

## Monday, March 5, 2018

**Noon-5 pm** Registration open

## Tuesday, March 6, 2018

**7 am-5:30 pm** Registration open

**8:30 am-4:45 pm** Fleet Technical Congress general sessions

**8:30 am-6 pm** Green Truck Summit general sessions

### 9 am-4 pm **Special Session**

Lean 101: Straightforward Approach to Lean Implementation for Truck Equipment Upfitters

### 9 am-4 pm **Special Session**

Fleet Management 101

### 1:30-2:45 pm **Concurrent sessions**

- Why Insurance Underwriters Don't Understand Your Business & Ramifications of Misclassification
- FMVSS 111 Rear Visibility Full Compliance Requirements: How Commercial Vehicles Are Affected
- Work Truck Industry Overview and Outlook
- Nissan Commercial Vehicles Update Session
- International Truck Update Session
- Specification Preparation: Improving Your Processes

### 3-4:15 pm **Concurrent sessions**

- Solutions for Building a Skilled Manufacturing Workforce
- Chevrolet Commercial Vehicles and GMC Update Session
- Freightliner Trucks Update Session
- Are You Leaving Money on the Table?
- Real-World Experience with NHTSA Safety and Defect Reporting Regulations
- Mitsubishi Fuso Truck of America Inc Update Session

**6:30-9 pm** **Opening Reception:** JW Marriott Indianapolis

## Wednesday, March 7, 2018

**7 am-5 pm** Registration open

### 8-9:15 am **Work Truck Show & Green Truck Summit concurrent sessions**

- Isuzu Commercial Truck of America Inc Update Session
- Ram Commercial Update Session
- Partnering with Procurement to Enhance Your Decision-Making in Complex Technical Bids
- Clean and Competitive: A Canadian Perspective on the Path to Zero Emissions
- Overview of US DOE's Efficient Mobility Systems Program
- Improving ROI, Payload and Operational Safety with Curb Weight Reduction
- The Future of Diesel
- Get 20% More Productivity Out of Your Next Work Truck Purchase
- Specification Quality: How to Ensure Fleet Performance Improvements
- A Clean Fuel at the Best Overall Cost
- Ready...Hire...Aim: Just Because Your Competition Hires This Way Doesn't Mean You Should
- Kenworth Truck Company Update Session

### 9 am-4 pm **Special Session**

Fleet Management 101

### 9:30-10:45 am **Work Truck Show & Green Truck Summit concurrent sessions**

- Ford Commercial Vehicles Update Session (9:45-11 am)

- The Conflict Between What We Believe and What the Fleet Data Says
- Freightliner Trucks Advanced Drive and Fuel Technology
- Western Star Trucks Update Session
- Freightliner Custom Chassis Corporation Update Session
- I Hired Workers But Human Beings Showed Up — Now What?
- Expected Improvements in Work Truck Efficiency Through Connectivity and Automation
- A New Era for Fleet Budgeting
- Business Information Security: Fundamentals for Small and Mid-Sized Companies
- Vehicle Weight Reduction — Every Pound Counts
- Sorting Out Customer Wants to Correctly Size Your Fleet
- How Last-Mile Delivery is Impacting Vehicle Design and Fleet Mission

**10 am-5 pm** Exhibit hall open

**Noon-4:30 pm** The Work Truck Show Ride-and-Drive

### 3-5 pm **Special Session**

Generation Next Leadership Workshop & Networking Reception

## Thursday, March 8, 2018

**7 am-5 pm** Registration open

**7:30-9:15 am** President's Breakfast & NTEA Annual Meeting

### 8:30-10:30 am **Special Session**

LTAP Fleet Educational Program: The Work Truck in the Work Zone

### 9:30-10:45 am **Work Truck Show & Green Truck Summit concurrent sessions**

- Vehicle AVL/GPS: Insights into How to Make the Right Choice for Your Fleet
- Unique Challenges in Government Fleet Management
- Peterbilt Motors Company Update Session
- How You Can Use Process and Outcome Indicators to Accelerate Your Fleet's Performance
- Identifying Fleet-Ready Technologies to Avoid Risk When Deploying Electrified Vehicles
- Building a Championship Team
- Utilizing Idle Reduction to Mitigate Fuel Use
- Beyond Bins and Racks: Exploring Possible Upfit Configurations on North American Van Platforms
- Transferring Line Haul Knowledge to Vocational Applications
- Hino Trucks Update Session
- How Does the US Compare to Western Europe in the Race to Cleaner Transportation?
- Mack Trucks Inc Update Session

### 9:30-1:30 pm **Special Session**

Lean 201: The Kata Journey — Daily Practice for Scientific Thinking, Mindset and Culture

**10 am-5 pm** Exhibit hall open

**Noon-4:30 pm** The Work Truck Show Ride-and-Drive

## Friday, March 9, 2018

**8 am-noon** Registration open

**9 am-noon** Exhibit hall open

# List of 2018 NTEA Exhibitors

Exhibitor name..... Booth #	Exhibitor name..... Booth #	Exhibitor name..... Booth #
3rd Eye (AWTI)..... 2738	BOLT Locks by STRATTEC ..... 4687	Daws Manufacturing Company / Better Built ..... 2001
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A. L. Hansen Mfg Co..... 3031	BOSS Snowplow ..... 433	DECKED LLC ..... 241
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Aarcomm Systems Inc..... 824	Brandon Manufacturing..... 601	Del City ..... 912
ACARI Engineering ..... 2437	Bridgestone ..... 5076	DEL Hydraulics Inc..... 3318
ACDelco GM ..... 2525	Brown Industries..... 124	Delivery Concepts, Inc..... 123
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Air-Flo Mfg ..... 900	C.E. Niehoff & Co. .... 5381	Diesel Laptops ..... 728
Alcoa Wheels..... 5073	C.R. Brophy Machine Works Inc..... 5957	Dinol..... 1800
All Power Supply..... 5969	Cadet Truck Bodies ..... 2315	DirectDrive PLUS LLC ..... 821
Alliance AutoGas ..... 5784	Cam Locker Toolboxes ..... 3163	Dossier Systems, Inc..... 805
Alliance Fleet ..... 325	Canimex Inc..... 143	DPF Remedy ..... 5762
Allied Body Works, Inc. dba Walker Blocker ..... 2708	Car Fibreglass ..... 724	Draw-Tite ..... 5851
Allison Transmission ..... 3875	Cargo Ease Inc..... 5937	Drive Products/Voth Truck Bodies..... 2625
Ally Financial, Inc ..... 1326	CargoGlide ..... 5791	DSI Solutions ..... 5461
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Aluminum Wheels Mfg Inc ..... 309	Cast Products Inc..... 4981	<b>DuraClass (See ad p. 36)..... 3001</b>
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ARI ..... 4784	Clean Seal Inc..... 1227	Endura Paint..... 5955
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Bezares USA ..... 4291	D&D Instruments ..... 627	Freightliner Trucks..... 4659
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Bibeau Enterprises ..... 5171		Future Line Manufacturing..... 5439
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GRIP Idle Management ..... 2711	<b>Liftmoore Inc (See ad p. 48)..... 4539</b>	Nissan Commercial Vehicles..... 1437
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