On-Site Training for Commercial, Utility and Government Fleets

Vocational Vehicle Specifications and Design Training

What You Need to Know

- ***Improve the spec'ing and design of your work trucks***
- ***Shape your proposals to best meet your fleet needs***
- ***Boost fleet productivity***
- ***Improve life-cycle costs and paybacks***
- ***Stretch your budget dollars***

Select any four courses for one full day of training or eight courses for 2 full days:

- **Vehicle Weight Distribution Analysis*** — Learn the ins and outs of vehicle weight distribution to safely and legally position equipment and payloads while maintaining regulatory compliance. Includes an overview of weight distribution and center of gravity analysis procedures.

- **Basic Powertrain Analysis***— Optimize your powertrain for maximum efficiency. Learn how to properly size your truck engines and how to select transmission and axle gear ratios to ensure that your vehicles meet performance expectations while at the same time optimizing fuel efficiency.

- **Truck Equipment and Body Design Principles***— Learn how to define your vocational vehicle applications, identify functional requirements and design a unit to efficiently perform your defined application.

- **Truck Chassis Design Principles***— Match your chassis to your defined application and to the body/ equipment configurations you have designed. Our application-oriented approach assures that your total vehicle solution is on target to accomplish the defined tasks.

- **Trailer Towing** — How much weight can your work truck really tow? Trailer overloading is all too common and results in an unsafe vehicle combination! Understand the dynamics and overview the procedures required for matching trucks and trailers to meet your towing requirements.

- **Understanding the Federal Bridge Law** — Gain a functional understanding of the Federal Bridge Law and how to apply it to all your work truck applications.

- **Completed and Modified Vehicle Certification Overview** — Proper vehicle certification is required by law and assures you, the purchaser, of safety, reliability and durability. Payload analysis, weight distribution and completion of a Federal Motor Vehicle Safety Standard Compliance Analysis are all part of this process. Learn how various elements of this process relate to your fleet before you spec' and design.

- **Equipment and Chassis Specifications** — Compare and contrast the various styles of specifications typically used for trucks and truck equipment; review which styles are best used in various scenarios; learn specification do's and don'ts, including ethics; and gain suggestions for ensuring that you don't pay more than necessary for your new vocational trucks.

- **New Vehicle Quality Assurance** — Learn the smart, simple and straightforward tools which will assure the vehicle you receive is the vehicle you specified, from pre-build review to final inspection. We recommend in-depth experience with equipment and chassis specifications or completion of *Equipment and Chassis Specifications* prior to taking this course.

- **Life-cycle Cost Analysis** — This after-tax, net present value (NPV) approach to life-cycle cost analysis is critically beneficial to both private and government fleets. Additional topics include alternative purchase options; equipment upgrade opportunities; and lease vs. purchase evaluations.

* The NTEA recommends these four courses be taken together for one full day of training and considers these topics the essentials of vehicle specifications and design.

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PRESENTERS

Our expert presenters are all qualified engineers, each with more than 25 years of subject matter experience within the work truck industry. Our lead trainer comes with 30+ years of first-hand knowledge in hands-on fleet management and vehicle specification development.

These seasoned trainers deliver informative, interactive and engaging sessions guaranteed to offer real-world strategies and practical techniques and tips that are immediately applicable.

WEALTH OF SUPPORTING MATERIALS

Reference and training materials will be distributed for each course. These technical resources are designed to bring value for many years.

CLASSROOM SIZE

Maximum suggested course size is no more than 20–25 people. Larger groups may be accommodated upon request. There is no restriction to the number of fleets in attendance.

PROGRAM OPTIONS

Select any four courses for a full day of training. One additional course may be included within one day of training depending on knowledge base and experience level of participants. All programs can be tailored to ensure you receive the most targeted training for your organization.

PAYMENT TERMS

1-day (four courses): $1,500 • 2-day (eight courses): $2,500

In addition to the on-site training daily rate(s), direct travel-related expenses of the presenter(s) and a course material fee of $20 per student will be charged.

TRAINING SITE

Program host is responsible for meeting location, audiovisual requirements, as well as food and beverage, if supplied. The NTEA can provide administrative support in the planning of this conference as well as promotional materials for a small fee.

Call 1-800-441-NTEA (6832) today

or email info@ntea.com for more information.

NATIONAL TRUCK EQUIPMENT ASSOCIATION

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