



VIRGINIA TRUCKING ASSOCIATION 2008 ANNUAL CONVENTION

Surviving the “Perfect Storm”

**The Williamsburg Lodge - Williamsburg, VA
September 28 - 30, 2008**

Dear VTA Member:

Your Association will hold its 2008 Annual Convention at The Williamsburg Lodge in Colonial Williamsburg. This year's soft freight demand and record-high diesel prices have created a “perfect storm” of some of the worst operating conditions the trucking industry has ever faced. We understand that many of our members are struggling to survive and we have done two things for this year's convention in recognition of the business pressures you face.

First, we have developed our program around the theme of “Surviving the Perfect Storm” with speakers who will give you some insight into what is going on and some idea of what the future holds as well as some information and ideas that will help you weather this storm. Second, we have lowered the registration fees by \$25 per person to help make attendance more affordable for your business.

Another benefit of attending the VTA convention is the opportunity to network, socialize and exchange ideas with the leaders of Virginia's trucking industry. You can learn what others are doing to cope with the freight and fuel price situation and, hopefully, pick up some ideas to take back to your business.

The planning committee has put together all the ingredients that make for a successful meeting - a fine facility, a more productive program format, an outstanding business program and fun, entertaining social events - all that's needed is YOU! ***Make your plans to attend TODAY!***

ACT NOW!

Enclosed are hotel reservation and registration forms. **THE DEADLINE FOR ROOM RESERVATIONS IS FRIDAY, AUGUST 29! - RESERVE YOUR ROOM TODAY!** Unlike past years, this is the final deadline to reserve your room. We cannot guarantee that rooms will be available after that date, so we strongly recommend that you make room reservations as soon as possible. ***Remember: Deposits are refundable if notice of cancellation is received by the Resort at least three (3) days prior to arrival.***

PROGRAM & SPEAKER HIGHLIGHTS

The convention will kick off with the annual golf tournament on the afternoon of Sunday, September 28 on the Golden Horseshoe Green Course. The Welcome Reception and dinner will be held on Sunday evening. The business meetings on Monday and Tuesday will be filled with speakers and educational sessions. The preliminary agenda and listing of the speakers and topics on the program for the business sessions are attached.

RECREATIONAL ACTIVITIES

Alton B. Hall Memorial Golf Tournament - Sunday, September 28 - The annual Captain's Choice format golf tournament will be held on the Golden Horseshoe Green Course. Designed by Rees Jones and opened in 1991, the Green Course layout is carved from the same terrain as its more famous sister - the Gold Course - but is simultaneously longer and more forgiving.

The fee for the Golf Tournament is \$100 per player, which includes greens fee and cart. The golf prizes are sponsored by the VTA Suppliers Division. Please list the player name(s) and handicap or average score on the registration form and include the \$100 per player fee with your registration. ***There are a limited number of spaces available for the tournament. It is important that you register to play as soon as possible. We can not guarantee that persons registering after Sept. 1, 2008 will be able to participate in the tournament!***

Activities & Attractions - The Greater Williamsburg Area offers a number of historic attractions, - including Colonial Williamsburg, Historic Jamestowne, Jamestown Settlement and the Yorktown Battlefield and Victory Center, the Busch Gardens and Water Country USA theme parks, and numerous shops. For more information about things to do in the Williamsburg area, visit www.cwf.org or www.visitwilliamsburg.com

HOTEL & ROOM RESERVATIONS

A two-year restoration now complete, the new Williamsburg Lodge offers guests a generous helping of southern hospitality with impeccable service and a choice of comfortable accommodations in either the all-new, Federal-style guesthouses, the renovated Tazewell Hall, or the restored main Lodge building. The Lodge presents the ambience of a southern family home. One of the two original hotels envisioned by John D. Rockefeller, the property has now matured to comprise eight buildings, interconnected by sheltered, brick-paved walkways.

The room rate for the 2008 VTA Convention is \$179 per night per room - Single or Double, plus 10% tax and a \$2 per room per night occupancy tax. All individual reservations must be accompanied by a one night's deposit for room and tax. Reservations may be charged to Discover, Visa, MasterCard, American Express, and Diner's Club. Credit card deposits are charged at the time the reservation is made. Individual deposits are refundable, provided notice of cancellation is received by the Resort at least three (3) days prior to arrival. (Close of business - 5:00 pm)

THE DEADLINE FOR ROOM RESERVATIONS IS FRIDAY, AUGUST 29, 2008. (Remember: Deposits are refundable if notice of cancellation is received by the Resort at least three (3) days prior to arrival.)

