FLEET MANAGERS:

What You Need to Know Before You Buy Your Next Work Truck

NTEA®
THE ASSOCIATION FOR THE WORK TRUCK INDUSTRY

Visit NTEA.com Today

Serving the Industry Since 1964

Specifying the right truck saves you time, resources and money.

As vocational trucks continue to grow in complexity and sophistication, companies are under increasing pressure to maximize their vehicle investments.

NTEA, the Association for the Work Truck Industry, offers fleets access to extensive knowledge on vehicle engineering, specification, design resources and important regulatory changes. NTEA's expert staff engineers can explain best practices for specifying chassis, selecting truck bodies and equipment for specific applications, performing weight distribution calculations and conducting accurate payload analysis.

Following are some of the services and resources available to NTEA members:

Truck Specifying — *Our staff of engineers can guide you through:*

- Best practices for spec'ing chassis
- Selecting truck body and equipment applications to best match the job your truck(s) will perform
- Critical steps for spec'ing second units (i.e., identifying and defining your requirements)
- The importance of and how to do weight distribution calculations
- How to perform an accurate payload analysis

Vehicle Compliance — *The NTEA will help you stay abreast of important regulatory changes affecting fleets, including:*

- Federal Motor Vehicle Safety Standards (FMVSS) and Canadian Motor Vehicle Safety Standards
- Federal lighting regulations
- Ratings and performance ranges for dump body and conversion hoists
- Driver regulations

Chassis Manufacturer Information —

The NTEA offers beneficial resources to help you stay up-to-date on chassis manufacturer technical issues that could impact your fleet, including:

- The largest online library of *Technical Reports* and articles in the industry
- Pickup box removal program information
- Members-only access to a sneak peek of new truck chassis models and technical information at the annual Truck Product Conference
- Hybrid and alternative fuel education and resources
- Chassis manufacturer updates and truck unveilings at The Work Truck Show® and Annual NTEA Convention

Training Opportunities — *The NTEA offers both on-site and online training courses.*

On-site Training — NTEA's vocational vehicle specification and design training can help fleets boost productivity, improve life-cycle costs and maximize ROI. Courses, which can be tailored to meet your needs, include:

- Vehicle Weight Distribution Analysis
- Basic Powertrain Analysis
- Truck Equipment and Body Design Principles
- Truck Chassis Design Principles
- Equipment and Chassis Specifications
- New Vehicle Quality Assurance

Online Training — The NTEA SMART Online Training Program offers easy-to-follow, self-guided training courses designed to enhance your knowledge and increase your expertise in management and shop-oriented disciplines. Courses include:

- Lean Manufacturing
- Change Management
- Growth Planning

The Work Truck Show® —

North America's largest annual vocational truck event offers fleet professionals:

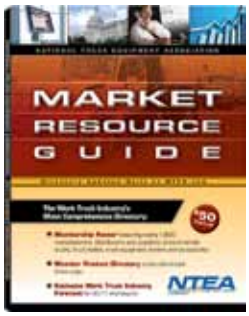
- More than 500,000 square feet of Class 1–8 vocational trucks and equipment
- Side-by-side comparisons of new vehicles, products, equipment and accessories from more than 500 exhibiting companies
- More than 40 intensive educational programs on upfitting, spec' writing and fleet productivity

Members have unlimited access to the NTEA's toll-free engineering and technical hotline Monday–Friday, 8:00AM–5:00PM EST.

Publications & Materials — *Members have access to free or heavily discounted publications, including:*

- ***NTEA News*** — Up to five employees can receive the NTEA's award-winning monthly newsletter at no additional cost
- ***FleetAffiliation*** — This monthly e-newsletter offers tips, strategies and timely updates of interest to fleet professionals
- ***Truck Equipment Handbook*** — This comprehensive guide provides you with technical information about the selection of commercial vehicle components and equipment members receive a free copy upon publication

- ***Federal Lighting Guide Kit*** — An essential resource for determining compliance with the lighting requirements in FMVSS 108: Lamps, Reflective Devices and Associated Equipment
- ***Market Resource Guide*** — This comprehensive directory and buyer's guide includes a special work truck industry market analysis and outlook



