

# 20<sup>TH</sup> WORK TRUCK SHOW ANNIVERSARY

# FreePass

This Free Pass gives you access to The Work Truck Show® 2020 and one concurrent educational session (a \$90 total value).

**MARCH 3-6**

**Indiana Convention Center | Indianapolis, IN**

Sessions begin March 3 | Exhibit hall open March 4-6

## Special sessions & events

### Spec'ing for Success

**Tuesday, March 3, 9 a.m.–4 p.m.**

Join a team of subject matter experts for a workshop geared toward identifying correct specification components for many popular commercial vehicle applications.

This session is not included in any registration package — it is available for purchase separately. To ensure an effective learning experience, session attendance is limited to 100 participants.

### Opening reception

**Tuesday, March 3, 6:30–9 p.m.**

Celebrate 20 years of The Work Truck Show during the industry's first major gathering of the year at JW Marriott Indianapolis.

Opening reception is not included in any registration package — it is available for purchase separately.



### Fleet Management 101

**Wednesday, March 4, 9 a.m.–4 p.m.**

Gain a thorough introduction to the most important elements of an effective fleet management program.

This session is not included in any registration package — it is available for purchase separately. To ensure an effective learning experience, session attendance is limited to 100 participants.

### The Work Truck Show Ride-and-Drive

**Wednesday, March 4, 11 a.m.–3:30 p.m.**

**Thursday, March 5, 11 a.m.–3:30 p.m.**

Experience the latest advanced technology and alternative fuel applications for commercial vehicles. Participation is free and available on a first-come, first-served basis to all Work Truck Show 2020 attendees.

No Ride-and-Drive registration is necessary.



Ride-and-Drive sponsor



### Generation Next Leadership Workshop & Networking Reception: Tap into Your Inner Rhythm

**Wednesday, March 4, 3–5 p.m.**

Collision of Rhythm incorporates drumming, tap dancing, rhythmic juggling, marimba, saxophone, and more during an interactive presentation demonstrating what's possible with teamwork.

This session is not included in any registration package — it is available for purchase separately.



### NTEA Annual Meeting with Keynote Speaker

**Thursday, March 5, 7:30–9:15 a.m.**

Learn about upcoming NTEA initiatives and hear from keynote speaker Nikki Haley, U.S. Ambassador to the United Nations (2017–2019). Breakfast will be served at this event.

Annual Meeting is not included in any registration package — it is available for purchase separately.

Annual Meeting sponsor



### Indiana LTAP Fleet Educational Program: Winter Operations From Sidewalks to Statewide

**Thursday, March 5, 9:30–11:30 a.m.**

Find out how the latest technologies in commercial probe data can be used to characterize highway speed and identify emerging problems.

This session is not included in any registration package — it is available for purchase separately.



### Purdue Road School

**Thursday, March 5, 9:30–11:30 a.m.**

As part of the Purdue Road School Transportation Conference and Expo, a select number of classes will be held at Indiana Convention Center in conjunction with The Work Truck Show. Programming will address Indiana statutes and ethics.

Purdue Road School is not included in any registration package — it is available for purchase separately.



### Indiana LTAP Road Scholar Core Course #11 – Road and Bridge Plan Reading

**Thursday, March 5, 12:30–4 p.m.**

Learn the contents of road and bridge plans, including engineering and construction concepts, and find out how to read typical sheet types.

This session is not included in any registration package — it is available for purchase separately.



## Exhibit hall hours

Wednesday, March 4	10 a.m.–5 p.m.
Thursday, March 5	10 a.m.–5 p.m.
Friday, March 6	9 a.m.–noon

# Work Truck Week 2020 Schedule at a glance

Schedule is subject to change. All events take place at Indiana Convention Center except where noted. Learn more at [worktruckshow.com/schedule](http://worktruckshow.com/schedule).

## Monday, March 2

**Registration open** noon–5 p.m.

## Tuesday, March 3

**Registration open** 7 a.m.–7:30 p.m.

**Green Truck Summit general sessions** 8:30 a.m.–6 p.m.

JW Marriott Indianapolis Reception from 5–6 p.m.

