NTEA
THE ASSOCIATION FOR THE WORK TRUCK INDUSTRY

ONE INDUSTRY
ONE ASSOCIATION
ONE RESOURCE
1.800.441.6832

Spec Writer Training

Date: August 19th and 20th, 2015

Location: Fairfield Community Center
1000 Kentucky Street
Fairfield, CA

On-Site Training For Commerical, Utility, and Government Fleets

This multifaceted two day seminar incorporates nine training modules that are designed to provide:

- Fleet managers with a better understanding of the various hybrid, alternative fuel and sustainable technology options available to them.
- Guidance as to how individual fleets can determine which alternatives will provide them with the best return on their investment while at the same time not having a negative impact on day to day operations.
- An introduction to fleet managers of proven practices and procedures for designing their vehicles, regardless of the technologies used, to insure that their vehicles are safe, productive, and in compliance with applicable state and federal regulations.
- An in depth overview of effective practices for writing truck body, equipment and chassis specifications that can help to insure that up fitted vehicles match the designer's expectations when working in a competitive bidding environment.

Registration

Register at: http://bitly.com/1NLZzAq

- **$150: Participant - Clean Cities Stakeholder, MEMA Member**
- **$250: Non-Member Participant - Individuals not associated with either Clean Cities or MEMA**

The NTEA is a leading provider of education and training for the work tuck industry.

See the full Training Module Details for this course on reverse side.

Clean Cities
Sacramento
Clean Cities Coalition

MEMA
MUNICIPAL EQUIPMENT MAINTENANCE ASSOCIATION

East Bay Clean Cities

Training Modules

Module 1 **Hybrid, Alternative Fuel, and Sustainable Vehicle Technology Fundamentals -** Gain a better understanding of vehicle energy management technologies such as electric and hydraulic hybrids; work site hybrids; alternative fuels; and sustainable technologies such as idle management, aerodynamics, and reduced rolling resistance. This session also addresses the strengths and weaknesses of the various technologies and identifies the typical drive cycles that best match various technologies.

Module 2 **Using Drive and Duty Cycle Analysis to Select Sustainable Technologies -** Understanding the drive cycles associated with any vocational truck application is a critical part of the sustainable technology selection process. Once an appropriate sustainable technology is tentatively selected the fleet manager should then evaluate the associated duty cycles to determine if there is a real payback associated with any given technology. This module introduces the fleet manager to the drive / duty cycle analysis process and shows how it can be used to identify alternatives that may provide a better payback or have less impact on day to day operations.

Module 3 **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 and addresses special weight issues that may be encountered when using hybrids or alternative fuels.

Module 4 **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. The use of hybrid power export technologies may have an impact on this design process and should be taken into account as early in the design process as possible.

Module 5 **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. This process can be severely impacted by the use of lower energy density alternative fuels such as natural gas and propane. It is critical that the designer must identify potential issues and incorporate them into the overall design process.

Module 6 **Basic Powertrain Analysis -** In order to insure efficient operation your powertrain should be optimized for its intended application. 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. The impact of the use of hybrid and alternative fuel technologies need to be incorporated into this process when applicable.

Module 7 **Understanding the Federal Bridge Law -** Gain a functional understanding of the Federal Bridge Law and how to apply it to all of your work truck applications. This process is a critical part of the overall vehicle design process and is essential to ensure regulatory compliance in many applications.

Module 8 **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. While the ultimate responsibility for this process falls on the upfitters (and you could be one) it is important that you understand how the various elements of this process relate to your fleet before you spec' and design your next work truck.

Module 9 **Equipment and Chassis Specifications -** No matter how good of a job you do in designing a work truck, it is a wasted effort if you cannot effectively communicate your design to your suppliers. This module compares and contrasts the various styles of specifications typically used for trucks and truck equipment. It also looks at which styles are best used in various scenarios and addressed specification do's and don'ts, including ethics. Finally, it provides suggestions for ensuring that you don't pay more than necessary for your new vocational trucks.