



ANNUAL

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REPORT



ADVANCED VEHICLE &
FUEL TECHNOLOGY



VEHICLE DESIGN &
SPECIFICATION



MARKET DATA &
RESEARCH



REGULATORY
GUIDANCE



EDUCATION &
TRAINING



INDUSTRY
EVENTS

Serving the industry since 1964

Message from NTEA's 61st Board Chair



NTEA has served the commercial vehicle community for over 60 years by providing valuable resources, market insights, technical information, government advocacy, as well as workforce training, educational programs and industry events to support the Association's members and strengthen the overall industry. As NTEA's 61st Board chair, I remain committed to this mission.

I referenced during NTEA's 2025 Annual Meeting how our industry is adept at navigating uncertainty, adapting to new market demands and coming up with creative solutions. NTEA events, like Work Truck Week, Commercial Vehicle Upfitting Summit and Executive Leadership Summit, are a great place to continue to fuel that innovation and creativity, build relationships, take advantage of educational programs and experience the latest in product offerings. These events can help businesses formulate strong operational strategies, refine their business plans, and drive informed decision-making. Learn more about NTEA's year in review on page 3 and NTEA events on page 9 of this report.

As a leader of a California-based company, I'm especially encouraged by the progress we have made in the lawsuit filed this past year by NTEA and the Specialty Equipment Market Association (SEMA) challenging the California Air Resources Board's Advanced Clean Fleets rule. The NTEA team continues to work tirelessly to support initiatives like this that help our industry thrive and succeed. See more about NTEA's advocacy efforts on page 5 of this report.

The people and innovative companies that comprise this vibrant industry are the driving force that serve the communities in which we live and work. On behalf of the NTEA Board and staff, thank you for the work you do. I look forward to what we will accomplish together this year.

An important note: To ensure regulation compliance and maintain a standard of transparency, each year the Association utilizes a third-party certified public accounting firm to conduct a comprehensive audit. This assessment of NTEA's finances and internal processes helps with accurate and timely financial reporting and data collection. Key results of this audit are highlighted for the membership in this Annual Report.

Best regards,

Ben Winter

Board Chair

Vice Chairman/Business Development

Transfer Flow Inc.

(Chico, California)

Year in review

- Available to survey participants in the first and third quarters, Business Conditions Survey Report helps distributors and manufacturers better anticipate the upcoming market and gain insights into expectations regarding hiring, sales levels and business strategies.
- NTEA held its 2024 Executive Leadership Summit in September in Plymouth, Michigan — offering a forum to explore important commercial vehicle trends, forecasts and insights.
- The Association hosted the upfitter community and commercial vehicle chassis manufacturer technical and engineering experts at the 2024 Commercial Vehicle Upfitting Summit at Kalahari Resorts & Conventions in Sandusky, Ohio.
- NTEA, in collaboration with Lincoln Electric Company and National Coalition of Certification Centers (NC3), held Work Truck Industry Welder Certification Program Train-the-Trainer sessions. This initiative provides companies with access to a consistent training curriculum they can utilize to train welders within their organizations.
- In November 2024, NTEA launched Truck Frame Fundamentals, a four-part on-demand video series, led by industry veteran, Dick Toner. This past year, NTEA also introduced an educational video series, which serves as an introduction to key industry topics such as gross vehicle weight rating, gross combined weight rating, trailering, center of gravity, and multi-stage vehicle certification.
- NTEA hosted Work Truck Week 2025 at Indiana Convention Center, March 4–7, 2025.
- Held during Work Truck Week 2025, Green Truck Summit featured intensive programs on clean energy trends for commercial vehicles and operational insights for vocational truck fleets.
- In March 2025, NTEA released the 18th edition of Truck Equipment Handbook, the work truck industry's most comprehensive pocket guide for commercial vehicle components and equipment.
- NTEA released the Canada Regulatory Compliance Guide: An Essential Resource for Producing Commercial Vehicles for the Canadian Market. This guide, along with NTEA's Commercial Vehicle Certification Guide, is designed to serve as a resource for Canadian and U.S. multi-stage manufacturers navigating the regulatory compliance landscape in Canada.
- Federal and California truck emissions regulations took center stage this past year. NTEA joined the Specialty Equipment Market Association (SEMA) in suing California over its truck fleet electrification rules. Recently, California agreed to repeal the regulations subject to this lawsuit.



