

FREE

THE WORK TRUCK SHOW

GreenTruck SUMMIT

March 14–17, 2017

Indiana Convention Center | Indianapolis, IN

Sessions begin March 14 | Exhibit hall open March 15–17

This **FREE PASS** gives you access to The Work Truck Show 2017 and one concurrent educational session (an \$85 total value).

PASS

Brought to you by

NTEA
THE ASSOCIATION FOR THE WORK TRUCK INDUSTRY

Special sessions & events

Rapid Prototyping for Small and Mid-Sized Companies

Tuesday, March 14, 8:30–11:30 a.m.

Explore the product development life cycle from design to manufacturing. Technologies including 3-D CAD, CAM, validation, visualization, 3-D scanning, 3-D printing, and others will be employed during this presentation.

Ticket required. Session is not included in any registration package. Attendance is limited to 100 participants.

Straightforward Approach to Lean Implementation for Truck Equipment Upfitters

Tuesday, March 14, 9 a.m.–4 p.m.

See what other NTEA member companies have done to move shop productivity to a new level through workplace organization and streamlining custom jobs.

Ticket required. Session is not included in any registration package. Attendance is limited to 60 participants.



Fleet Management 101

Tuesday, March 14, 9 a.m.–4 p.m.

Gain a thorough introduction to the most important elements of an effective fleet management program. If you are new to fleet management or are a business owner, agency director, or procurement or finance official who serves as the de facto fleet manager in your organization, this workshop is for you.

Ticket required. Session is not included in any registration package. Attendance is limited to 80 participants.

Opening Reception

Tuesday, March 14, 6:30–9 p.m.

Connect with friends and acquaintances during the Opening Reception at JW Marriott Indianapolis.

Ticket required. Not included in any registration package.



The Work Truck Show Ride-and-Drive

Wednesday, March 15, noon–4:30 p.m.

Thursday, March 16, noon–4:30 p.m.

Meet key suppliers, learn about innovative clean vehicle solutions and test-drive or ride in the newest trucks. Participation is free and available on a first-come, first-served basis to all Work Truck Show 2017 attendees.



Ride-and-Drive sponsor:



Booth 4139

Generation Next Leadership Workshop & Networking Reception: The New Rules of Engagement

Wednesday, March 15, 3–5 p.m.

When the right elements and conditions are present, teams naturally develop trust and deliver more value. Leaders who understand and use the new rules of engagement in today's business economy can win with their employees and edge out the competition.

Ticket required. Session is not included in any registration package.



President's Breakfast & NTEA Annual Meeting

Thursday, March 16, 7:30–9:15 a.m.

President's Breakfast is a special event for Association members and industry professionals. In addition to catching up on NTEA initiatives and events, attendees are treated to an engaging keynote address.

Ticket required. Not included in any registration package.

President's Breakfast sponsor:



Booth 3239

Indiana LTAP Fleet Educational Program

Thursday, March 16, 8:30–11 a.m.

Indiana Local Technical Assistance Program (LTAP) will host a two-part training course on acquiring and leveraging performance data, and making two-way technologies work for you.

Ticket required. Session is not included in any registration package.



Work Truck Show & Green Truck Summit schedule at a glance

Schedule is subject to change. All events take place at the Indiana Convention Center except where noted.

Monday, March 13

Registration open noon–5 p.m.

Tuesday, March 14

Registration open 7 a.m.–5:30 p.m.

Green Truck Summit general sessions 8:30 a.m.–6:15 p.m.
Reception from 5:15–6:15 p.m. *ticket required*

Special session 8:30–11:30 a.m.
Rapid Prototyping for Small and Mid-Sized Companies *ticket required*

Special session 9 a.m.–4 p.m.
Straightforward Approach to Lean Implementation for Truck Equipment Uptitters *ticket required*

Special session 9 a.m.–4 p.m.
Fleet Management 101 *ticket required*

Work Truck Show concurrent sessions 1:30–2:45 p.m.

- Business Diversification for Long-Term Distributor Success
- International Truck Update Session
- Nissan Commercial Vehicles Update Session
- Protective Coatings: Reducing Risk and Extending Vehicle Service Life
- Real-World Answers for Tackling Fleet Risks
- Understanding the Global Commercial Vehicle Market and its Impact on Your Company

Work Truck Show concurrent sessions 3–4:15 p.m.

