

NACE has Four Prime Objectives:

- To advance county engineering and management by providing a forum for exchange of ideas and information aimed at improving service to the public.
- To foster and stimulate the growth of individual state organizations of county engineers and county road officials.
- To improve relations and the spirit of cooperation among county engineers and other agencies.
- To monitor national legislation affecting county transportation/public works departments and through NACo, provide NACE's legislative opinions.

"Our professional road managers recognize and appreciate the efforts of corporate members and conference exhibitors who support our activities throughout the year. It is this type of partnering that allows our members to be better informed and stay abreast of emerging issues." - Tony Giancola, NACE Executive Director

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NACE
National Association of County Engineers
25 Mass. Ave, N.W. Suite 580
Washington, DC 20001-1454

Why?

1. Networking with Professional Road Managers:

NACE members share a common bond and share information to solve common problems. Get active with NACE and you can be a part of that solution. What better way to reach them FACE-to-FACE?

2. Conferences:

Delivering best practices and the latest technology, NACE holds an annual meeting & technical and management conference and participates in the NACo annual and legislative conferences. As well as actively supporting NACE state affiliate and other regional meetings.

3. NACE News and E-News:

NACE members keep on top of the latest developments in Washington, D.C. and counties around the nation through the monthly e-newsletter, NACE News, and biweekly e-news update, which contain useful information on the many federal and national programs and helpful resource links. NACE Corporate Members may also advertise.



4. NACE Website:

NACE provides an useful website at www.countyengineers.org with news and information about NACE, our 30 state affiliates and other transportation industry organizations and issues.

5. Advocacy:

NACE represents county engineers and professional road managers nationally and is instrumental in getting the "county road" view into the transportation bill reauthorization and many regulatory issues. Our "Local Roads Matter!" campaign demonstrates how safe and efficient local roads and bridges are critical to our lives. NACE also works in conjunction with the National Association of Counties (NACo)



legislative associates and transportation committee to influence transportation issues. NACE participates in the Local Officials for Transportation (LOT) coalition and the Roadway Infrastructure Safety Coalition (RISC).

These are just a few reasons why it's important to get FACE-to-FACE with NACE! Contact us to reach county engineers and professional road managers from across the United States.

FACE-to-FACE with NACE



Who, What, Where, When, How and Why
to Reach County Engineers and
Professional Road Managers
from Across the United States



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Who is NACE?

The National Association of County Engineers, NACE is a nonprofit, non-partisan professional association in its fifth decade representing county engineers and professional road managers. Our over 1,900 members including county engineers, highway superintendents, road masters, parish engineers, road supervisors, highway administrators, transportation directors, public works directors, road operations managers, and other professional road managers. Our members have diverse responsibilities that include road and bridge design, construction and maintenance, water and sewer, solid waste, utilities, surveying, airports, planning and fleet management.



What is NACE?

Purchasing power -- NACE members are responsible for the maintenance and operations of local roads and bridges. Nationwide, local roads account for about 75% of the nation's highways and roads (about 2.93 million miles). Counties manage about 1.74 million miles of those roads while cities and townships account for another 1.19 million miles. Counties also own 231,000 bridges and operate one third of the nation's transit systems. Our members are directly involved in the development of specifications and requests-for-proposals (RFPs) and the review and selection of bids and proposals.

Below are selected projections of the combined fleet size or purchases per year of 2,400 counties that illustrates the tremendous sales opportunities that corporations have at the county level.

<input type="checkbox"/> Heavy Trucks	16,800	<input type="checkbox"/> Antifreeze (gals)	1 million
<input type="checkbox"/> Graders	18,100	<input type="checkbox"/> Excavators	4,400
<input type="checkbox"/> Tractor Mowers	10,600	<input type="checkbox"/> Crawler Tractors	3,200
<input type="checkbox"/> Mud Flaps	106,000	<input type="checkbox"/> Utility/PU Trks	54,000
<input type="checkbox"/> Oil Filters	1.3 million	<input type="checkbox"/> Oil (gals p/yr)	4 million
<input type="checkbox"/> Tires p/yr	406,000	<input type="checkbox"/> Belts p/yr	175,200
<input type="checkbox"/> Batteries p/yr	278,000	<input type="checkbox"/> Lights p/yr	2.1 million
<input type="checkbox"/> Mower Knives	6 million	<input type="checkbox"/> Plow Blades	497,000
<input type="checkbox"/> Dump Trucks	35,000	<input type="checkbox"/> Rollers	6,700

Other areas of purchasing include traffic safety signage, surveying equipment and snow/ice control materials.

"It's really very simple, a corporate member of NACE is telling me two things: One, he has a better understanding of my operations than the average vendor and two, he is dedicated to serving the particular needs of counties." - Ronald A. Young, P.E., Engineer-Manager, Alcona County Road Commission, Michigan

Where does your company fit? NACE Annual Conference

Each spring 350-400 NACE members and other attendees gather to find ideas that help them get the most benefit out of scarce local government resources. NACE conference exhibitors to the country's largest gathering of county infrastructure professionals. The show has a very casual and friendly air. Our regular exhibitors know that the NACE conference is a great way to keep in touch with old friends and to meet new customers!



"The NACE exhibit show is a good time to converse with engineers from many states." -- Wheeler Consolidated, Minnesota

NACE Corporate Membership

NACE Corporate Members receive priority in selection and allocation of exhibit spaces along with discounted fees and recognition during the conference. New members receive their plaques during the conference. Other corporate member benefits include exclusive advertisements in the newsletter, discounted or comp membership mail lists, and information listed in the membership directory and on the NACE website.



Extend Your Reach by Advertising with NACE

- **NACE News** - Reaches NACE members each month and ads are exclusive to NACE Corporate Members, as well as the "Corporate Spotlight" article and photos of recognition plaque presentation.
- **Membership Directory** - Reaches NACE members throughout the year on the directory CD and members only section of website. Ads are open to any company.
- **Conference Program** - Reaches 350+ delegates attending the annual conference. Ads are open to any company and some ads are included with conference sponsorship.
- **NACE Mailing List** - Reaches NACE members directly. Available to any company and discounted or included free depending on level with NACE corporate membership.

When?

Plan to exhibit with us at the following upcoming NACE annual conferences:

- NACE 2010 Fort Worth, Texas April 25-29, 2010
- NACE 2011 Minneapolis, Minnesota April 17-21, 2011
- NACE 2012 Lexington, Kentucky April 1-5, 2012

Join NACE today as a Corporate Member and start reaching county engineers and road professionals from across the United States.

"NACE is a quality show. The Engineers are good people who really want to learn when they come. ...this is a great show for us. The show is very relaxed & friendly. (NACE) and the entire crew do a super job." --Duraco Industries, Indiana/Mississippi

How?

For more information see the NACE website at: www.countyengineers.org or contact NACE.

Complete and return the card below to get on our mailing list and receive an information package.

Please put me on your mailing list:

Name: _____

Company: _____

Address: _____

City: _____

State: _____ Postal Code: _____

Phone: _____

Email: _____

Send me the following information:

_____ NACE exhibit shows

_____ NACE Corporate Membership

_____ Advertising

_____ Mailing List

_____ Other: _____