GTS Conference & Trade Show Package required

**Manufacturer and Distributor Innovation Conference general sessions** 8:30 a.m.–3:45 p.m.

MDI Conference & Trade Show Package required

**Special session** 9 a.m.–4 p.m.

### Spec'ing for Success

separate registration required

**Concurrent sessions** 1:30–2:45 p.m.

any Conference & Trade Show Package required

- International Truck Update Session
- Mercedes-Benz USA Update Session
- Reinvention Code: Deciphering Timeless Secrets of Disruptive Innovation
- Vehicle Weight Management: New Tools for Easier Analysis
- Volvo Trucks Update Session
- Work Truck Industry Overview

**Concurrent sessions** 3–4:15 p.m.

any Conference & Trade Show Package required

- Branding Highway: Accelerate & Differentiate Your Marketing
- Chevrolet Commercial Vehicles Update Session
- Essential Calculations for U.S. and Canadian Vehicle Certification
- Freightliner Trucks Update Session
- Nissan Commercial Vehicles Update Session
- Translating Commercial Vehicle Data into Practical Business Insights

**Opening reception** 6:30–9 p.m.

JW Marriott Indianapolis

separate registration required

## Wednesday, March 4

**Registration open** 7 a.m.–5 p.m.

**Concurrent sessions** 8–9:15 a.m.

any Conference & Trade Show Package required

- Building Better Vehicle Specs
- Hino Trucks Update Session
- Isuzu Commercial Truck of America Inc. Update Session
- Kenworth Truck Company Update Session
- Leading People Successfully Through Change
- Maximizing the Value of Aftermarket Tires
- New Advances in Idle Mitigation
- Ram Commercial Update Session
- Recruitment and Retention Strategies to Address Your Labor Shortage
- Weight Distribution — How it Affects Commercial Vehicles

**Special session** 9 a.m.–4 p.m.

### Fleet Management 101

separate registration required

**New Exhibitor Pavilion open** 9 a.m.–4 p.m.

**Concurrent sessions** 9:30–10:45 a.m.

any Conference & Trade Show Package required

- Are You Managing Engine Regen Cycles or Are They Managing You?
- Are You Running Your Business or is it Running You?
- Avoiding Common (and Costly) Communication Pitfalls at Work
- Ford Commercial Vehicles Update Session (9:45–11 a.m.)
- Freightliner Custom Chassis Corporation Update Session
- Mitsubishi Fuso Truck of America Inc. Update Session
- Moving to B20 and Higher Fuel Blends
- Robotics: Delivering Improved Productivity for Small and Mid-Sized Operations
- Trailers: The Most Overlooked and Versatile Fleet Tool
- Western Star Trucks Update Session

**Exhibit hall open** 10 a.m.–5 p.m.

**The Work Truck Show Ride-and-Drive** 11 a.m.–3:30 p.m.

**Special session** 3–5 p.m.

### Generation Next Leadership Workshop & Networking Reception

separate registration required

## Thursday, March 5

**Registration open** 6:30 a.m.–5 p.m.

**NTEA Annual Meeting with Keynote Speaker** 7:30–9:15 a.m.

separate registration required

**New Exhibitor Pavilion open** 9 a.m.–4 p.m.

**Special session** 9:30–11:30 a.m.

### Indiana LTAP Fleet Educational Program

separate registration required

**Special session** 9:30–11:30 a.m.

### Purdue Road School — Indiana Statutes & Ethics

separate registration required

**Concurrent sessions** 9:30–10:45 a.m.

any Conference & Trade Show Package required

- Amplify Your Impact
- Crane Carrier Company Update Session
- Implications of VW Settlement Funding for Commercial Vehicles
- Mack Trucks Inc. Update Session
- Peterbilt Motors Company Update Session
- Understanding Business Valuation and Transactions
- Vehicle Life Cycle Costing

**Exhibit hall open** 10 a.m.–5 p.m.

**The Work Truck Show Ride-and-Drive** 11 a.m.–3:30 p.m.

**Special session** 12:30–4 p.m.

### Indiana LTAP Road Scholar Core Course #11 – Road and Bridge Plan Reading

separate registration required

## Friday, March 6

**Registration open** 8 a.m.–noon

**Exhibit hall open** 9 a.m.–noon

# THE WORK TRUCK SHOW® 2020 REGISTRATION FORM

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. For details, visit [ntea.com/privacypolicy](http://ntea.com/privacypolicy) and [ntea.com/eventpolicy](http://ntea.com/eventpolicy).

