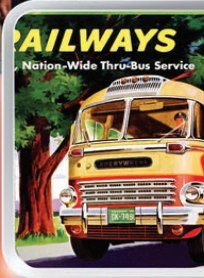


# Trailways

SAVE THE DATES!

## 80th Annual Stockholders Meeting & Conference February 21 - 23, 2016



The Westin Cape Coral Resort  
at Marina Village  
North Fort Myers/Sanibel Beaches  
5951 Silver King Blvd  
Cape Coral, FL 33914



Department of Defense Bus Companies  
interested in new charter business  
Give us a call to find out how to join the Team.

Call Today: 855-216-2289



**80TH ANNUAL**  
**Stockholders Meeting & Conference**

**FEBRUARY 21 – 23, 2016**



**THE WESTIN CAPE CORAL RESORT**

**A STARWOOD HOTEL**

**Cape Coral, Florida**

*(North Fort Myers - Sanibel Island Area)*

**Trailways**

3554 Chain Bridge Road, Suite 202

Fairfax, VA 22030

**Phone: 703-691-3052**

**Fax: 703-691-9047**

**Email: [bustrails@trailways.com](mailto:bustrails@trailways.com)**

**[WWW.TEAMTRAILWAYS.COM](http://WWW.TEAMTRAILWAYS.COM)**



**1936 - 2016**  
**2016 Stockholders Meeting & Conference**  
**OVERVIEW AND INVITATION**

Please join us during our 80<sup>th</sup> Annual Trailways Stockholders Meeting & Conference, February 21-23, 2016 at the Westin Cape Coral Resort & Marina in Ft. Myers, Florida, located on the Gulf of Mexico. This is a special celebration in recognition of Trailways' 80 years of providing continuous bus and other travel-related transport services. We will celebrate the continued success of independent Trailways motorcoach operations located throughout North America and in parts of Europe. We will assemble industry leaders and experts to help us identify opportunities to help us grow and prosper. As always, the Trailways gathering provides opportunities to form new partnerships, exchange and learn about new ideas or innovations. Discover improved ways of conducting business. Meet old friends and make some new ones as well. In addition, there will be plenty of time to relax and have fun. Our *Info-Motion* session and *Exhibition Center* will feature Trailways Affiliated & Preferred Partners offering a variety of programs, products and services. Make your plans now to join fellow Team Trailways members in sunny, warm Florida. Help us celebrate this significant milestone, grand legacy and our future success together. We look forward to seeing you there! ----

**TRAILWAYS BOARD OF DIRECTORS/ADVISORS**



Trailways Stockholders gather for the Annual Roll Call at the 2015 meeting last year in San Destin, Florida.

# Trailways

## 80<sup>th</sup> Anniversary Gathering

1936 - 2016

2016 Stockholders Meeting & Conference Dates

February 21-23, 2016

Westin Cape Coral Resort & Marina, Cape Coral,  
Florida (Ft. Myers/Sanibel Island area)

5951 Silver King Boulevard · Cape Coral, Florida, 33914

Hotel Reservations Toll-Free 1-800-937-8461  
(Starwood Central Reservations) by Feb. 1, 2016

### WHO SHOULD ATTEND?

- All Trailways Stockholders/Staff, Spouses & Guests
- Prospective Trailways Stockholders
- Affiliated & Preferred Partners (industry-related suppliers, destinations and attractions)
- Leaders from industry-related companies government agencies, organizations & associations

### WHAT WILL YOU LEARN?

- Build Your Expertise
- Make New Business Connections
- Expand Your Knowledge
- Sharpen Your Skills
- Learn from other Experts
- Network with Colleagues and Industry Professionals

#### TRAILWAYS ADMINISTRATIVE OFFICE

3554 Chain Bridge Road, Suite 202, Fairfax, VA 22030

[www.TeamTrailways.com](http://www.TeamTrailways.com) and [www.trailways.com](http://www.trailways.com)

Voice: 703-691-3052/Bustrails@trailways.com/Fax: 703-691-9047

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**TRAILWAYS MISSION STATEMENT:** To be the consumer's first choice for safe, secure, reliable and comfortable motorcoach transportation, tours, and related travel services.

**THE TEAM:** Our team of independent motorcoach companies delivers superior service through operational integrity and innovation.

**CONSUMER COMMITMENT:** Our clients receive the benefits of our experience and attention to detail throughout our responsive international network.

