accommodate up to 3 passengers. In some cases certain vehicle types can accommodate 4 passengers.

\$28.50 Flat Rate from the Airport to the Central Philadelphia Area. This area encompasses Fairmount Ave (most Northern point) to South Street (most Southern point) and Delaware River (most eastern point) to University City/ 38th Street (most Western point). Any destination that falls within these boundaries are eligible for the Center City flat rate.

\$10.00 minimum fare from the Airport to any destination

Other fares based on the meter which based upon entry (flag drop) is \$2.70 and \$2.30 per mile or portion thereof. An additional \$1.00 per passenger (\$3.00 maximum) after the first passenger will be charged on flat rate trips between the Airport and Center City for passengers over age 12.

Credit cards are accepted as a form of payment for taxi service.

Please contact the ground transportation service provider for current pricing.

Ground Transportation Services Location

SEPTA BUS	ZONE 1
RENTAL CAR SHUTTLE	ZONE 2
PARKING COURTESY SHUTTLE	ZONE 3
HOTEL SHUTTLE	ZONE 4
TAXICABS	ZONE 5
LIMOUSINES	ZONE 6
VAN SERVICE	ZONE 7
CHARTER BUS/ COURIERS	ZONE 8

Ground Transportation Service Providers

CENTER CITY	PHONE #
AAA Airport One Direct	(215) 677-3544
American Limo	(484) 368-7041
Atlantic Sedan Service	(610) 659-8513
Lady Liberty	(215) 724-8888
Pennywise Sedan Service	(866) 255-7686
Tropiano	(800) 559-2040

SEPTA - Southeastern Pennsylvania Transportation Authority

The Airport Regional Rail Line offers direct service from Center City Philadelphia to Airport Terminals A-East, B, C, D, E. Trains operate from Center City to the Airport between 4:25 AM and 11:25 PM, and from the Airport to Center City from 5:09 AM to 12:09 AM. [Airport Rail Line Schedule](#)

Fares

- \$7.00 (on-board fare) weekdays for travel 4:00 a.m. to 7:00 p.m.
- \$6.00 (on-board fare) evenings after 7:00 p.m., weekends and major holidays
- \$3.00 additional on-board fare for travel to any SEPTA Regional Rail station beyond Center City weekdays, evenings and weekends

Purchase the One Day Independence Pass for unlimited use of all SEPTA services and PHLASH (May - October) in one calendar day.

For more information, visit www.septa.org/phl or contact SEPTA Customer Service at (215)580-7800 (TDD/TTY: 215-580-7853)

Priority Shuttle

<http://www.priorityshuttle.com/?gclid=CKyL26rplq0CFQQCQAod2AJynw>

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

There are a variety of transportation methods available from the Philadelphia airport.

For taxi, shuttle and other transportation information please visit:

http://www.phl.org/ground_transportation.html

Priority Shuttle

<http://www.priorityshuttle.com/?gclid=CKyL26rplq0CFQQCQAod2AJynw>

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 Sheraton Society Hill reservation number is **800-325-3535** or Direct Dial: **1-215/238-6000**. Make sure you identify yourself as attending the conference for the National Portable Storage Association. Reservations must be made by March 30, 2012. 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 23, 2012. 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 \$179/nt plus tax.

The group rate includes reduced internet access (\$5 vs. \$9.95) and complimentary use of the fitness facility.

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 3/23/12. **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 Philadelphia area at the beginning of May is typically from 60-70 degrees, but could easily run several degrees in either direction. 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, 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 Friday, we have scheduled a member visit for Thursday.

On Thursday afternoon we will depart for a site visit at Sea Box, one of our local members. We will see their cutting edge facilities and engage in discussions of modifications, containers, trailers and other aspects of their operations.

Substitutions/Cancellations...

All cancellations must be made in writing prior to April 20, 2012. Cancellations received on or before April 20, 2012 will receive a refund of fees, less a \$100 processing charge. No refunds or credits will be made after April 20, 2012. 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 21, 2012. 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 30 and May 2. 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...

If you use the following information, the hotel will deliver your packages to us 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:

Sheraton Society Hill Hotel
National Portable Storage Association
Hold for John Finnessy
One Dock Street (2nd and Walnut Streets)
Philadelphia, PA 19106
1-215/ 238-6000

Ship to the hotel for arrival between April 30 and May 2.

Member Open House...

On Thursday afternoon we will depart for a visit of the Sea Box facility, one of our local members. We will tour their facility and have an opportunity to learn more about their cutting edge capabilities.

Keynote Speaker...Scott Ginsberg!

Scott Ginsberg is an author, speaker, consultant, mentor, publisher, award-winning blogger & one smoking hot piece of brain candy. He's delivered 600+ programs worldwide on approachability, identity, stick-to-itiveness and execution.

ENTREPRENEUR. He transformed wearing a nametag into a six figure enterprise. His publishing/consulting company, *HELLO, my name is Scott!* offers an array of products and services. And, he was voted as St. Louis's "Young Entrepreneur of the Year," in 2008 by *The St. Louis Small Business Monthly!*

AUTHOR. Scott is the author of twelve books including *HELLO, my name is Scott*, *The Power of Approachability*, *How to be That Guy* and *Make a Name for Yourself*.