**FREE PASS**

Promo code:

## ATTENDEE INFORMATION

First name \_\_\_\_\_ Last name \_\_\_\_\_ Date \_\_\_\_\_

Company name \_\_\_\_\_ Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ ZIP \_\_\_\_\_ 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.

Are you a first-time attendee?  Yes  No

## COMPANY INFORMATION (Please check appropriate boxes)

<b>Your job function (required)</b> <input type="checkbox"/> Fleet mgr/truck buyer <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"/> Other	<b>Company type (required)</b> <input type="checkbox"/> Chassis manufacturer <input type="checkbox"/> Fleet management company <input type="checkbox"/> Leasing company <input type="checkbox"/> Manufacturer rep <input type="checkbox"/> State/local/federal gov't organization <input type="checkbox"/> Student <input type="checkbox"/> Trade association <input type="checkbox"/> Trade publication <input type="checkbox"/> Truck dealer <input type="checkbox"/> Truck equipment distributor/upfitter <input type="checkbox"/> Truck equipment manufacturer <input type="checkbox"/> Service supplier (insurance, software, etc.)	<b>Your attendance objective (check all that apply)</b> <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	<b>Types of trucks and/or trailers you purchase or distribute (check all that apply)</b> <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	<b>Annual commercial truck and equipment purchases</b> <input type="checkbox"/> Less than \$250,000 <input type="checkbox"/> \$250,001–\$1,000,000 <input type="checkbox"/> \$1,000,001–\$10,000,000 <input type="checkbox"/> \$10,000,001–\$50,000,000 <input type="checkbox"/> \$50,000,001–\$75,000,000 <input type="checkbox"/> \$75,000,001–\$100,000,000 <input type="checkbox"/> Greater than \$100,000,000
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**Do you require any mobility assistance?**  
Please contact [registrar@ntea.com](mailto:registrar@ntea.com) for assistance.

**Your purchasing authority**  
 Final decision  
 Recommend  
 Specify  
 No role

**TRUCK BUYERS/FLEET MANAGERS ONLY (Choose one of each)**

**Which describes your truck fleet or market?**  
 Construction  Government/municipal  
 Rental/lease  Utility/telecom  
 Delivery/cartage  Other

**What is the average number of commercial trucks in your fleet?**  
 1–10  101–500  1,001–2,500  
 11–50  501–1,000  Greater than 2,500  
 51–100

## REGISTRATION OPTIONS (Must select one)

		Advance registration through 2/6/20	Registration after 2/6/20	Fill in price
<input type="checkbox"/> <b>Green Truck Summit (GTS) Conference &amp; Trade Show Package</b> Includes all three days of exhibits; Tuesday GTS general sessions, lunch and reception; Wednesday & Thursday lunch; and all concurrent sessions. Does not include Tuesday MDIC general sessions, opening reception, Annual Meeting or special sessions.	Member	<input type="checkbox"/> \$399	<input type="checkbox"/> \$439	\$ _____
	Nonmember	<input type="checkbox"/> \$439	<input type="checkbox"/> \$479	\$ _____
<input type="checkbox"/> <b>Manufacturer and Distributor Innovation Conference (MDIC) &amp; Trade Show Package</b> Includes all three days of exhibits; Tuesday MDIC general sessions and lunch; Wednesday & Thursday lunch; and all concurrent sessions. Does not include Tuesday GTS general sessions, opening reception, Annual Meeting or special sessions.	Member	<input type="checkbox"/> \$389	<input type="checkbox"/> \$429	\$ _____
	Nonmember	<input type="checkbox"/> \$429	<input type="checkbox"/> \$469	\$ _____
<input type="checkbox"/> <b>Work Truck Show (WTS) Conference &amp; Trade Show Package</b> Includes all three days of exhibits; Wednesday & Thursday lunch; and all concurrent sessions. Does not include Tuesday GTS general sessions, opening reception, Annual Meeting, Tuesday MDIC general sessions or special sessions.	Member	<input type="checkbox"/> \$279	<input type="checkbox"/> \$319	\$ _____
	Nonmember	<input type="checkbox"/> \$319	<input type="checkbox"/> \$359	\$ _____
<input checked="" type="checkbox"/> <b>Trade Show Badge</b> Includes exhibit hall admission for all three days and admission to one concurrent educational session.				\$ <b>FREE</b>