**EXECUTIVE
LEADERSHIP SUMMIT**

**GREEN
TRUCK
SUMMIT**

**NTEA
COMMERCIAL
VEHICLE
UPFITTING
SUMMIT**

**WORK TRUCK INDUSTRY
WELDER CERTIFICATION PROGRAM**

**LINCOLN
ELECTRIC**  **NTEA**
THE WORK TRUCK ASSOCIATION



**WorkTruck
Week 2025**



Technical services

Members have unlimited access to NTEA's technical services department (**248-489-7090** or **info@ntea.com**). Staff engineers with over 100 years of combined industry experience offer in-depth solutions to technical issues. In the 2024–2025 fiscal year, more than 480 inquiries were documented (includes phone and email). NTEA member companies accounted for the vast majority of this communication, but nonmembers sampled the benefit. Technical services also receives and addresses inquiries and collaboration requests from government agencies and academic institutions.

Find solutions

- Body and equipment installation
- Commercial vehicle design considerations
- Department of Transportation regulations
- Federal Excise Tax (FET)
- Member Verification Program (MVP)
- OEM upfitter guidance
- Vehicle certification guidance
- Weight calculation assistance

NTEA provides publications and reference materials designed to help you stay on top of regulations (member login required).

ntea.com/technicalresources

Business distinction



MVP recognizes eligible companies in the work truck industry for outstanding business practices and successful implementation of quality standards (212 companies held MVP member designation upon conclusion of the 2024–2025 fiscal year). Association members are encouraged to apply for consideration. Candidates must provide documentation that they meet or exceed a given set of criteria. Once qualified, companies receive MVP member status for a three-year term. In order to renew, MVP members must again document conformance, ensuring their ongoing commitment to professionalism, industry knowledge and high performance.

ntea.com/mvp

Government advocacy



NTEA maintains a government relations department and satellite offices in Washington, DC, and Ottawa, Ontario. We are committed to protecting and advancing member interests by actively working with Congress, the White House, Parliament and federal agencies. Dedicated NTEA staff monitor and report Congressional, Parliamentary and regulatory agency activities, as well as advocate on behalf of the work truck industry. The Association works diligently to ensure fair representation regarding all legislative and regulatory issues.

- **Federal elections in the U.S. and Canada are shifting the political and regulatory landscape.**
- **Tariffs have become a bigger issue than ever before. NTEA works closely with the Department of Commerce and the U.S. Trade Representative to educate them on how tariffs are likely to affect various segments of the work truck industry.**
- **The Association is pursuing litigation with the Specialty Equipment Market Association (SEMA) against the California Air Resources Board (CARB) on portions of its Advanced Clean Fleets (ACF) rule. NTEA is calling for the regulation's repeal and a guarantee that it is not enforced retroactively at any point.**
- **The Association continues to educate agencies such as National Highway Traffic Safety Administration (NHTSA) to protect against unnecessary equipment regulations on work trucks. NTEA is currently working with regulators and OEMs to determine how to integrate advanced driver assistance systems into work trucks.**
- **NTEA is working with the Environmental Protection Agency (EPA) and NHTSA on truck emission issues. In particular, NTEA calls for reviews of the greenhouse gas and mileage regulations. As governments continue looking towards emission-reducing technologies, NTEA advocates for regulations that allow for capable, available, and affordable commercial trucks.**
- **NTEA continues positioning the Federal Excise Tax (FET) on heavy-duty trucks and bodies for Congressional repeal. A 12% tax on vitally important vehicles is neither helpful to the government nor the economy.**
- **Catalytic converter theft is a significant problem for the commercial vehicle industry. NTEA supports legislation to address the issue. We expect the Preventing Auto Recycling Theft (PART) Act will be introduced in the new Congress. The legislation would require parts marking and recordkeeping to reduce theft. NTEA is working to include specific truck parts, such as diesel particulate filters and diesel oxidation catalysts, into the legislation.**