On-line Room Reservations - We are using an on-line service for attendees to make their room reservations. To reserve your room on-line, follow these instructions:

1. Go to <https://resweb.passkey.com/go/vatruck>.
2. In the bottom, right-hand corner of the page, enter your arrival and departure dates and click on the arrow after "Find Lodging."
3. On the next page, click on "View Rooms and Rates." Select the type and number of rooms you need to reserve and click on "Book Now."
4. Then follow the on-screen instructions to complete the room reservation process.

Room Reservations by Phone - You can reserve your room by calling toll-free **1-800-261-9530**. Mention that you are reserving a room for the Virginia Trucking Association Annual Convention or give the reservation agent booking code VIRI08G to receive our special room rate.

HOW TO REGISTER

Enclosed is the registration form to sign up for the meetings and other activities. For planning purposes, it is important that you indicate on the Registration Form the number of people that will participate in each meal and activity. **Return the form and a check for the appropriate fees to the VTA no later than Sept. 12, 2008** No refunds will be given after September 19, 2008. If you have any questions or need additional information, please call the VTA office at (804) 355-5371. We look forward to seeing you in Williamsburg!

Dress: Business casual attire is appropriate for all meetings and functions.

PRELIMINARY AGENDA

2008 Virginia Trucking Association Annual Convention The Williamsburg Lodge - Williamsburg, VA

Sunday, September 28, 2008

| | |
|--|---|
| 12:00 noon (Modified Shotgun Start) | Alton B. Hall Memorial Golf Tournament The Golden Horseshoe - Green Course |
| 4:00 p.m. | Room Check-In |
| 4:30 p.m. - 6:00 p.m. | Registration Desk Open |
| 6:30 p.m. - 7:30 p.m. | Welcome Reception |
| 7:00 p.m. - 8:30 p.m. | Dinner |

Monday, September 29, 2008

| | |
|------------------------|-------------------------------|
| | Breakfast on Your Own |
| 8:00 a.m. | Registration Desk Opens |
| 8:30 a.m. - 12:00 noon | <i>Business Session</i> |
| 12:00 noon | Sponsor Appreciation Luncheon |
| 1:00 p.m. - 3:00 p.m | <i>Business Session</i> |
| 6:30 p.m. | Reception & Dinner |

Tuesday, September 30, 2008

| | |
|------------------------|-------------------------|
| | Breakfast on Your Own |
| 8:00 a.m. | Registration Desk Open |
| 9:00 a.m. - 11:00 a.m. | <i>Business Session</i> |
| 11:00 a.m. | Room Check-Out Time |

Driving Directions to The Williamsburg Lodge

**Williamsburg Lodge (Street Address: 310 South England Street, Williamsburg, VA 23185)
(757) 220- 7976.**

From Interstate 64, take exit 238 onto Route 143 East.

**Follow Route 143 to the second traffic light and bear right onto Route 132 (Henry Street).
Continue on Henry Street through the Historic Area.**

At the third traffic light, turn left onto Francis Street.

Turn right on the second street (South England); the Lodge is immediately on the right.

Turn into the circular drive on the right and check in at the Williamsburg Lodge Lobby.



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PROGRAM & SPEAKER HIGHLIGHTS

Trucking’s “Perfect Storm” - Tavio Headley, Economist, American Trucking Associations

Tavio Headley is the Staff Economist for ATA. As Staff Economist, he assists in all of ATA’s collection, analysis, and dissemination of trucking economic information. This includes several monthly trucking economic indicators, motor carrier financial and operating data, an annual freight transportation forecast, driver wage studies, weekly diesel fuel price and economic reports, and a yearly trucking almanac. Tavio also conducts economic analyses of proposed regulations and legislation affecting the trucking industry.

Tavio will update us on trucking freight trends, capacity, the driver shortage, and fuel prices, and discuss the economic future with specific predictions for the trucking industry.

The Federal Perspective - Congressman J. Randy Forbes (Invited)

Randy Forbes represents the diverse and expansive Fourth Congressional District of Virginia. Elected in a special election in 2001, he is now serving his fourth term in the U.S. House of Representatives. From 1989 - 2001, he served in the Virginia General Assembly as a member of the House of Delegates for 7 years and as a member of the Senate of Virginia for 3 1/2 years, until his election to the U.S. House of Representatives.