NAMETAG TV. In 2008, Scott launched his *Online Training Network*, NametagTV.com. This interactive learning community teaches approachability through video modules, message boards and other tools. Stick yourself out there!

SPEAKER. Scott gives presentations, breakout sessions, keynote speeches and seminars to tens of thousands of people each year. He's shared the stage with bestselling authors/speakers like Jeffrey Gitomer, Jim Collins and Fred Reichheld. Companies and organizations worldwide have been successfully implementing his programs on approachability since 2003.

DIVERSE CLIENTELE. Since 2003, Scott has worked with large companies like STAPLES, VERIZON Wireless, Boeing, Prudential Financial, UniGroup, Coldwell Banker, Gundaker Realty,

Leo Burnett, Manpower and Hyatt Regency. He's and also worked with organizations like United States Jaycees, International Association of Workforce Professionals, International Cemetery & Funeral Association, American Society of Association Executives, Meeting Professionals International, National Association of Personnel Services, School Nutrition Association, Word of Mouth Marketing Association and The YMCA of America.

THE NAMETAG GUY. Scott is the only person in the world who wears a nametag 24-7 to make people friendlier. (In case you're wondering, he has a nametag tattooed on his chest for certain occasions.) While transforming his simple idea into a business, his adventures have earned him recognition as "The World's Foremost Expert on Nametags" and secured a spot in *Ripley's Believe it Or Not!*

COLUMNIST. Scott is a regular contributor to American Expression Open Forum, *The Ladders*, *St. Louis Small Business Monthly*, *INSTORE Magazine*, and over 50 additional online/print publications. Also, his work has been reprinted in dozens of textbooks and resource guides.

MEDIA EXPERT. Dubbed as "The Authority on Approachability," Scott is regularly interviewed by various online, print, radio and TV media for his unique expertise. He has been featured in hundreds of outlets such as *20/20*, *CNN*, *USA Today*, *The Wall Street Journal*, *Inc. Magazine*, *The Associated Press*, *REDBOOK*, *FastCompany*, *The Washington Post*, *Paul Harvey*, *The CBS Early Show* and *Headline News*. He even wrote "The Quiz" on approachability for COSMO!

NAMETAG NETWORK. Scott's award winning, content-rich websites get as many as 30,000 hits a day from readers and audience members around the world. His blog was voted as #39 on the "Top 100 Business Blogs on the Web!" His ubiquitous web presence and powerful platform set the standard for entrepreneurs and marketers in his field, and have earned him an surprising amount of credibility seeing that he's just some guy who wears a nametag every day.

* * * *

When he's not traveling around the world speaking to companies, associations and universities, Scott lives in St. Louis where he often talks to strangers. To drop Scott a line today, call 314/256-1800 or email scott@hellomynameisscott.com.

NPSA Spring Seminar

Preliminary Schedule of Events

Thursday, May 3

12:30 pm – 1:00 pm	Registration Open
1:15 pm	Depart from hotel lobby for Sea Box
1:30 pm	Tour of Sea Box Facility
5:30 pm	Reception at Sea Box <i>Compliments of Sea Box</i>
7:30 pm	Return to Sheraton Society Hill

Friday, May 4

8:00 am – 8:45 am	Breakfast <i>Compliments of Portable Container Services</i>
8:45 am	Opening Ceremonies & Call to Order <i>Chairman Matt Eagle, Eagle Leasing</i>
9:00 am – 9:45 am	Speaker: Dr. Bill Dunkelberg Professor of Economics, Temple University Topic: U.S. Economic Overview
9:45 am – 10:00 am	Break <i>Compliments of Box Credit</i>
10:00 am – 11:00 am	Speaker: Mr. Scott Ginsberg Author, speaker, consultant, mentor, publisher, award-winning blogger
11:00 am – Noon	Operators Roundtable Discussion Moderated by Anders Norlin, Box Credit Adjourn



NPSA Spring Seminar
Sheraton Society Hill
May 3-4, 2012

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 Me on the Cell Phone 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 7

Is this your first NPSA Conference? YES

Conference/Activity Registration

() \$400 NPSA Member OR () \$750 Non NPSA Member
() \$75 Spouse; Name: _____

Note: Spouse/Guest cannot be affiliated with the industry to receive this rate.

() Sea Box Open House, Operational Discussions and Tour on May 3. Transportation provided.

() Member Early Registration: Members who register and pay fees by March 23 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 30, 2012*.. 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 Sheraton Society Hill reservation number is 800-325-3535 or Direct Dial: 1-215/238-6000. Make sure you identify yourself as attending the conference for the National Portable Storage Association. The room rate is \$179/nt.

Cancellations/Substitutions: Must be made in writing and will be subject to a \$100 processing fee. Cancellations received after April 20, 2012 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:

Waiver: By submitting this or an electronic conference registration I am acknowledging 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.