ntea.com/advocacy

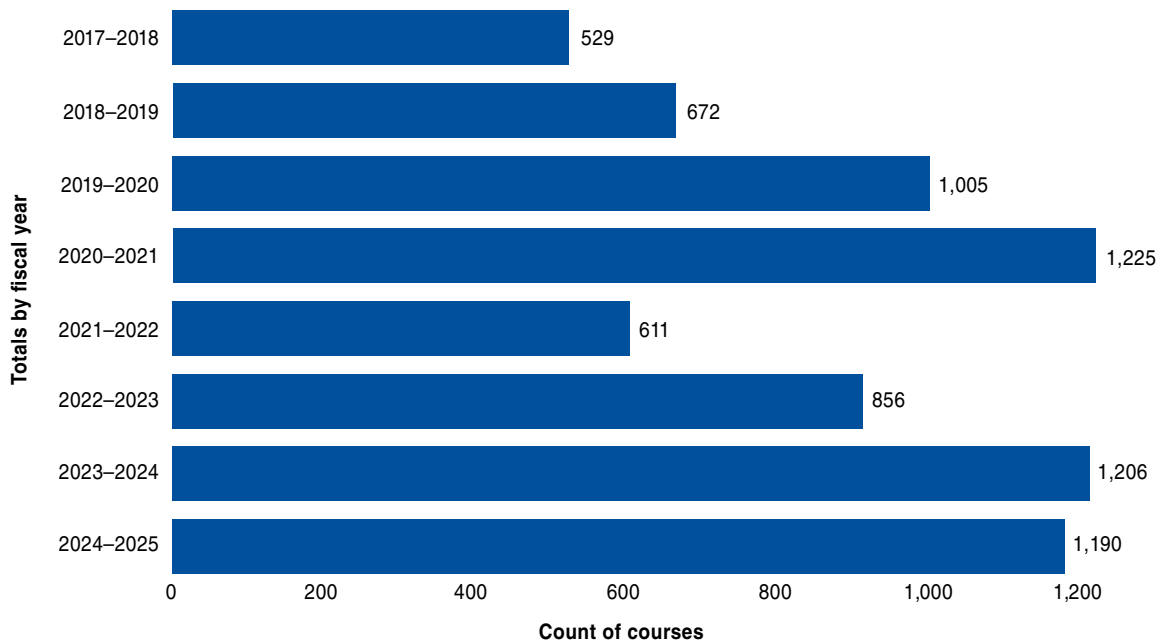
Industry education

Comprehensive educational and professional development offerings build industry expertise.

- The Work Truck Industry Welder Certification Program provides access to a consistent training curriculum to train welders
- Webinars feature timely topics like technical changes, industry forecasts and regulatory updates
- Targeted sessions are offered at events like Work Truck Week
- Online education covers the basics of truck equipment, vehicle certification, weight distribution and truck frame fundamentals
- In November 2024, NTEA launched Truck Frame Fundamentals, a four-part on-demand video series, led by industry veteran, Dick Toner. This series covers everything from material strength and load dynamics to real-world failures and best practices for splicing and reinforcement.
- NTEA also introduced an educational video series, which serves as an introduction to key industry topics and provides links to related NTEA resources and tools. Current videos include topics on gross vehicle weight rating, gross combined weight rating, trailering, center of gravity, and multi-stage vehicle certification.
- Since launching our new learning management system in 2017, a total of 14,204 individuals have signed up for online courses with 7,366 completions. Over the fiscal year, 3,183 individuals have registered with 1,190 completions.

TE101 TE201 TE ELECTRICAL BASICS

NTEA online courses completed



NTEA is accredited by the International Accreditors for Continuing Education and Training (IACET) and is authorized to issue the IACET CEU.

ntea.com/eventsandtraining

Operating divisions

NTEA offers operating divisions that represent specific product segments within the commercial vehicle community.