**COMMUNITY:** We are supportive of our communities, faithful to our staff and mindful of our environmental responsibility.

### Overview: Stockholder Benefits

- ✓ Well-known Trailways Brand
- ✓ Trailways Sales & Marketing Support
- ✓ The Trailways Website Company Listing & Link
- ✓ Bus Ticket Sales
- ✓ Group Charter/Tour Sales Program & Leads
- ✓ TeamTrailways.com web resource & new portal
- ✓ Tradeshow Representation
- ✓ New Business Development
- ✓ Trailways Safety, Security, Maintenance & Driver Support
- ✓ Discounted GPS Security Tracking Systems
- ✓ US Department of Defense (DoD) & Military Counsel, Liaison and Transport Referrals
- ✓ *Welcome Aboard* Safety DVD or Video
- ✓ Safety Manual
- ✓ Trailways DoD & GPS Bus Decals
- ✓ Help Line: Trailways 7/365 On-The-Road Driver/Operator Help Line (877-786-8735)
- ✓ Company-To-Company Business Referrals and Collaborative Networking
- ✓ Driver & Vehicle Pools and Discounted Facility Service for Maintenance Support Network-wide
- ✓ Driver Hours of Service Pocket Cards
- ✓ Trailways Legislative Affairs Committee
- ✓ Media Relations
- ✓ Annual *Trailways Stockholder News (Magazine)*
- ✓ Annual Stockholders Meeting
- ✓ Trailways Group Purchasing & Service Discounts
- ✓ Discounts offered by all major bus manufacturers (ABC Companies (Van Hool), MCI/Setra, TEMSA and Prevost)
- ✓ Discounts or special pricing on bus products
- ✓ Preferred Services provided by Affiliated Partners

**Florida Weather** - Ft. Myers is on the Gulf Coast of Florida, offering fabulous warm weather in February. Historically for this time of the year, the high is 78 and the low is 75 degrees. Our host hotel, [The Westin Cape Coral Resort](#), is positioned on the bay with lots of outdoor activities available. The Sunday Tour and Golf Outings are outdoors. All meetings/events are indoors with the exception of the Monday Outdoor Luncheon. Bring close-toed/walking shoes, jacket/sweater for evenings; swimwear, sunglasses, sunscreen; hat, exercise clothes and golf clubs (if applicable).

# TRAILWAYS 80<sup>TH</sup> ANNUAL ATTENDEE ACCOMMODATIONS

February 21 – 23, 2016

## The Westin Cape Coral Resort

At Marina Village, Florida

*Ft. Myers - Sanibel – Gulf of Mexico*

The Westin will confirm directly with attendee registrants. To assure you receive our special discounted hotel rate of \$210 at the Westin Cape Coral Resort in Florida, all attendees must indicate they are with the group name:

### **Trailways Annual Meeting**

All Attendees are responsible for making their own hotel reservations by February 1, 2016 to secure the special Trailways discount.

### **Trailways' Discounted Hotel Code:**

**T B 1 7 A A**

Hotel Reservations Phone Number:

**1-800-937-8461**

(Starwood Central Reservations)

<http://www.westincapecoral.com/>

### **MEETING LOCATION**

**The Westin Cape Coral Resort**

**5951 Silver King Blvd., Cape Coral, FL 33914**



**Direct Phone Number: 1-239-541-5000**

The 19-story Westin Cape Coral Resort at Marina Village offers breathtaking views of the Gulf of Mexico, Caloosahatchee River and Tarpon Point Marina. It offers luxuriously appointed traditional, 1- 2- and 3-bedroom suites that range from 445 to 3,471 square feet and feature private screened-in balconies. All suites feature a fully-appointed kitchen with granite counter tops and

stainless steel appliances and an open floorplan including a living room and dining room.

The Resort (AAA-Four Diamond Rating) is a full-service, upscale hotel that offers:

- ☆ 24-Hour Fitness Studio & *New Balance* Gear Lending
- ☆ Three Outdoor Swimming Pools & Westin Kids Club®
- ☆ The Esterra Spa & Salon
- ☆ The Promenade Shops
- ☆ The Tarpon Point Marina
- ☆ A free Water Taxi to/from Ft. Myers Beaches (1hr)
- ☆ Marker 92 Waterfront Bar & Bistro and the Nauti Mermaid Dockside Bar & Grille
- ☆ Clubhouse
- ☆ Amphitheater
- ☆ Tennis Courts
- ☆ Bicycle Rentals, Nature Trail & Kayak Rentals
- ☆ Business Service Center
- ☆ Covered Self- & Valet Parking Facilities
- ☆ Full-service Concierge Desk, Daily Newspaper, Safe Deposit Boxes, Laundry/Valet Service and Disability Accessible Facilities

### **DINING**

The Westin hotel has several dining options from gourmet cuisine to a dockside grill and casual poolside fare.

