



INTERNATIONAL  
**TRUCK PARTS**  
ASSOCIATION



## Yard Tours & Networking

2019 Spring Meeting  
Grand Hyatt Denver  
Denver, CO  
April 10-12, 2019



Join us for informative meetings and great networking in Denver, CO.



INTERNATIONAL  
**TRUCK PARTS**  
ASSOCIATION

# Our Sponsors

---



2019 Spring Meeting, Grant Hyatt Hotel, Denver, CO, April 10-12, 2019

Ph: 866-346-5692

Fx: 800-895-4654

e-mail: [info@itpa.com](mailto:info@itpa.com)

website: [itpa.com](http://itpa.com)



## Keynote Speaker—Donald Cooper

---



Donald Cooper spoke at our Fall 2014 Meeting in Clearwater. He is back by popular demand. Here's what you said:

*"The best speaker ever at ITPA! Thank you."*

*"Incredible. So much information to drive my business forward."*

*"Excellent, practical, entertaining and incredibly energizing."*

*"Our company owner should have been here. He needs to hear your message."*

*...and many more...*

Donald transforms businesses...and business people! He has helped thousands of companies throughout the world to add more real value to their customers' lives... and more dollars to their bottom lines!

**2019 Spring Meeting, Grant Hyatt Hotel, Denver, CO, April 10-12, 2019**



# Program Highlights

## Yard Tour—Active Truck Parts



Active Truck Parts is one of the few family owned heavy duty truck salvage yards in its 3<sup>rd</sup> generation in Colorado, and is celebrating its 43<sup>rd</sup> year in business this year. In 1976 and on 40 acres, John Hochmiller Sr. and John Jr. started out in light duty pickup parts and some medium duty. After the turn of the century John Jr. started focusing on medium and heavy duty, class 4-8 trucks, and now Active is supplying parts for light, medium and heavy duty vehicles combined. In 2016, Active started its new aftermarket collision parts line, Guardian Heavy Duty. Guardian is a wholesale company which establishes dealers across the country to carry its exclusive brand of hoods, bumpers, tanks, and other parts on the shelves, and competes heavily on quality and price for their product. Also in 2016, Active

expanded its rebuilding for transmissions and differentials, which included multiple professionals from the field, and now serves the entire region. Active boasts some of the most knowledgeable and experienced sales and support staff in the region, and credits its people for its success.

## Yard Tour—LKQ Western Truck Parts



LKQ Western Truck Parts is a 25 acre heavy truck repair and salvage operation with over \$4 million of new and used inventory. Formally owned and operated by the Gobel family, we have been in business at our location in Henderson, CO since 1977. With the management team of Steve Simmons Vice President LKQ Heavy Truck, Nick Ecker divisional manager east, and Andy Gobel divisional manager west, LKQ Western Truck Parts is operating at an all-time high. On site manager Ken McKnight has been in the business for 40

years, and is always available to assist you. We offer a full line of crash parts and still operate one of the largest gear rebuilding facilities in the west. We are also an authorized Allison Transmission repair facility with 7 service bays and 5 full time technicians. With Allen retained as our truck buyer, we will always have a large amount of salvage available. Whether you call, visit <https://newparts.lkqheavytruck.com/>, or come see us in person we will get you the parts you need.

**2019 Spring Meeting, Grant Hyatt Hotel, Denver, CO, April 10-12, 2019**



# Program Itinerary\*

Tuesday April 9, 2019

---

**OPTIONAL SKIING TOUR**—Reserve your spot with Gene at Fersa Bearing. Email [eugene.simon@fersa.com](mailto:eugene.simon@fersa.com) or call 1-567-277-2772. (Optional. Not an ITPA function.)