- Chevrolet Commercial Vehicles and GMC Update Session
- FMVSS 111 — How New Rearview Camera Requirements Affect Commercial Vehicles
- Freightliner Trucks Update Session
- Mack Trucks Inc. Update Session
- Using Telematics to Improve Commercial Vehicle Efficiency
- Work Truck Industry Overview and Outlook

Opening Reception 6:30–9 p.m.
JW Marriott Indianapolis *ticket required*

Wednesday, March 15

Registration open 7 a.m.–5 p.m.

Work Truck Show & Green Truck Summit concurrent sessions 8–9:15 a.m.

- Advancing Sustainability Objectives and Reducing Operating Costs with Lightweighting
- Culture: The Competitive Advantage
- Electrification: A Strategy for Deploying Zero-Emission Fleets
- EV Everywhere: Opportunities for Plug-in Electric Vehicles
- Evolving Engine Technologies and their Contribution to Zero-Emission Fleets
- Fleet Maintenance and Repair Activities: Insourcing vs. Outsourcing
- Isuzu Commercial Truck of America Inc. Update Session
- Natural Gas Vehicles & Emissions Reduction
- Ram Commercial Update Session
- Spec'ing Trucks for Maximum Performance, Efficiency and Utilization
- The Step-by-Step Process for Obtaining MVP Member Status
- Western Star Trucks Update Session

Work Truck Show & Green Truck Summit concurrent sessions 9:30–10:45 a.m.

- Fleet Expectations for Electrical Wiring on Multi-Stage Work Trucks
- Ford Commercial Vehicles Update Session
- Freightliner Custom Chassis Corporation Update Session
- Freightliner Trucks Advanced Drive and Fuel Technology
- Grants and Public Funding: Improving Fleet Operations and Accomplishing Sustainability Goals
- Managing Third-Party Fleet Maintenance Service Providers
- Mitigating Impacts of Vehicle Idling
- NHTSA Reporting Requirements for Multi-Stage Manufacturers
- Peterbilt Motors Company Update Session
- Propane Autogas — A Viable Economic Solution for Emissions Reduction
- Sustainability and Green Technology: A French Perspective
- Uncopyable: Creating an Unfair Advantage over the Competition

Exhibit hall open 10 a.m.–5 p.m.

The Work Truck Show Ride-and-Drive noon–4:30 p.m.

Special session 3–5 p.m.
Generation Next Leadership Workshop & Networking Reception *ticket required*

Thursday, March 16

Registration open 7 a.m.–5 p.m.

President's Breakfast & NTEA Annual Meeting 7:30–9:15 a.m.
ticket required

Special session 8:30–11 a.m.
Indiana LTAP Fleet Educational Program *ticket required*

Work Truck Show & Green Truck Summit concurrent sessions 9:30–10:45 a.m.

- Advantages of Deploying a Lean Workforce
- Cutting Carbon with Biodiesel: The Road Ahead
- Determining Optimal Vehicle Replacement Cycles and Spec's for Higher Residual Values
- Funding Options for Fleet Productivity and Green Initiatives
- Getting and Leveraging Actionable Data from Your Telematics System
- Hino Trucks Update Session
- How to Recruit, Train and Retain the Next Generation of Technicians
- Kenworth Truck Company Update Session
- Measuring Fleet Sustainability Initiatives with Vehicle-Generated Data
- Mitsubishi Fuso Truck of America Inc. Update Session
- Will GHG Regulations Pave the Way for Work Truck Hybridization and Electrification?

Exhibit hall open 10 a.m.–5 p.m.

The Work Truck Show Ride-and-Drive noon–4:30 p.m.

Friday, March 17

Registration open 8 a.m.–noon

Exhibit hall open 9 a.m.–noon

THE WORK TRUCK SHOW® 2017 REGISTRATION FORM

Promo code: **WT370**

FREE PASS

You're invited as our guest! Compliments of: **Ranger Design Inc.**

Booth # **4991**

ATTENDEE INFORMATION

First name (15 CHARACTERS MAX) _____ Last name (15 CHARACTERS MAX) _____ Date _____

Company name (30 CHARACTERS MAX) _____ Address (30 CHARACTERS MAX) _____

City (15 CHARACTERS MAX) _____ State _____ ZIP code _____ Country _____

Phone _____ Fax _____ Individual email _____ Do you authorize NTEA to share your email address with exhibiting companies if requested?
(for NTEA use only) Yes No (By not checking either box, you will automatically decline.)