The Marker 92 Waterfront Bar & Bistro offers American cuisine, featuring specialty flatbreads, fresh seafood, oak-grilled steaks and other upscale entrées. The Nauti Mermaid Dockside Bar & Grill is known for seafood and specialty drinks. Enjoy live music on Friday nights and on Saturday and Sunday afternoons.

### **Resort-Side Tarpon Point Marina**



*The Tarpon Point Marina resort-side, offers kayak rentals, nature and sightseeing boat tours, complimentary water taxi to - from Ft. Myer Beaches (one-hour each way) and other locations; and, is opened to the public. The Tarpon Point Marina is Lee County's largest clean, deep-water marina.*

## THE SPA

The Esterra Spa & Salon is conveniently located on the 2nd floor of The Promenade Shops adjacent to The Westin Cape Coral Resort at Marina Village. It is a truly rewarding spa experience where body, mind and spirit will be invigorated, restored and refreshed. This full-service spa and salon has seven treatment rooms and offers a wide range of services: steam and dry Saunas, facials; massages, body wraps, manicures & pedicures, waxing & hair services and more!

## Remember!

Trailways' Discounted Hotel Room Rate Ends

February 1, 2016



Reserve Your Hotel Room Today!

**TRAILWAYS 80<sup>TH</sup> ANNUAL GATHERING**  
Special Discounted Hotel Room Rate Code  
**T B 1 7 A A**

### The Westin Cape Coral Resort

Marina Village, Florida

Ft. Myers/Sanibel – On the Gulf of Mexico

Hotel Reservation Phone Number:

**1-800-937-8461**

(Starwood Central Reservations)

<http://www.westincapecoral.com/>

## NEAREST AIRPORT – FT. MYERS, FL SOUTHWEST FLORIDA INTERNATIONAL

Southwest Florida International Airport (RSW) is the Ft. Myers Airport, served by many major airlines listed below. Visit their Website: [www.flylcpa.com](http://www.flylcpa.com). The Airport's address is 11000 Terminal Access Road, Suite 8671, Fort Myers, FL 33913.

### MAJOR AIRLINES THAT SERVE RSW FT. MYERS, FL

Air Canada.....888-247-2262  
American Airlines.....800-433-7300  
Delta Air Lines.....800-221-1212  
Frontier Airlines.....800-432-1359  
JetBlue Airways.....800-538-2583

Southwest Airlines.....800-435-9792  
Spirit Airlines.....800-772-7117  
United Airlines/United Express....800-241-6522  
US Airways.....800-428-4322  
WestJet.....888-937-8538

**Airport Ground Transportation:** The Westin Resort is 20.1 miles (**30 minutes**) by car. **There is No Westin Hotel Shuttle**. The taxi service is MBA Airport Transportation (zone vs. meters). The Westin Hotel is in **Zone 5** (\$50 1-way).

**Be Sure to Plan Ahead!** Visit these various websites: <http://www.flylcpa.com/taxirates>; or, view the airport transportation website, which is [www.mbaairport.com](http://www.mbaairport.com). Phone: 1-239-482-2777 or, for other transport website info visit: [www.rswairporttransportation.com](http://www.rswairporttransportation.com); or [www.shuttlefare.com/fortmyersairportshuttlesrsw](http://www.shuttlefare.com/fortmyersairportshuttlesrsw). Private car services about \$105 round-trip (2015 rates).

**Rental Cars: Budget Rent-A-Car Service** phone 1-239-225-2800 or visit their website at [www.global.budget.com](http://www.global.budget.com). Trailways has a partnership with Budget. **The Trailways-Budget Corporate Discount Number: #S137242**. You must first enroll in the Budget Fastbreak Service then link to account TRAILWAYS TRANSPORTATION SYST. Or, call Budget 1-866-380-8239 or Email [ian.hermann@avisbudgetsolutions.com](mailto:ian.hermann@avisbudgetsolutions.com)

**Alamo Rental Car Info:** 1-888-826-6893 or visit [www.alamo.com](http://www.alamo.com);

**National Car Rental Info:** 1-888-826-6890 or visit [www.nationalcar.com](http://www.nationalcar.com)

**Please Note:** *Trailways does not provide bus transportation to/from the 2016 conference hotel.*

Public bus transportation by **LeeTran** involves 2.5 travel hours, two transfers, plus a 2+ mile walk to the hotel.