Congressman Forbes believes that Congress should be debating long-term solutions that will help drive down the price of fuel at the pump and move us towards energy independence. To address this national energy challenge, he has introduced the New Manhattan Project for Energy Independence (H.R. 6260). The New Manhattan Project challenges the U.S. to achieve 50% energy independence in 10 years and 100% energy independence in 20 years, and awards significant prizes to any individual, group, or entity who can reach one of seven established energy goals with a bold initiative that gets at the scope of the problem. Congressman Forbes is also involved in a number of other initiatives aimed at addressing high fuel prices and meeting our country’s energy challenges.

Government Resources to Help Truckers Save Fuel - We have invited representatives of EPA’s SmartWay® Transport Program and the Virginia Department of Environmental Quality to present information about the various federal and state government resources that are available to assist trucking companies in their efforts to reduce fuel consumption and engine emissions.

Going Green - Trucks Deliver A Cleaner Tomorrow - Mark Goodwin, UPS Freight

In May, ATA announced the launch of a far-reaching program of initiatives to set the industry on the road toward a more sustainable future under the banner “Trucks Deliver a Cleaner Tomorrow.” This first-ever industry-wide environmental sustainability program identifies a series of initiatives that will reduce fuel consumption and combat the challenge of global climate change through innovative ways to reduce CO₂ emissions. Mark Goodwin of UPS Freight, who served as a member of the ATA

Sustainability Task Force that developed the recommendations, will review the trucking industry's sustainability initiatives.

Oil Futures History & Volatility In the Market Price - Madison Galbraith, Prudential Bache Commodities

The VTA will join the Virginia Petroleum, Convenience & Grocery Association in a joint session to hear Madison Galbraith talk about the history and volatility of the oil market. He has spent over 34 years in commodities with trading experience in (1) the grain and energy cash markets with Cargill Inc., and (2) the energy futures and options brokerage business with Cargill, Oppenheimer, Merrill Lynch, and Prudential.

2008 Election Preview - Dr. Robert D. Holsworth, Virginia Commonwealth University

Dr. Robert D. Holsworth is the former Dean of the College of Humanities and Sciences at Virginia Commonwealth University and is the regular political analyst for WTVR-TV in Richmond. His comments on Virginia politics regularly appear in major Virginia newspapers and radio stations. Dr. Holsworth has appeared on the CBS Evening News, ABC World News Tonight, CNN and the McNeill-Lehrer Report.

Motor Carrier Contract Issues from an Insurer Perspective - Matt Grimm, Great West Casualty Co.

Learn how poorly crafted provisions in motor carrier contracts can negatively impact your insurance coverage.

Association Annual Business Meeting

The annual business meeting will feature a report on the actions of the 2008 General Assembly and a report on the VTA's legislative agenda for the 2009 session. We will also elect the Association's officers and leadership for the upcoming year.

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REGISTRATION FORM - Early Bird Deadline is September 12, 2008

Name: _____ Badge Name: _____
 Spouse/Guest (if attending): _____ Badge Name: _____
 Company : _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Phone: _____ Fax: _____ E-mail: _____

Check here if any registrant has special dietary needs and we will contact you for appropriate arrangements.

Please Circle Registration Category
 (Registration Fee includes Sunday dinner, and Lunch and Dinner on Monday)

| Full Meeting | Before 9/12/07 | After 9/12/07 |
|----------------------------------|----------------|---------------|
| First Time Attendee- Single | \$200 | \$300 |
| First Time Attendee-Couple | \$300 | \$400 |
| VTA Member - Single | \$225 | \$325 |
| VTA Member - Couple | \$350 | \$450 |
| Non-VTA Member Supplier - Single | \$375 | \$475 |
| Non-VTA Member Supplier - Couple | \$550 | \$650 |
| Golf Tournament | \$100 pp | \$125 pp |
| GRAND TOTAL | \$ | \$ |

ACTIVITIES REGISTRATION

Number of Participants

_____ *Welcome Reception and Dinner*, Sunday, September 28
 _____ *Sponsor Appreciation Luncheon*, Monday, September 29
 _____ *Reception and Dinner*, Monday, September 29

Alton B. Hall Memorial Golf Tournament - Sunday, September 28 - Modified Shotgun Start at 12:00 noon
 Captain's Choice Format

Name: _____ Handicap/Avg. Score: _____
 Name: _____ Handicap/Avg. Score: _____
 Name: _____ Handicap/Avg. Score: _____
 Name: _____ Handicap/Avg. Score: _____

**Return to: Virginia Trucking Association by September 12, 2008.
 1707 Summit Avenue, Suite 110, Richmond, VA 23230 ♦ Fax: 804-358-1374**