By sharing your email, you also provide consent to receive NTEA e-communications.

By registering to attend The Work Truck Show, each attendee agrees to the potential distribution of his/her contact information and the promotional use by NTEA of photographs, video and electronic images taken at those events that may include the likeness of the attendee.

PLEASE CHECK APPROPRIATE BOXES

Company type (required) <input type="checkbox"/> Business service provider <input type="checkbox"/> Chassis manufacturer <input type="checkbox"/> Leasing company <input type="checkbox"/> Manufacturer rep <input type="checkbox"/> State, local or federal government organization <input type="checkbox"/> Trade association <input type="checkbox"/> Trade publication <input type="checkbox"/> Truck buyer/fleet manager <input type="checkbox"/> Truck dealer <input type="checkbox"/> Truck equipment distributor <input type="checkbox"/> Truck equipment manufacturer/supplier <input type="checkbox"/> Do you require any mobility assistance? Please contact registrar@ntea.com for assistance.	Your job function <input type="checkbox"/> Buyer/purchasing agent <input type="checkbox"/> Engineer/quality mgr <input type="checkbox"/> Financial/administrative mgr <input type="checkbox"/> Gen mgr/VP <input type="checkbox"/> Owner/pres/CEO <input type="checkbox"/> Sales/marketing mgr <input type="checkbox"/> Shop/parts mgr <input type="checkbox"/> Truck buyer/fleet mgr <input type="checkbox"/> Other Your purchasing authority <input type="checkbox"/> Final decision <input type="checkbox"/> Recommend <input type="checkbox"/> Specify <input type="checkbox"/> No role <input type="checkbox"/> Are you a first-time attendee?	Your attendance objective (check all that apply) <input type="checkbox"/> Find new suppliers and product lines <input type="checkbox"/> Industry training <input type="checkbox"/> Meet with current suppliers <input type="checkbox"/> Find new customers <input type="checkbox"/> Find new distributors/dealers <input type="checkbox"/> Research truck equipment market <input type="checkbox"/> Market company products <input type="checkbox"/> Interact with industry peers	Types of trucks and/or trailers you purchase or distribute (check all that apply) <input type="checkbox"/> Class 1 (0-6,000 lbs.) <input type="checkbox"/> Class 2 (6,001-10,000 lbs.) <input type="checkbox"/> Class 3 (10,001-14,000 lbs.) <input type="checkbox"/> Class 4 (14,001-16,000 lbs.) <input type="checkbox"/> Class 5 (16,001-19,500 lbs.) <input type="checkbox"/> Class 6 (19,501-26,000 lbs.) <input type="checkbox"/> Class 7 (26,001-33,000 lbs.) <input type="checkbox"/> Class 8 (33,001 lbs.+) <input type="checkbox"/> Trailers — over-the-road <input type="checkbox"/> Trailers — vocational/utility <input type="checkbox"/> Truck tractors	Annual commercial truck and equipment purchases <input type="checkbox"/> Less than \$250,000 <input type="checkbox"/> \$250,001-\$500,000 <input type="checkbox"/> \$500,001-\$1,000,000 <input type="checkbox"/> \$1,000,001-\$5,000,000 <input type="checkbox"/> \$5,000,001-\$10,000,000 <input type="checkbox"/> \$10,000,001-\$20,000,000 <input type="checkbox"/> \$20,000,001-\$40,000,000 <input type="checkbox"/> \$40,000,001-\$60,000,000 <input type="checkbox"/> \$60,000,001-\$75,000,000 <input type="checkbox"/> Greater than \$75,000,000
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TRUCK BUYERS/FLEET MANAGERS ONLY

Which describes your truck fleet or market? <input type="checkbox"/> Agricultural <input type="checkbox"/> Construction <input type="checkbox"/> Delivery/cartage <input type="checkbox"/> Government/municipal <input type="checkbox"/> Utility/telecom <input type="checkbox"/> Other	What is the average number of commercial trucks in your fleet? <input type="checkbox"/> Less than 10 <input type="checkbox"/> 11-50 <input type="checkbox"/> 51-100 <input type="checkbox"/> 101-500 <input type="checkbox"/> 501-1,000 <input type="checkbox"/> Greater than 1,000
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REGISTRATION OPTIONS