ACCNA	Articulating Crane Council of North America	MSBMA	Mid-Size Bus Manufacturers Association
AISBM	American Institute of Service Body Manufacturers	MSRC	Manufacturers Sales Representatives Council
AMD	Ambulance Manufacturers Division	PTBA	Propane Truck Builders Association
GN	Generation Next	SCEMC	Snow Control Equipment Manufacturers Committee
GTA	Green Truck Association	TSCMG	Telescopic Service Crane Manufacturers Group
		VBMD	Van Body Manufacturers Division

ntea.com/operatingdivisions

Partner services

Through key partnerships, NTEA offers the work truck industry a wide range of programs to enhance business and customer relations. Association members receive discounts on many of these services and solutions.



Insurance program — Meet your insurance needs through the competitive sourcing of Work Truck Total Protect.

UniFirst — This leading supplier of uniform and facility services customizes offerings based on individual company needs.

Discount shipping — Save on every inbound, outbound, small and large shipment through NTEA's discount shipping program, PartnerShip.

Axle Weight Calculator — This cloud-based tool comes with a library of pre-populated specifications/drawings and features such as compliance indicators and drag-and-drop design.

WorkTruckCert — This cloud-based program is designed to streamline the completion and printing of vehicle certification labels. The system archives vehicle records and helps companies document conformance with NHTSA-required safety standards.

Work Truck Industry Welder Certification Program — This program provides industry companies access to a consistent training curriculum they can utilize to train welders within their organization.

ntea.com/partnerships

Industry resources

Members find the tools they need to navigate the work truck industry on ntea.com. Explore what's significant to you and your company, and browse an inventory of products, publications, reference materials and compliance guides.

- Search technical articles, whitepapers, regulatory standards, fleet resources and market data
- Access contact information for member companies in NTEA's directory
- Publicize your company with press releases and personnel updates

ntea.com/memberbenefits



NTEA News



Monthly magazine featuring articles from leading experts, addressing technical topics, excise tax applications, market and economic forecasts, legislative and regulatory issues, truck sales and shipments data, industry events, member news, and more. Available in print and online. Association members can submit news items for public posting and get NTEA News advertising discounts to reach thousands of qualified decision-makers.

ntea.com/nteanews

Customized e-newsletters



Targeted audiences receive e-newsletters with timely insights into technical and regulatory questions, fleet interests, industry news, event information and Association activities.

ntea.com/e-newsletters

Market data, forecasts and statistics



NTEA is a recognized leader in providing relevant statistics and interpretation of market data and trends affecting the work truck industry. Commercial vehicle market experts provide insights and information to help members understand trends and develop informed business plans.

ntea.com/marketdata

Industry events

NTEA hosts strategic events that bring the industry together for product unveilings, networking and important chassis updates.

Work Truck Week® continues to grow. A verified 16,413 industry professionals from 31 countries and all 50 U.S. states gathered March 4–7 at Indiana Convention Center in Indianapolis for Work Truck Week 2025, breaking last year's attendance record of 15,790. Work Truck Show exhibit space was sold out, with 549 companies filling the exhibit hall and New Exhibitor Pavilion with the latest commercial vehicles, equipment and technology. Work Truck Week 2026 will be held March 10–13, 2026, at Indiana Convention Center.

**WorkTruck
Week 2025**

NTEA held its 2024 Executive Leadership Summit in September in Plymouth, Michigan — offering a forum to explore important commercial vehicle trends, forecasts and insights. The 2025 event, scheduled Sept. 22–23, will be held at Ann Arbor Marriott Ypsilanti at Eagle Crest in Ypsilanti, Michigan — conveniently located 15 miles from the Detroit Metropolitan Wayne County Airport (DTW).

**EXECUTIVE
LEADERSHIP SUMMIT**

In October, NTEA brought together the upfitter community with commercial vehicle chassis manufacturer technical and engineering experts in Sandusky, Ohio, for Commercial Vehicle Upfitting Summit. The 2025 event, scheduled Oct. 14–15, will return to Kalahari Resorts & Conventions in Sandusky.

**NTEA COMMERCIAL VEHICLE
UPFITTING SUMMIT**

ntea.com/eventsandtraining

Connections

NTEA's social media presence saw meaningful growth during the 2024–2025 fiscal year.

