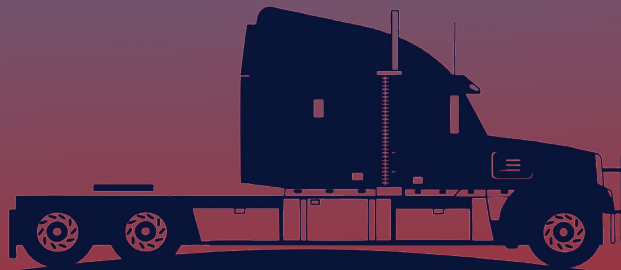


# 49TH ANNUAL PTD CONVENTION

AUGUST 17-18, 2023  
MOHEGAN SUN POCONO  
WILKES-BARRE, PA



PENNSYLVANIA TRUCK DEALERS







# AGENDA 2023

## THURSDAY, AUGUST 17, 2023

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

### Lunch

12:30 p.m.

### Welcome

Mark Novitch, Chairman, PTD

Sherwood Freightliner, Sterling, Western Star, Isuzu Truck

### The Future of Engine Manufacturing

Experts will discuss what engine manufacturing will look like over the next 3-5 years and how this will impact truck sales.

### Dan Thompson & Jay Goldman, Boyer & Ritter

#### An Insider's Look at the Buy/Sell Transaction:

#### Do You Need a Valuation?

This presentation will provide an insider's look at the buy/sell transaction. Whether you are considering buying additional dealerships or in the future selling yours, this presentation will have you looking at all the considerations to take into account. Having assisted hundreds of dealers through the process, they are in a unique position to provide insight and data to answer common dealer questions like "Do I need a valuation?", "How do I start the process?", and "What is my dealership worth?"

### Nick Carter, ATD 20 Group

#### Improving Productivity & Efficiency = A Boost To Service Operations

This presentation will provide you with solutions on how to maximize your technicians time in their service bays. Nick will show you the importance of technology and boosting technician paychecks in making these solutions work.

### PAA/PTD Panel - John Devlin, Mark Stine, Chad Marsar, and Don Busey

The PAA/PTD 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 18, 2023

7:30 a.m.

### Continental Breakfast

Blue Ridge Trail Golf Club

8:30 a.m.

### Golf - Registration on back cover

Blue Ridge Trail Golf Club

# REGISTRATION FORM

Company Name: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Contact Cell Phone: \_\_\_\_\_

Email Address: *(must include)* \_\_\_\_\_

Attendee Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_

Spouse/Guest Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_

Arrival Date: \_\_\_\_\_ Departure Date: \_\_\_\_\_

Room Types: All rooms are non-smoking. If you have a special room type request, please note it below. We will make every effort to accomodate your request, but we are unable to guarantee a room type.

Special Room Requests: \_\_\_\_\_

**PAA MUST RECEIVE THIS FORM NO LATER THAN JULY 21, 2023** 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 \$215 per night  
(includes tax & resort fee)  
TOTAL \$ \_\_\_\_\_

## REGISTRATION FEE

*Includes admission to the general session, lunch,  
and Chairman's Dinner.*

Fee per person:		Subtotal
_____ Dealer/Manager(s)	\$175.00	\$ _____
_____ Sponsor	\$175.00	\$ _____
_____ Non-Sponsor	\$1,250.00	\$ _____
_____ Spouse	\$125.00	\$ _____
_____ # Attending	TOTAL	\$ _____

## GOLF FEE

Fee per person:	\$30.00	\$ _____
_____ # Attending	TOTAL	\$ _____

## PAYMENT

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

\_\_\_\_\_ CHECK ENCLOSED, 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  
bross@paa.org*



# GOLF *Outing*

49th Annual PTD Convention  
August 18, 2023

*Double - Sided Tee Times Start at 8:30 a.m.  
Friday, August 18, 2023*

**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 21, 2023:**

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

FAX to (717) 213-0102  
EMAIL to [bross@paa.org](mailto:bross@paa.org)  
For Questions call:  
(717) 255-8311 x3319

**PTD**