		Advance registration through 2/17/17	Registration after 2/17/17	Fill in price
<input type="checkbox"/> Green Truck Summit (GTS) & Work Truck Show (WTS) Conference & Trade Show Package Includes all three days of exhibits, Tuesday GTS general sessions, Wednesday & Thursday lunch and all concurrent sessions. Does not include Opening Reception, President's Breakfast, Fleet Management 101, Generation Next or Special Sessions.	Member	<input type="checkbox"/> \$359	<input type="checkbox"/> \$399	\$ _____
	Nonmember	<input type="checkbox"/> \$389	<input type="checkbox"/> \$429	\$ _____
<input type="checkbox"/> Work Truck Show (WTS) Conference & Trade Show Package Includes all three days of exhibits, Wednesday & Thursday lunch and all concurrent sessions. Does not include Opening Reception, President's Breakfast, Fleet Management 101, Tuesday GTS general sessions, Generation Next or Special Sessions.	Member	<input type="checkbox"/> \$269	<input type="checkbox"/> \$309	\$ _____
	Nonmember	<input type="checkbox"/> \$299	<input type="checkbox"/> \$339	\$ _____
<input checked="" type="checkbox"/> Trade Show Badge Includes exhibit hall admission for all three days and admission to one concurrent educational session.				\$ FREE

SPECIAL SESSIONS & EVENTS — Can be added to Registration Options

		Advance registration through 2/17/17	Registration after 2/17/17	Fill in prices
<input type="checkbox"/> Opening Reception Tuesday, March 14.	Member	<input type="checkbox"/> \$89	<input type="checkbox"/> \$109	\$ _____
	Nonmember	<input type="checkbox"/> \$109	<input type="checkbox"/> \$129	\$ _____
<input type="checkbox"/> President's Breakfast Thursday, March 16.	Member	<input type="checkbox"/> \$79	<input type="checkbox"/> \$99	\$ _____
	Nonmember	<input type="checkbox"/> \$99	<input type="checkbox"/> \$119	\$ _____
<input type="checkbox"/> Fleet Management 101 Tuesday, March 14. Not included in any package.	Member & Nonmember	<input type="checkbox"/> \$149	<input type="checkbox"/> \$249	\$ _____
<input type="checkbox"/> Special Session: Rapid Prototyping for Small and Mid-sized Companies Tuesday, March 14. Not included in any package.	Member & Nonmember	<input type="checkbox"/> \$69	<input type="checkbox"/> \$139	\$ _____
<input type="checkbox"/> Special Session: Straightforward Approach to Lean Implementation for Truck Equipment Upfitters Tuesday, March 14. Not included in any package.	Member & Nonmember	<input type="checkbox"/> \$149	<input type="checkbox"/> \$249	\$ _____
<input type="checkbox"/> Generation Next Leadership Workshop & Networking Reception Wednesday, March 15. Not included in any package.	Member & Nonmember	<input type="checkbox"/> \$25	<input type="checkbox"/> \$35	\$ _____
<input type="checkbox"/> Special Session: Indiana LTAP Fleet Educational Program Thursday, March 16. Not included in any package.	Member & Nonmember with Package	<input type="checkbox"/> \$0	<input type="checkbox"/> \$20	\$ _____
	Member & Nonmember without Package	<input type="checkbox"/> \$49	<input type="checkbox"/> \$69	\$ _____

PAYMENT METHOD — Payment is required with registration.

TOTAL: \$ _____

Check enclosed (payable to NTEA) **Credit card:** Visa MasterCard American Express

NTEA may cancel or truncate all events if it determines it is not practical for an event to occur or continue. Attendee agrees its sole remedy for a canceled or shortened event is the return of all or a prorated portion, as applicable, of its registration fee.

Cancellations received after Feb. 17, 2017 are not entitled to a refund, but attendee name transfers are permitted.

Account # _____ Exp. date _____ Billing ZIP code _____

Name on card _____ Signature _____

Use the promo code above to register online at worktruckshow.com, or complete this registration form and fax to 248-489-8590.