



## Executive Director's Corner By John Finnessy

As we move through the fourth quarter of this calendar year, we have heard from many that 2010 has been a very up and down year. Some members have reported an exceptional year while others have struggled. Equipment pricing and lack of supply have impacted us all. We hope that 2011 will see some easing in supply, but pricing may be another matter. With many unknowns remaining on the horizon for next year, being part of an association becomes as critical as ever. It is often one or two bits of information that can be the difference between maintaining or increasing sales vs. missing out on the business. Part of our role is to provide opportunities for members to network, learn, establish relationships and find those bits of information.

Thanks to all members who attended our 8<sup>th</sup> Annual Conference in Orlando. The NPSA membership broke through the 500 member barrier at this event and over 500 industry professionals attended the conference. Additional information on the conference can be found in the cover article of this publication.

2011 will be another informative year for NPSA members as we conduct the Resale Expo in Santa Barbara, California and our Annual Conference and Tradeshow will be at Caesars Palace in Las Vegas, Nevada.

Each year at the Annual Conference, we thank those who have completed three-year terms on our Board of Directors and the membership elects their replacements. We gratefully appreciate the service of:

**Terri Hackett, Arizona Storage Rental**  
**Fannie Kaminaris, K&K International**  
**Joe Verdi, A-Verdi Storage Containers**

Joining the board will be:

**Mark Graham, Mobile Mini**  
**John McManis, One Way Lease**  
**Anders Norlin, Box Credit**

Your Board Officers will be:

**Chairman of the Board: Marc Caputo, Instant Storage**  
**Treasurer: Kevin Smith, Equipment Management Services**  
**Secretary: Matt Eagle, Eagle Leasing**

Finally, I want to thank **Joe Verdi** for his service to the association as our Chairman of the Board. We greatly appreciated his guidance and dedication.

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## NPSA CONTACT INFORMATION

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