## RELAX! NO TIES REQUIRED...

Attire for all Daily Sessions is Business Casual. No ties are necessary **EXCEPT** on Tuesday, February 23 at Trailways' 80<sup>th</sup> Annual Stockholders Business Meeting & Group Photograph as well as on Tuesday evening at Trailways' 80<sup>th</sup> Anniversary Dinner Gala and Safety Awards (Black or Red Tie Optional). The Tuesday evening's dinner gala requires a minimum of Coat & Tie for Men; and, Evening, After Five or Business Dress" (preferably **Anniversary Red**) for Ladies.

**TRAILWAYS 80<sup>TH</sup> ANNUAL  
GOLF OUTING**  
**Sunday, February 21**  
*Off-Site*



The 2016 Trailways **Best Ball** Social Golf Outing will take place at *The Dunes Golf & Tennis Club*, located on Sanibel Island, a barrier island in the Gulf of Mexico. This year, the format will be an informal, fun **Best Ball** Outing. There's no pressure, just fun in the sun. It is approximately 30 minutes from our hotel to the golf course, which is located on Sanibel Island; accessed by a causeway (bus transportation is provided).

[www.dunesgolfsanibel.com](http://www.dunesgolfsanibel.com)



**Golfers at a Trailways' Annual Golf Outing in 2015**

The Dunes golf course is stunning and in-tune with its natural environment. It's located within a wildlife preserve sanctioned by the Audubon Society. It has been named the Best Golf Course in Lee County (*Gulf Shore Magazine* 2015). Greens fees & cart, practice balls, box lunch, bus transportation and skill prizes are included in the fee. There will be a brief happy hour afterwards. Best Ball can be played using up to 4 people per team. Each player hits their own golf ball throughout the round; the low score (best ball) of the group serves as the team score. If you're a casual golfer, this format is fun and social! **Please Register (see page 12)**. The course address is 949 Sand Castle Road Sanibel Island, Florida 33957.



The Dunes Golf Course is on the Gulf of Mexico on beautiful Sanibel Island

**TRAILWAYS FIRST LADY'S TOUR**  
**Sunday, February 21**



2350 McGregor Blvd. • Fort Myers, FL 33901 • 239.334.7419  
[www.edisonfordwinterestates.org](http://www.edisonfordwinterestates.org)

All attendees are invited to join Sunday's Special Day of Sightseeing (fee required--page 12). The 2016 Sunday Tour will visit **The Edison & Ford Winter Estates** in north Ft. Myers. Our tour includes admission, tour guide and group lunch. *The Edison & Ford Winter Estates* honors the innovation and creativity of two of America's most influential individuals, Thomas Edison and Henry Ford.

For people of all ages, the museum exhibit presents a timeline of Edison's inventions beginning with the first the stock ticker, his first commercially sold invention, as well as the light bulb and artifacts such as Edison's telegraph, telephone, x-ray machine and his original custom Model T. There is also an original 1918 Model T camper. Also see Edison's first movie projectors, phonographs, nickelodeons and more. Visit the website: [www.edisonfordwinterestates.org](http://www.edisonfordwinterestates.org).



**TRAILWAYS 80<sup>TH</sup> ANNUAL OUTDOOR  
EXHIBITION & LUNCHEON**  
Monday Afternoon, February 22

**“Take Me Out to the Ballgame”**



One of the most popular events during Trailways annual gathering is the Outdoor Equipment Exhibition & Luncheon. It takes place Monday, February 22 at the Westin’s outdoor parking area. The event features great exhibits, activities, special prizes, and food. Come outdoors to see the newest models and styles in transport vehicles, as well as other related equipment. *The vehicles are open to tour during the event.*

The theme of the event is Take Me Out to the Ballgame! Like many other people, the boys of summer spend their spring in Florida. In the Ft. Myers area, both the Boston Red Sox and the Minnesota Twins major league baseball teams have spring training facilities with legions of visiting fans in March.