## WORKSHOPS & SPECIAL SESSIONS (Can be added to registration options)

		Advance registration through 2/6/20	Registration after 2/6/20	Fill in prices
<input type="checkbox"/> <b>Opening reception</b> Tuesday, March 3. Not included in any package.	Member	<input type="checkbox"/> \$79	<input type="checkbox"/> \$99	\$ _____
	Nonmember	<input type="checkbox"/> \$99	<input type="checkbox"/> \$119	\$ _____
<input type="checkbox"/> <b>NTEA Annual Meeting with Keynote Speaker</b> Thursday, March 5. Not included in any package.	Member	<input type="checkbox"/> \$79	<input type="checkbox"/> \$99	\$ _____
	Nonmember	<input type="checkbox"/> \$99	<input type="checkbox"/> \$119	\$ _____
<input type="checkbox"/> <b>Spec'ing for Success</b> Tuesday, March 3. Not included in any package.	Member & Nonmember	<input type="checkbox"/> \$169	<input type="checkbox"/> \$259	\$ _____
<input type="checkbox"/> <b>Fleet Management 101</b> Wednesday, March 4. Not included in any package.	Member & Nonmember	<input type="checkbox"/> \$169	<input type="checkbox"/> \$259	\$ _____
<input type="checkbox"/> <b>Generation Next Leadership Workshop &amp; Networking Reception</b> Wednesday, March 4. Not included in any package.	Member & Nonmember	<input type="checkbox"/> \$25	<input type="checkbox"/> \$35	\$ _____
<input type="checkbox"/> <b>Indiana LTAP Fleet Educational Program</b> Thursday, March 5. Not included in any package.	Member	<input type="checkbox"/> \$25	<input type="checkbox"/> \$30	\$ _____
	Nonmember	<input type="checkbox"/> \$49	<input type="checkbox"/> \$69	\$ _____
<input type="checkbox"/> <b>Purdue Road School – Indiana Statutes &amp; Ethics</b> Thursday, March 5. Not included in any package.	Member	<input type="checkbox"/> \$25	<input type="checkbox"/> \$30	\$ _____
	Nonmember	<input type="checkbox"/> \$49	<input type="checkbox"/> \$69	\$ _____
<input type="checkbox"/> <b>Indiana LTAP Road Scholar Course – Road and Bridge Plan Reading</b> Thursday, March 5. Not included in any package.	Member	<input type="checkbox"/> \$25	<input type="checkbox"/> \$30	\$ _____
	Nonmember	<input type="checkbox"/> \$49	<input type="checkbox"/> \$69	\$ _____

## PAYMENT METHOD (Payment is required with registration)

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

Account # \_\_\_\_\_ Exp. date \_\_\_\_\_ Billing ZIP \_\_\_\_\_

Name on card \_\_\_\_\_ Signature \_\_\_\_\_

**TOTAL: \$ \_\_\_\_\_**

Fax 248-489-8590 Questions 800-441-6832

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. 6, 2020 are not entitled to a refund, but attendee name transfers are permitted. Register at [worktruckshow.com](http://worktruckshow.com).

**SUBMIT**

**Complete this form and fax to 248-489-8590 or use the promo code to register online at [worktruckshow.com](http://worktruckshow.com).**