



Day One - April 10, 2018

7:00 - 8:00 AM **Registration & Breakfast**

8:00 - 8:15 AM **Welcome & Acknowledgements**

8:15 - 8:30 AM **Keynote Speaker**

Derek Kaufman, C3 Network/Schwartz Advisors

8:30 - 9:15 AM **Insurance Challenges and Opportunities**

Phil Krier, Manager-Direct Repair Program, Great American Insurance

Chris Sterwerf, CFO/COO, Fairfield Auto & Truck Service

Tom Davis, Vice President of Sales and Operations, PDA

9:15 - 9:45 AM **The Future of Peterbilt Trucks**

Bill Kahn, Manager of Advanced Concepts, Peterbilt Motors

9:45 - 10:30 AM **Collision Repair Estimating Challenges & Opportunities**

Joe Riedesel, Sr. Product Manager, Mitchell International

Ryan Woolfenden, Manager, Commercial Programs & Services, PPG

Ed Rietman, Owner, K & R Truck Sales

Jon Gironda, Vice President-H/E & Specialty Vehicle Division, SCA

10:30 - 11:00 AM **Coffee Break**

11:00 - 11:30 AM **Navistar New Technology Presentation**

Jeff Sass, Senior Vice President, Sales and Marketing, Navistar

11:30 - 12:30 PM **Pre & Post Scanning**

Chuck Olsen, Executive Director of Operations, AirPro Diagnostics, LLC

Adam McEwen, Strategic Account Manager, Bosch Service Solutions

Tom Kotenko, General Manager, Snap-On

12:30 - 1:30 PM **Networking Lunch**

1:30 - 3:00 PM **Breakout Sessions A**

Track 1: HR Matters: Hiring, Firing and Labor Laws

Brian T. Farrington, Attorney, Cowles & Thompson

Track 2: Wheel Alignments/Wheel Balancing and Upsell Opportunities

Don Glaser, Product Manager, Heavy-Duty Alignment, Hunter Engineering

Track 3: Understanding, Producing, & Using Financial Statements

Bob Greenwood, President/CEO, Automotive Aftermarket E-Learning Centre

3:00 - 3:30 PM **Refreshment Break**

3:30 - 5:00 PM **Breakout Sessions B**

Track 1: Improve Cycle Time Through Standardized Processes

John Spoto, Heavy Duty Commercial Fleet Manager, 3M

Track 2: 3D Frame Measuring

Howard G. Williams, Corporate Technical Sales Specialist, Bee Line

Track 3: The Anatomy of a Deal-Driving Growth Through M&A

John Walcher, President, Veritas Advisors, Inc.

5:00 - 7:30 PM **Networking Reception**

Day Two - April 11, 2018

8:00 - 8:10 AM **Opening Day 2 / Recap Day 1**

8:10 - 8:30 AM **Legislative Update: Telematics, ADAS, A/V and HD**

Bob Redding, President, The Redding Firm

8:30 - 9:30 AM **Parts Sourcing Panel with Audience Q &A**

Darin Engert, Heavy Truck National Sales Manager, LKQ Corporation

Lauro Perez, Procurement Director, Navistar

Mark Polzin, President, Budget Truck & Auto

9:30 - 10:00 AM **Insurer Presentation**

Joe Klingensmith, Commercial Lines Network Coordinator, Progressive

10:00 - 10:30 AM **Coffee Break**

10:30 -12:00 PM **Heavy-Duty Hybrid/Electric Technology Today &Tomorrow**

Craig Van Batenburg, CEO, ACDC

12:00 - 1:00 PM **Lunch**

1:00 - 3:00 PM **Breakout Sessions C**

Track 1: Commercial Fleet Damage Analysis

Dean Hancock, Owner, Bob Johnson's Body Shop

Track 2: I-CAR Welding

Brian Wasson, Program Manager, I-CAR

3:00 - 3:30 PM **Refreshment Break**

3:30 - 4:30 PM **Breakout Sessions D**

Track 1: HR Matters: Employee Handbooks & Preventing Lawsuits

Brian T. Farrington, Attorney, Cowles & Thompson

Track 2: Reduce Corrosion Through Squeeze-Type Resistance Spot Welding

John Spoto, Heavy Duty Commercial Fleet Manager, 3M

4:30 PM **Adjourn**