In the spirit of spring and baseball, our outdoor luncheon aims to knock your Sox off. Did you know that the Boston Red Sox’s new stadium in Ft. Myers cost \$78 million and there is a 37-foot Green Monster? And did you know that the Minnesota Twins won the 1991 World Series after winning 21 games that spring in Florida? This special outdoor luncheon will be a home run.



**TRAILWAYS 80<sup>TH</sup> ANNUAL  
OPENING RECEPTION**  
Monday Evening, February 22



**Sun, Sea &  
Margaritas**



Come Monday, make plans to join all the Sons of Sons of Sailors in Florida at Trailways’ Boats, Beaches, Bars and Buffett Hotel...Where Changes in Latitudes, Changes in Attitudes happen quickly! Everyone is invited to Sing Songs You Know by Heart, the Jolly Mon Song or Songs from St. Somewhere. We won’t let you get Too Drunk to Karaoke so that you can figure-out the Riddles in the Sand or see how a Pirate Looks at Forty, Living & Dying in ¼ Time, at the corner of Southern Cross near Cheeseburgers in Paradise. You’ll want to be where the Weather is Here, Wish you Were Beautiful, but you won’t need a White Sport Coat & A Pink Crustacean when you go Off to See the Lizard, Stars on the Water or a Mermaid in the Night. Here is where you will enjoy a cool Banana Wind, Fruitcakes, Barometer Soup, Boat Drinks or perhaps, the Last Mango in Paris on the Far Side of the World!



Enjoy Great Food, Beverages, Dancing, Singing (“Open Mic”); Prizes for Best/Worst Song Renditions, Bling’d-Out or Ugliest Flip Flops, Hats, Shirts and/or Shorts. **Attire:** Very Casual “Beachie”, Surfing, tropical, Aloha-style, etc.



## TRAILWAYS 80<sup>TH</sup> ANNUAL BUSINESS MEETING Tuesday Morning, February 23



The 80<sup>th</sup> Annual Stockholders Business Meeting & Roll Call takes place Tuesday at the hotel (required for Stockholders). Please **Wear Red for the 80th Anniversary Photograph**.

Afterwards, *Info-Motion* takes place. This new event was very popular last year. It is a 5-Minute, One-On-One Session with Affiliated Partners and *Stockholders*.

## TRAILWAYS 80<sup>TH</sup> ANNUAL BUSINESS MEETING Tuesday, February 23

Enjoy a look back at Trailways' history at this special 80<sup>th</sup> Anniversary Lunch celebration. It will be a special event to thank the many people who have contributed to the success of Trailways over the years. Listen, share and pass along the Trailways traditions and values to the next generation. Your dedication and support is appreciated and we look forward to many more years ahead.

## INDOOR EXHIBITION CENTER Tuesday Afternoon, February 23

All Stockholders may join Trailways' Affiliated & Preferred Partners for an afternoon featuring a wide variety of indoor exhibits. Along with various product and service demonstrations, there will be beer, wine and other great refreshments plus special prize drawings. A list of Exhibitors and booth numbers will be provided at check-in.

See the roster of Affiliated & Preferred Partners on the Trailways portal, [www.teamtrailways.com](http://www.teamtrailways.com) portal ("Affiliates" tab). Please consider all Trailways partners when making purchasing decisions. Your support of the Affiliated Partners keeps Trailways strong!

## TRAILWAYS 80<sup>TH</sup> ANNUAL SILENT AUCTION & RECEPTION Tuesday Evening, February 23



The Reception and Silent Auction is a favorite annual event, which takes place prior to the 80th Annual Dinner Gala.

**Bid** on special gifts for the upcoming holidays such as jewelry and other luxury items, small electronics and Trailways items.

Auction Proceeds benefit the *Trailways Funds for the Future*<sup>™</sup> program, founded in 2014. The 2016 award recipient will be announced at a later date.

## TRAILWAYS 80<sup>TH</sup> ANNUAL SAFETY AWARDS GALA Tuesday Evening, February 23

*Royal Red Velvet*



*Black Tie Gala*

Your commitment, leadership and vision have kept Trailways strong for eight decades. Come celebrate at the Trailways 80<sup>th</sup> Anniversary Gala and Safety Awards Dinner.

This *Royal Red Velvet* & *Black Tie* dinner-dance gala will be a shimmering evening with special guests and a champagne toast. To help make it a very special celebration, ladies please consider wearing red and for gentlemen, it is **black tie** (or **red**) optional.