- Added a net gain of 3,400 new followers across Facebook, Twitter, Instagram, Threads, and LinkedIn — bringing the total follower count to 46,848.
- Achieved 571,185 cross-platform impressions, reflecting strong reach and visibility.
- Reached 314,793 users across social media pages and profiles.
- Maintained a 3.86% average engagement rate across platforms — a strong performance, as Hootsuite considers 3.5% and above to be high.
- Organic traffic remains a key driver for ntea.com, accounting for 46% of all sessions.
- Worktruckweek.com sessions increased by 26% over the previous period, with direct traffic contributing 30% and organic search contributing 28% of total visits.



Financial report

NTEA has maintained an operating surplus for years, and the last fiscal year was no exception.

Association reserves

- Support important legislative initiatives
- Maintain consistency regardless of economic fluctuations
- Keep participation fees low for members

Statement of consolidated financial position for NTEA and Subsidiaries for 2025 and 2024 fiscal years ending April 30

	2025	2024
Current assets	\$ 10,969,326	\$ 12,551,196
Net property, building and equipment	\$ 3,996,949	\$ 3,434,913
Other assets	\$ 24,989,269	\$ 19,395,963
Total assets	\$ 39,955,544	\$ 35,382,072
Current liabilities	\$ 4,143,552	\$ 3,680,840
Unrestricted net assets	\$ 35,680,331	\$ 31,610,375
Stockholders' equity	\$ 131,661	\$ 90,857
Total liabilities, net assets & stockholders' deficit	\$ 39,955,544	\$ 35,382,072

Statement of activities for NTEA and Subsidiaries for 2025 and 2024 fiscal years ending April 30

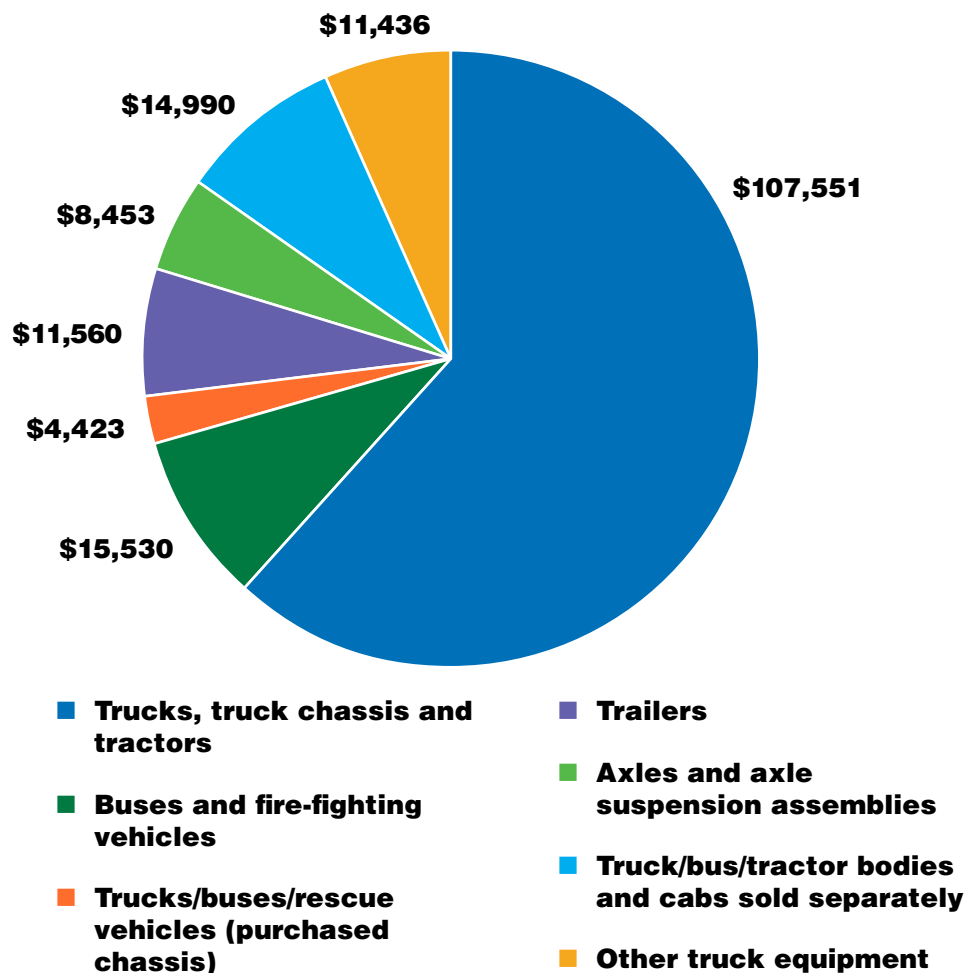
	2025	2024
Operating revenues	\$ 14,069,550	\$ 13,679,352
Operating expenses		
Program expenses	\$ 9,720,978	\$ 8,852,270
General administration expenses	\$ 2,487,748	\$ 2,381,096
Total operating income	\$ 1,860,824	\$ 2,445,986
Other income	\$ 2,249,936	\$ 2,028,261
Change in net assets	\$ 4,110,760	\$ 4,474,247

