THE WORK TRUCK SHOW®

MARCH 6-8, 2013
INDIANA CONVENTION CENTER
INDIANAPOLIS, IN

SCHEDULE AT A GLANCE

MONDAY, MARCH 4

Registration Open — 12:00PM–5:00PM

TUESDAY, MARCH 5

Registration Open — 7:00AM–5:30PM

Green Truck Summit — 8:00AM–6:15PM *(ticket required)*
Reception from 5:15PM–6:15PM

Fleet Management Symposium — 9:00AM–4:00PM *(ticket required)*

SPECIAL SESSION
Implementing a Lean Management System — 9:00AM–4:00PM *(ticket required)*

SPECIAL SESSION
Selling Skills for Truck Body and Equipment Professionals — 9:00AM–4:00PM *(ticket required)*

CONCURRENT EDUCATIONAL SESSIONS
1:30PM – 2:45PM

- Freightliner Trucks — **CHASSIS UPDATE**
- Mack Trucks, Inc. — **CHASSIS UPDATE**
- Simplifying the Complex: Performing Accurate Weight Distribution and Payload Calculations for Work Trucks
- The Nuts and Bolts of Federal Excise Tax Applications
- Upcoming Industry and Economic Trends: Impacts on Your Business

CONCURRENT EDUCATIONAL SESSIONS
3:00PM – 4:15PM

- Chevrolet & GMC Commercial Truck — **CHASSIS UPDATE**
- Freightliner Custom Chassis Corporation — **CHASSIS UPDATE**
- Navigating the Impacts of Government Regulations on the Work Truck Industry
- Smith Electric Vehicles — **CHASSIS UPDATE**
- State of the Industry Overview — The NTEA Perspective
- Staying Clear of Costly Truck Frame Modification Errors

Opening Reception — 6:30PM–9:00PM *(ticket required)*
Location: Lucas Oil Stadium

WEDNESDAY, MARCH 6

Registration Open — 7:00AM–5:00PM

Green Truck Summit — 8:00AM–10:45AM *(ticket required)*

CONCURRENT EDUCATIONAL SESSIONS
8:00AM – 9:15AM

- Business Growth: The Silent Killer
- Considerations for Developing Optimal Work Truck Body and Equipment Specifications
- Critical Trailer and Towing Factors for Class 1–4 Trucks
- Daimler Vans USA LLC — **CHASSIS UPDATE**
- Hino Trucks — **CHASSIS UPDATE**
- International Truck — **CHASSIS UPDATE**
- Ram Commercial — **CHASSIS UPDATE**
- Repair or Replace — Finding the Optimum Balance for Your Fleet

Fleet Management Symposium — 9:00AM–12:00PM *(ticket required)*

CONCURRENT EDUCATIONAL SESSIONS
9:30AM – 10:45AM

- Establishing an Effective Fleet Replacement Program
- Ford Commercial Truck — **CHASSIS UPDATE**
- How Lean Applies to Truck Equipment Distributors and Manufacturers
- Isuzu Commercial Truck of America, Inc. — **CHASSIS UPDATE**
- Making Sure the Truck Chassis Matches the Job Requirements
- Peterbilt Motors Company — **CHASSIS UPDATE**
- Unlocking Your Company's Financial Strengths and Weaknesses
- Western Star Trucks — **CHASSIS UPDATE**

TRADE SHOW OPEN — 10:30AM–5:00PM

Green Truck Ride-and-Drive — 12:00PM–4:30PM

Work Truck Show 2014 Exhibitor Sign-up — 2:00PM–4:30PM
(Platinum, Gold, Silver & Bronze)

SPECIAL SESSION
YEN Leadership Workshop & Networking Reception — 3:00PM–5:00PM *(ticket required)*

TRADE SHOW HOURS

WEDNESDAY, MARCH 6
10:30AM–5:00PM

THURSDAY, MARCH 7
10:30AM–5:00PM

FRIDAY, MARCH 8
9:00AM–12:00PM

Schedule is subject to change. All events take place at the Indiana Convention Center except where noted. Complete Event Package or Conference & Trade Show Package registration is required to attend educational sessions. Visit NTEA.com for the most current session information.

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THURSDAY, MARCH 7

Registration Open	7:00AM–5:00PM
President's Breakfast & NTEA Annual Meeting	7:30AM–9:15AM *(ticket required)*

CONCURRENT EDUCATIONAL SESSIONS
9:30AM–10:45AM

- Crane Operator Certification — What Are Your Obligations?
- Finding and Retaining Qualified Employees
- Is Your Powertrain Spec'd For Ideal Efficiency and Performance?
- Kenworth Truck Company — **CHASSIS UPDATE**
- Mitsubishi Fuso Truck of America, Inc. — **CHASSIS UPDATE**
- Nissan North America — **CHASSIS UPDATE**
- Taking Advantage of Multiplexing

THURSDAY, MARCH 7 CONTINUED

Work Truck Show 2014 Exhibitor Sign-up	10:00AM– 5:30PM
TRADE SHOW OPEN	10:30AM–5:00PM
Green Truck Ride-and-Drive	12:00PM–4:30PM

FRIDAY, MARCH 8

Registration Open	8:00AM–12:00PM
Work Truck Show 2014 Exhibitor Sign-up	9:00AM–11:30AM
TRADE SHOW OPEN	9:00AM–12:00PM

PLAN YOUR SHOW!

EXHIBITOR SEARCH | FLOOR PLAN | FEATURED EXHIBITORS

- Search exhibitors
- View the updated show floor plan
- See new products

Personalize your Work Truck Show experience by visiting www.mapyourshow.com/shows/index.cfm?Show_ID=WTS13

For more show information, scan this QR code with your Smartphone

LET'S DO LUNCH!

When you register for a Complete Event Package or Conference & Trade Show Package, you will receive a voucher good for lunch Wednesday, March 6 and Thursday, March 7. This entitles you to an elaborate buffet lunch in the dedicated dining area on the show floor. This opportunity would not be possible without the support of Ford Commercial Truck.

SPONSORED BY: BUILT Ford TOUGH
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