We will celebrate our leaders and our many dedicated industry supporters on Tuesday evening. The highlight will be recognition of our Outstanding Trailways Driver of the Year and our Safety Award Recipients.

**Who formed Trailways?** On February 5, 1936 in Chicago, five independent bus company owners organized Trailways. Today, it is North America's oldest independently owned and operated network of bus companies. The founders/managing committee were:

- **Burlington Transportation Company** - H.W. Stewart, GM (Chairman) Location of Feb. 5 meeting.
- **Frank Martz Coach Company** - Frank Martz, Sr., Director
- **Missouri-Pacific Stages** - A.E. Greenleaf, Secretary
- **Safeway Lines, Inc.** - A.T. Williams, Treasurer
- **Santa Fe Trails Transportation Company** - P.O. Dittmar, Vice Chair



**2016 PRELIMINARY SCHEDULE AT-A-GLANCE** (as of 11/30/15)**FRIDAY, FEBRUARY 19**

- Executive Committee Arrival
- Board of Directors-Advisors Arrival
- Stockholders, Golfers & Affiliated Partners Early Arrival

5:00PM – 8:00PM

- Conference Registration Open (All)

6:30PM – 9:30PM

- Executive Committee Pre-Meeting (Closed)

**SATURDAY, FEBRUARY 20**

8:30AM – 6:00PM – Hotel Lobby

- Conference Registration Open - (All)

8:30AM – 12:30PM

- Executive Committee Meeting (Closed)

12:45PM – 9:00PM

- Board of Directors-Advisors Annual Meeting (Closed)

- Stockholders, Affiliated Partners & Golfers Arrival

**SUNDAY, FEBRUARY 21**

8:00AM – 7:00PM – Hotel Lobby

- Conference Registration Open (All)

10:00AM – 4:30PM

- First Lady's Tour – Edison & Ford Winter Estates – Fee Required (All) Bus departs hotel lobby at 10AM

11:00 – 4:30PM

- Trailways Annual Best Ball Golf Tournament **New Format!** (All)  
The Dunes at Sanibel/11:00AM Tee Time (Fee/Registration Required) Hotel Shuttle Departs Lobby at 9AM

12:00PM – 4:00PM – Parking Lot

- Early Outdoor Vehicle/Equipment Exhibition Set-Up #1

4:30PM - 7:00PM – Palm Room

- Open House (All)  
Pizza, Pretzels and Beer

9:00PM – 11:00PM – Tarpon Terrace

- Board of Directors Open House & Late-Night Cordials/Desserts (All)

**MONDAY, FEBRUARY 22**

7:15AM – 7:45AM

- Power Walk (All)

7:00AM – 6:00PM – Hotel Lobby

- Conference Registration Open (All)

8:30AM – 9:30AM

- Breakfast Program - General (All) Session #1

9:45AM – 10:45AM

- Committee Program (All)- Session #2

11:00 AM – 12:00PM

- Committee Program (All)- Session #3

12:30PM – 2:30PM – Parking Lot

- Outdoor Exhibitors Luncheon (All)  
Take me out to the Ball Game

2:45PM – 5:00PM

- Stockholder Roundtables  
Mandatory Attendance - Stockholders Only

7:00PM – 9:00PM

- 80<sup>th</sup> Annual Opening Reception (All)

9:00PM – 10:00PM – Hope Ballroom

Late-night Indoor Exhibition Set-Up #11

**TUESDAY, FEBRUARY 23**

7:00AM – 10:00AM – Hope Ballroom

- Indoor Exhibition Final Set-Up #111

7:00AM – 5:00PM – Hotel Lobby

- Conference Registration Open (All)

7:15AM – 7:45AM

- Power Walk (All)

8:30AM – 10:30AM – Wear Red Day

- 80<sup>th</sup> Annual Breakfast & Stockholders Group Photo and Business Meeting (All)

10:45AM – 12:15PM

- INFO-MOTION (All)  
Five Minute, One-On-One Sessions with Affiliated Partners  
All Stockholders Required  
Raffle Prizes – Refreshments & Informational

12:30PM – 1:30PM

- 80<sup>th</sup> Trailways Anniversary Luncheon (All)

1:45PM – 2:15PM – Hope Exhibit Hall

- Affiliated Partners Annual Committee Meeting (Affiliated Partners)