- ***Vehicle Life-Cycle Cost Analysis Program*** — This valuable tool helps you to calculate annual and total cash flows and Net Present Value of various cost and revenue streams associated with the ownership of a vehicle asset over its total life at any given internal rate of return
- ***Federal Motor Vehicle Safety Standards*** — All National Highway Traffic Safety Administration (NHTSA) regulations and all FMVSS applicable to manufacturers of motor vehicles and motor vehicle equipment are overviewed in this publication

Online Resources — *A wealth of knowledge and information to help you better manage your fleet is available on NTEA.com, including:*

- Truck specifications
- Productivity and engineering guidelines
- Quick access to relevant standards
- Chassis manufacturer sales and technical contacts
- Library of technical articles
- Interactive *Lighting Guide*
- Year-round Work Truck Show product directory
- Industry directory containing nearly 1,600 distributors, upfitters, dealers, suppliers, and more
- Government links
- The Government Activities section of the Web site includes information on numerous topics such as current government issues, Federal Excise Tax and regulatory compliance. In addition, the monthly *Washington Update* e-newsletter delivers timely information on legislative and regulatory activities.
- Details on the Member Verification Program (MVP), which showcases NTEA supplier members that have taken steps to implement specific business standards, quality standards and processes to aid you in purchasing safe and reliable vehicles.
- The Green Truck Association (GTA), an affiliate division of the NTEA, showcases the latest green trucks and technology developments at www.greentruckassociation.com. The GTA also serves as the resource for regulatory and funding initiatives relevant to green truck development.

Take time and make the effort up-front to add vehicles to your fleet that have been properly selected and equipped to best meet the needs of your business. Your workers, maintenance providers and bottom line will all benefit.

Join the NTEA Today!

Questions? Contact NTEA Sales and Services Manager Jim Hamilton at 1-800-441-6832, ext. 134, or NTEA Director of Fleet Relations Bob Johnson at (301) 606-5797.

NTEA, 37400 Hills Tech Drive, Farmington Hills, MI 48331-3414
1-800-441-6832 (U.S. and Canada) • (248) 489-7090 • FAX (248) 489-8590 • info@ntea.com • www.ntea.com

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MEMBERSHIP APPLICATION

COMPANY INFORMATION

Today's Date _____
Company _____
Toll Free _____
Local Phone _____
Fax _____
E-mail _____
Web site _____

Mailing Address
Line 1 _____
Line 2 _____
City, State, Zip, Country _____
_____

Billing Address ❑ Same as above
Line 1 _____
Line 2 _____
City, State, Zip, Country _____
_____

NOTE: *You will be sent a separate form for you to detail exactly how you want your company listed in our print and online directories.*

MAIN CONTACT INFORMATION

This person will be designated as NTEA's primary contact for your company. All correspondences and inquiries will be sent to his/her attention.

Referred by _____

Name _____

Title _____

E-mail _____

Local Phone _____

Fax _____

Mailing Address ❑ Same as above
Line 1 _____
Line 2 _____
City, State, Zip, Country _____
_____
_____

MEMBERSHIP CATEGORY AND ANNUAL DUES

Associate

companies that are not distributors or manufacturers but are affiliated with the truck equipment industry through an ongoing business relationship with distributor and/or manufacturer members.

ASSOCIATE CATEGORIES	DUES
❑ Truck Fleets <100 Vehicles	$200
❑ Manufacturers Representatives	$300
❑ International Members	$400
❑ Truck Dealers	$400
❑ Truck Fleets >100 Vehicles	$500
❑ Leasing Companies	$700
❑ Business Service Providers	$700
❑ Raw Materials Suppliers	$700
❑ Shop Equipment Suppliers	$700
❑ Component Parts Suppliers	$700
❑ Chassis Manufacturers	$1,500

PAYMENT INFORMATION

❑ Check enclosed (payable to NTEA)

❑ Charge AmEx, VISA or MasterCard

Acct# _____

Exp. Date _____

Name on Card _____

Signature _____

Please complete this application and return with payment to:

NTEA, 37400 Hills Tech Drive
Farmington Hills, MI 48331-3414

Serving the Industry Since 1964

Questions?

Call 1-800-441-6832 or (248) 489-7090
FAX (248) 489-8590

We look forward to serving you.

The Internal Revenue Code was amended in 1993 to reduce the business deduction for the portion of trade association dues allocated to lobbying. A percentage (4.7%) of your dues payment is NOT deductible as an ordinary and necessary business expense.

Effective 5-11

Fees subject to change.

MAY2011

**Membership dues are paid on an annual basis and are non-refundable.*