

The 47th Annual PTD Convention



PTD

Pennsylvania Truck Dealers

August 19-20, 2021

Wyndham Gettysburg

Gettysburg, PA 17325



AGENDA

THURSDAY, AUGUST 19, 2021

11:30 a.m. - 12:30 p.m.

Lunch

12:30 p.m.

Welcome

Sheila Horwith, Chairman, PTD
Horwith Trucks, Inc.

Sherri Brumbaugh, Chair, American Trucking Association
State of the Industry

1:45 p.m.

Steve Wiley, The Lincoln Leadership Institute
Lessons from Gettysburg

The lessons learned from Gettysburg are just as relevant to your organization today as they were in November of 1863. Through Steve's unique and humorous style of presentation, he delivers a multi-faceted approach to personal development using memorable methods for guaranteed success.

2:45 p.m.

Break

3:00 p.m.

Nick Carter, NADA/ATD

Are Your Gross Margins Moving Up? What About Your Expenses?

Participants will explore five key red flag warnings that can alert them to obstacles impeding their profits and critical strategies to address them. They will analyze the factors that erode their gross margins and inhibit money-saving consistency in their fixed operations departments. They will also learn best practices for using KPIs to measure and improve performance and turn order takers into order makers.

4:00 p.m.

PAA Panel

The PAA Panel will discuss the current political climate in Harrisburg as well as provide an update on the latest Pennsylvania legal and regulatory issues affecting truck dealers.

5:30 p.m.

Chairman's Reception/Dinner

FRIDAY, AUGUST 20, 2021

7:00 a.m.

Continental Breakfast

The Bridges Golf Club

8:00 a.m.

Golf - Registration on back cover

The Bridges Golf Club

2021

47th Annual Convention
Pennsylvania Truck Dealers

REGISTRATION FORM

Company Name: _____

Street Address: _____

City: _____ State: _____ Zip Code: _____

Phone: () _____ Fax: () _____

Email Address: (must include) _____

Attendee Name: _____ Badge Name: _____

Spouse/Guest Name: _____ Badge Name: _____

Arrival Date: _____ Departure Date: _____

Room Selection: (all rooms are non-smoking) King Bed Double/Double

Special Room Requests: _____

PAA MUST RECEIVE THIS FORM NO LATER THAN JULY 16, 2021

in order to ensure room availability and group rate.

Notify PAA at **717-255-8311** ext. 3319 of any changes immediately and we will contact the Hotel on your behalf.

Accommodations Fee

Please include payment for all nights.

_____ # of nights at \$160 per night
(includes tax) TOTAL \$_____

Registration Fee

Includes admission to the general session and
scheduled social events, including the
Chairman's Dinner.

Fee per person:		Subtotal
_____ Dealer/Manager(s)	\$175.00	\$_____
_____ Sponsor	\$175.00	\$_____
_____ Non-Sponsor	\$1,000.00	\$_____
_____ Spouse	\$125.00	\$_____
_____ # Attending	TOTAL	\$_____

Golf Fee

Fee per person:	\$35.00	\$_____
_____ # Attending	TOTAL	\$_____

Payment

Room Charge	\$_____
Registration Fee	\$_____
Golf Fee	\$_____
TOTAL	\$_____

_____ CHECK ENCLOSED, made payable to PAA.

_____ PLEASE CHARGE my (circle one):
VISA Mastercard AMEX Discover

Card #: _____

Exp. Date: _____

Name of Cardholder as it appears on card:

Signature: _____

Mail completed form to: PTD Convention
P.O. Box 2955
Harrisburg, PA 17105-2955

Or FAX/email to: (717) 213-0102 or bross@paa.org

GOLF Outing

47th Annual Convention
August 19-20, 2021
The Bridges Golf Club

Shotgun Start at 8:00 a.m.
Friday, August 20, 2021

Delegates MUST Pre-Register for Golf.

YES! I will participate in the Golf Outing.

Name: _____

Company: _____

Please include me with the following foursome*:

Name: _____

Name: _____

Name: _____

*We will make every effort to accommodate your request but cannot guarantee foursome requests.

Please complete and return no later than July 16, 2021:

PTD Convention
1925 North Front Street
P.O. Box 2955
Harrisburg, PA 17105-0102

OR FAX to (717) 213-0102
For Questions call:
(717) 255-8311 x3319

The logo for PTD (Professional Truck Drivers) is displayed in a bold, italicized, black font.