2:30PM-5:00PM

- Indoor Exhibition Center Session- Hope Exhibit Hall (All)

- 7:00PM – 9:30PM – Rosen/Grandville/Tarpon Terrace  
Silent Auction & Reception followed by Safety Awards Red Velvet  
Dinner Gala: Trailways 80<sup>th</sup> Anniversary Celebration

**WEDNESDAY, FEBRUARY 24**

8:30AM – 1:30PM

- Trailways Performance Group

- Post-conference tours, sports on your own or departures

**TRAILWAYS 80<sup>TH</sup> ANNUAL**  
**2016 Stockholders Meeting and Conference**  
**February 21 - 23, 2016 – Cape Coral, FL**



**Conference Registration**

**Reminders & Cancellation Policies!**

- If registering more than four (4) Stockholder-Related Attendees, please make an extra copy of the Trailways Stockholder Registration Form.

**CANCELLATION POLICIES**

- Trailways Conference Registration cancellations received *on or before January 18, 2016* will be eligible for a full refund, *less a \$100 Administrative Fee.*
- Cancellations received *any time after January 18, 2016*, **will not** be eligible for a refund.
- ALL Conference cancellations must be received *in writing* via Email (Sabina@trailways.com) or Fax 703-691-9047.
- Need Assistance? Please Call Trailways; 703-691-3052

**Thank You!**

## MEETING & CONFERENCE REGISTRATION FORM

### Form For Trailways Stockholders Only

February 21-23, 2016

The Westin Cape Coral Resort at Marina Village, Florida (Ft. Myers/Sanibel – On the Gulf of Mexico)

The Westin will confirm directly to registrants. To assure our special discount hotel rate at the **Westin Cape Coral Resort in Florida**, attendees must indicate they are with the group **Trailways Annual Meeting**. All Attendees are responsible for making their own hotel reservations by February 1, 2016 for the discount. (Trailways Code **TB17AA**)

**Hotel Reservations Phone Number: 1- 800-937-8461 (Starwood Central Reservations)**

**Trailways (Stockholder) COMPANY Name:** \_\_\_\_\_

Mail/Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip/Postal Code: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Business Fax: \_\_\_\_\_

Company's Website: \_\_\_\_\_

**Your Arrival Date:** \_\_\_\_/\_\_\_\_/\_\_\_\_

**Your Departure Date:** \_\_\_\_/\_\_\_\_/\_\_\_\_

**(1st) Stockholder First & Last Name:** \_\_\_\_\_

**Name for Badge:** \_\_\_\_\_

Title: \_\_\_\_\_

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

**Spouse/Guest Arrival Date:** \_\_\_\_/\_\_\_\_/\_\_\_\_

**Spouse/Guest Departure Date:** \_\_\_\_/\_\_\_\_/\_\_\_\_

**(2nd) Spouse/Guest First & Last Name:** \_\_\_\_\_

**Name for Badge:** \_\_\_\_\_

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

**Additional Attendee Arrival Date:** \_\_\_\_/\_\_\_\_/\_\_\_\_

**Additional Attendee Departure Date:** \_\_\_\_/\_\_\_\_/\_\_\_\_

**(3rd) Additional Attendee(s) First & Last Name:** \_\_\_\_\_

Title: \_\_\_\_\_

**Name for Badge:** \_\_\_\_\_

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

#### REGISTRATION FEES FOR TRAILWAYS STOCKHOLDERS ONLY! Fax to Trailways 703-691-9047

Through 2/09/2016

		TOTALS
1. First—Trailways Stockholder	\$375.00	\$ _____
2. Second—Trailways Stockholder/Spouse/Guest	\$295.00	\$ _____
3. Third & Etc.—Trailways Stockholder/Additional Attendee	\$250.00	\$ _____

A Flat-Fee of \$100 will be Assessed on Late Stockholder Registration(s) Received After Monday, 2/07/2016! (\$ \_\_\_\_\_)

#### SPECIAL EVENTS -- REGISTRATION

☆ Annual Best Ball Golf outing & Lunch:	SUNDAY: 11:00AM – 4:30PM February 21:	\$200.00	X # ____ =	\$ _____
☆ First Lady's Special Outing (Lunch Included):	SUNDAY: 10:00AM – 4:30PM February 21:	\$80.00	X # ____ =	\$ _____
☆ Attending the Annual Safety Awards Gala on TUESDAY Evening - 2.23.16?	___Y___N; If Yes, Number in Party?			# _____
		<b>All Total(s):</b>		<b>\$ _____</b>