Industry profile

North American commercial truck and truck equipment industry sales expectations for 2025 are cautiously optimistic. The current forecast calls for 3% growth (in unit terms), but that will depend on market activity continuing to improve in the second half of the year as the first half started slowly, which isn't surprising since sales growth trended down throughout 2024 year end.

Through the first quarter of 2025, U.S./Mexico sales have increased 6.4% relative to 2024. They are also rising in Canada, though at a slower 0.8% rate. Total industry sales reached \$168.8 billion in 2024. Based on the unit forecast noted above, and inflation expectations, the total is expected to grow to \$173.9 billion in 2025. If truck demand or inflation grows more than expected, that number will be higher. The primary downside risk is uncertainty, especially around regulations.

U.S. work truck industry shipments by market segment (\$000,000s) for 2025 calendar year



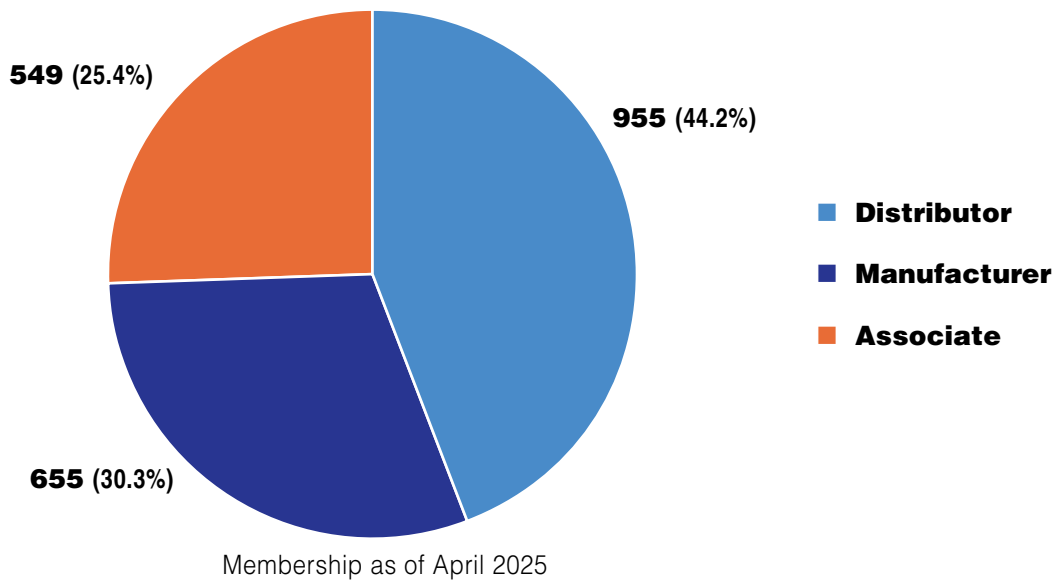
Source: NTEA, U.S. Census Bureau, Federal Reserve

