20TH ANNIVERSARY WORK TRUCK SHOW

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
Allison Transmission

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 sponsor
BUILT Ford TOUGH

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

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

Brought to you by NTEA
THE ASSOCIATION FOR THE WORK TRUCK INDUSTRY

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**.

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 session 11:30 a.m.–12:45 p.m.
- Volvo Trucks Update Session

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
- 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 Spec's
- 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

Promo code: WT527 Booth #: 813

FREE PASS You're invited as our guest, Compliments of: Verity Rear Vision Systems

First name | Last name | Date

Company name | Address

City | State/Province | ZIP | Country

Phone | Fax | Individual email *(for NTEA use only)*

Do you authorize NTEA to share your email address with exhibiting companies if requested?
☐ 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)

Your job function (required)
- ☐ Fleet mgr/truck buyer
- ☐ Buyer/purchasing agent
- ☐ Engineer/quality mgr
- ☐ Financial/administrative mgr
- ☐ Gen mgr/VP
- ☐ Owner/pres/CEO
- ☐ Sales/marketing mgr
- ☐ Shop/parts mgr
- ☐ Other

Do you require any mobility assistance?
Please contact registrar@ntea.com for assistance.

Company type (required)
- ☐ Chassis manufacturer
- ☐ Fleet management company
- ☐ Leasing company
- ☐ Manufacturer rep
- ☐ State/local/federal gov't organization
- ☐ Student
- ☐ Trade association
- ☐ Trade publication
- ☐ Truck dealer
- ☐ Truck equipment distributor/upfitter
- ☐ Truck equipment manufacturer
- ☐ Service supplier (insurance, software, etc.)

Your purchasing authority
- ☐ Final decision
- ☐ Recommend
- ☐ Specify
- ☐ No role

Your attendance objective (check all that apply)
- ☐ Find new suppliers and product lines
- ☐ Industry training
- ☐ Meet with current suppliers
- ☐ Find new customers
- ☐ Find new distributors/dealers
- ☐ Research truck equipment market
- ☐ Market company products
- ☐ Interact with industry peers

Types of trucks and/or trailers you purchase or distribute (check all that apply)
- ☐ Class 1 (0–6,000 lbs.)
- ☐ Class 2 (6,001–10,000 lbs.)
- ☐ Class 3 (10,001–14,000 lbs.)
- ☐ Class 4 (14,001–16,000 lbs.)
- ☐ Class 5 (16,001–19,500 lbs.)
- ☐ Class 6 (19,501–26,000 lbs.)
- ☐ Class 7 (26,001–33,000 lbs.)
- ☐ Class 8 (33,001 lbs.+)
- ☐ Trailers — over-the-road
- ☐ Trailers — vocational/utility
- ☐ Truck tractors

Annual commercial truck and equipment purchases
- ☐ Less than $250,000
- ☐ $250,001–$1,000,000
- ☐ $1,000,001–$10,000,000
- ☐ $10,000,001–$50,000,000
- ☐ $50,000,001–$75,000,000
- ☐ $75,000,001–$100,000,000
- ☐ Greater than $100,000,000

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
- ☐ 11–50
- ☐ 51–100
- ☐ 101–500
- ☐ 501–1,000
- ☐ 1,001–2,500
- ☐ Greater than 2,500

REGISTRATION OPTIONS (Must select one)

		Advance registration through 2/6/20	Registration after 2/6/20	Fill in price
☐ **Green Truck Summit (GTS) Conference & Trade Show Package** 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	☐ $399	☐ $439	$
	Nonmember	☐ $439	☐ $479	$
☐ **Manufacturer and Distributor Innovation Conference (MDIC) & Trade Show Package** 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	☐ $389	☐ $429	$
	Nonmember	☐ $429	☐ $469	$
☐ **Work Truck Show (WTS) Conference & Trade Show Package** 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	☐ $279	☐ $319	$
	Nonmember	☐ $319	☐ $359	$
☑ **Trade Show Badge** Includes exhibit hall admission for all three days and admission to one concurrent educational session.				$ FREE

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

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

PAYMENT METHOD (Payment is required with registration)

TOTAL: $ 0

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

Account # | Exp. date | Billing ZIP

Name on card | Signature

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**.

SUBMIT

Complete this form and fax to 248-489-8590 or use the promo code to register online at worktruckshow.com.

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