#### METHOD OF PAYMENT

\_\_\_\_ Check (# \_\_\_\_\_)    \_\_\_VISA    \_\_\_MasterCard    \_\_\_American Express (\*\$10 Convenience Fee for Credit Card Payment)

\*Credit Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Cardholder's Name \_\_\_\_\_ Total Amount Paid: \$ \_\_\_\_\_

Authorized Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Fax to Trailways 703-691-9047 or scan & email to [Sabina@trailways.com](mailto:Sabina@trailways.com). For Assistance, Please call Trailways 703-691-3052.

**CANCELLATION POLICIES:** Trailways Conference Registration cancellations received on- or before **January 18, 2016** will be eligible for a full refund, less a \$100 Administrative Fee. Cancellations received any time **after January 18, 2016**, will not be eligible for a refund. ALL Conference cancellations must be received in writing via Email ([Sabina@trailways.com](mailto:Sabina@trailways.com)) or Fax 703-691-9047. Thank you!

# Trailways

*2015 Outstanding*

## Conference Sponsors and Exhibitors

Indian Wells (Palm Springs), CA

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## History Milestones 2016 Anniversary

**1936 - Trailways is Founded** - Five independent transportation companies form a small motorcoach network, the Trailways National Bus System, to compete with the large and connected, Greyhound Bus Lines.

**1946** - Approximately 40 independent companies now make-up the network's expanding system. "Born of the Night" is a prevailing Trailways bus theme for transporting passengers, mostly Armed Forces personnel, in the darkened hours of the night. With the War over, the system is flourishing and ridership is booming.

**20<sup>th</sup> Anniversary - 1956** - The well-established Trailways National Bus System is basking in its hay day period. Americans prefer traveling via Scenery Level in Five Star Service Class featuring air-conditioned buses. Passengers now enjoy the system's thru-service network from coast-to-coast which means not changing buses.

**1966** - Trailways is still a strong company with 60 bus companies who are still independent, but now all mostly look have the same logo and appearance. The company promotes one set of standards for all.

**1976** - The bi-centennial year, Continental Trailways, then owned by Holiday Inn, changed its name to Trailways Inc., absorbing the majority the smaller and well-known network operations nationally as well as later re-acquiring the Eagle production facilities (in 1981).

**50<sup>th</sup> Anniversary – 1986** - The event is low key as Trailways faces two of its greatest challenges since its inception: deregulation and the sale of Continental Trailways to Greyhound Lines. Intercity ridership continues to drastically decline. The diminishing independent network circles its wagons to protect its now fractured system.

**1996 - 2000** - Trailways is embattled, but is determined to survive. With only 14 companies that remain from the system's earlier force of 77, the fiercely independent operators agree to resurrect Trailways' founding spirit and rebuild the network by changing its focus to industry diversity, partnership, and inclusion. The first female President/CEO is hired in 1997, Gale C. Ellsworth, who begins to rebuild organization, its spirit and network of motorcoach Stockholders, helping to expand and develop a new "Trailways." The Offices are relocated from Washington, D.C. to the suburb of Fairfax, Virginia in 1999.

**70<sup>th</sup> Anniversary -2006** - Trailways grows to 70 fiercely independents operators and adopts the theme, "Team Trailways." The company expands membership to include 80 industry partners. The focus is on promoting safety and security foremost, including the requirement that all members have DOD-certification, and quality. The Stockholders are strongly committed to the brand.

**75<sup>th</sup> Anniversary -2011** - The milestone is marked at the annual conference with a gala and a special anniversary magazine is published. There are now 90 motorcoach Stockholders including Canada and Europe.

**2016 – 80<sup>th</sup> Anniversary** - Collaboratively, the Trailways network operates more than 10,000 for-hire group transport vehicles, of which, 2,000+ are over-the-road, full-size motor coaches. Trailways travels an average 20 million miles annually. Trailways is developing a new strategic plan in preparation of its 80<sup>th</sup> Anniversary in February, 2016. (Source – Larry Plachno, 2011)



Rotary Park →



Reception Gate

Tennis Courts  
Recreation Center with Two Additional Swimming Pools

Bicycles

Lobby & Front Desk



Resort Gazebo  
Pool Lawn

Water Taxi & Courtesy Dock

esterra

Tarpon Point Marina

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