Membership overview

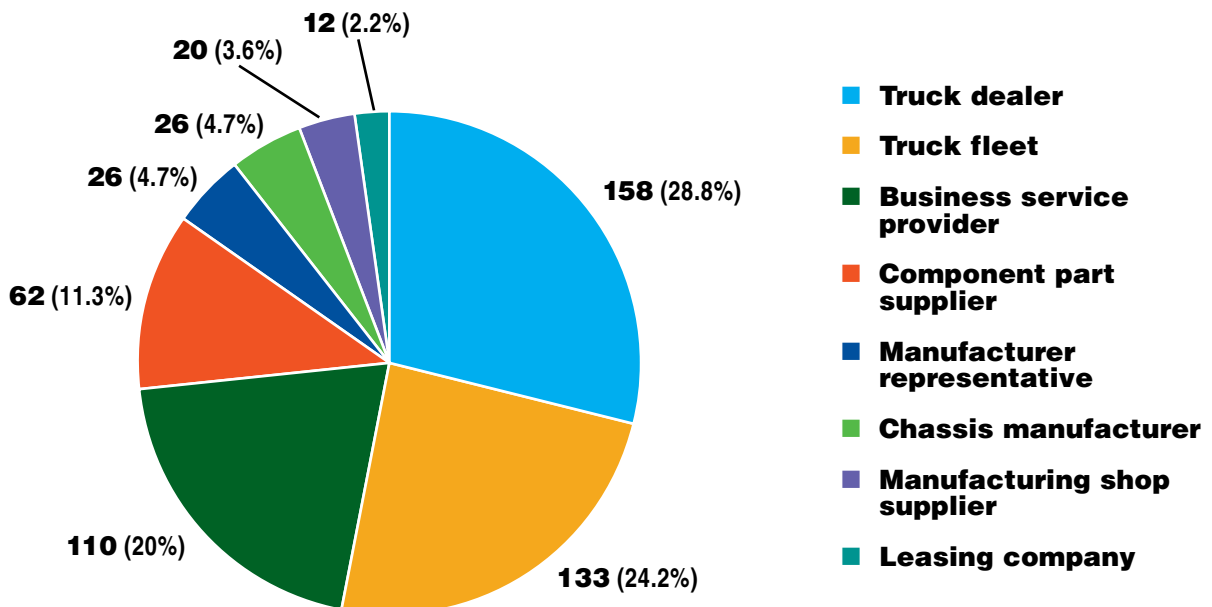
Members, the Association's driving force, comprise three categories: distributors, manufacturers and associates. NTEA membership means your whole company has access to the benefits (not just an individual). For a full listing of members, visit ntea.com/memberdirectory.

From May 2024 to April 2025, NTEA welcomed 219 new members with membership reaching 2,180 in the fiscal year.

Overall membership by type



Associate member breakdown



2025–2026 NTEA Board

NTEA is governed by its Association Bylaws under leadership of a member-elected Board of Directors. A Board-appointed president/CEO oversees day-to-day administration of Association activities. Get more information at ntea.com/board; contact Association staff at ntea.com/staffdirectory.

Executive Committee

Board Chair
Ben Winter
Transfer Flow Inc.

First Vice Chair
Rick Albertini
Phenix Truck & Van

Second Vice Chair
TJ Blandford
Woodbine Manufacturing Co.

Third Vice Chair and Treasurer
Joe Lewis
NXG Truck Bodies

Secretary
Steve Carey
NTEA

Directors

Tim Davison
Stellar Industries Inc.

Nate Eichinger
Final Vehicle Solutions Inc.

Marc Ellison
InterMotive Vehicle Controls

Emily Korns
J&J Truck Bodies & Trailers

Andy Peter
Meyer Truck Equipment

Mike Stuckey
Stahl Truck Bodies

Brian Tabel
Isuzu Commercial Truck of America Inc.

Shane Woodman
Onspot of North America Inc.

Dave Zelis
Buyers Products Company

About NTEA

Established in 1964, NTEA – The Work Truck Association, a 501(c)(6) organization, represents more than 2,100 companies that manufacture, distribute, install, sell and repair commercial vehicles, truck bodies, truck equipment, trailers and accessories. Buyers of work trucks and the major commercial truck chassis manufacturers also belong to NTEA. The Association provides in-depth technical information, education, and member programs and services, and produces Work Truck Week,[®] Green Truck Summit, Commercial Vehicle Upfitting Summit and Executive Leadership Summit. The Association maintains its administrative headquarters in suburban Detroit and government relations offices in Washington, DC, and Ottawa, Ontario, Canada.



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