Wednesday April 10, 2019

---

**3:00pm—3:30pm** Open session with board

**3:30pm—4:30pm** Board Meeting

**6:00pm—10:00pm** Reception and Dinner

Thursday April 11, 2019

---

**8:00am—8:45am** Breakfast

**8:45am** Bus leaves for Active Truck Parts

**9:30am—10:15am** Active Truck Parts Tour

**10:30am** Bus leaves for LKQ Western Truck Parts

**11:00am—11:45am** Tour of LKQ Western Truck Parts

**11:45am** Bus leaves for Grand Hyatt

**12:15pm** Lunch at Grand Hyatt

**2:15pm** Networking time

**6:00pm—10:00pm** Reception and Dinner

Friday April 12, 2019

---

**8:00am—8:30am** Breakfast

Business Session:

**8:30am—9:00am** ITPA Business Session

**9:00am—11:00am** Donald Cooper—Accelerate Your Business  
“Straight goods on how to sell more, manager better, grow your bottom line.....and have a life.”

**11:00am—11:30am** Industry Update: Electric Vehicles & How it Will Affect the Aftermarket—Robin Stow

**11:30am** Adjournment

\*Itinerary is subject to change.

**2019 Spring Meeting, Grant Hyatt Hotel, Denver, CO, April 10-12, 2019**



# Things You Should Know

## ITPA Members in the Area

---

Inland Truck Parts—Denver, CO

\*All ITPA Members mapped at [www.ITPA.com/MemberDirectory](http://www.ITPA.com/MemberDirectory).

## Spring Meeting FAQ

---

### **Grand Hyatt Denver**

1750 Welton Street, Denver, CO 80202

Phone: 1-303-295-1234

Additional hotel information at <http://www.hyatt.com>

**RESERVATIONS:** Deadline March 12, 2019

\$209 plus taxes fees, single / double occupancy.

Hotel reservations call 1-800-233-1234 . (Be sure to say you're with the ITPA—International Truck Parts Association for group pricing.)

**Online reservations:** <https://www.hyatt.com/en-US/group-booking/DENRD/G-ITPA>.

### **THINGS TO DO:**

Information at <https://www.denver.org/things-to-do/>

**AIR SERVICE:** Denver Int'l Airport to Grand Hyatt Denver is 42 min drive.

**MEETING REGISTRATION:** \$395 USD per member or guest. Registration includes receptions (open bars and refreshments), dinner, breakfasts, business programs and tours.

**DRESS:** ITPA spring events are business casual.

## Future Meetings

---

2019 Fall	Miami, FL, The Palms Hotel & Spa – October 10-12, 2019
2020 Winter	Dallas, TX, The Gaylord Texan—January 27-30, 2020
2020 Spring	Philadelphia, PA, Crowne Plaza (Cherry Hill, NJ) - April 15-17, 2020
2020 Fall	Phoenix, AZ, The Wigwam - October 8-10, 2020
2021 Spring	Cincinnati, OH, Netherland Plaza, April 14-16, 2021

**2019 Spring Meeting, Grant Hyatt Hotel, Denver, CO, April 10-12, 2019**

Ph: 866-346-5692

Fx: 800-895-4654

e-mail: [info@itpa.com](mailto:info@itpa.com)

website: [itpa.com](http://itpa.com)



**Register ONLINE at ITPA.com now or use the form below.**

**Registration**  
 \$395 USD for members  
 and guests.  
 Registration includes all tours,  
 receptions and dinners.

**Hotel Reservations**  
 \*\$209 per night (Plus taxes & fees. Single  
 or double occupancy.)  
 Call Grand Hyatt 1-800-233-1234 . (State  
 you are with the ITPA group.)  
 Online Res: <https://www.hyatt.com/en-US/group-booking/DENRD/G-ITPA>.  
 \*Rates in effect until March 12, 2019.  
 \*\*If you are having trouble booking please call the  
 ITPA Office at 1-866-346-5692.

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

**Company Address:** \_\_\_\_\_ **Phone Number:** \_\_\_\_\_

**Attendee List:**

**\*Name:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**\*Name:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**\*Name:** \_\_\_\_\_ **Email:** \_\_\_\_\_

<b>Members &amp; Guests:</b>	\$395 USD per person	Number of Attendees	___ @ \$	_____
<b>Spouses &amp; Companions</b>	\$395 USD per person	Number of Attendees	___ @ \$	_____
		<b>Total</b>	<b>\$</b>	_____

**Total Payment**

Please circle method of payment:                      Visa                      MasterCard                      Check

Card#: \_\_\_\_\_ Expiry: \_\_\_\_\_ Name on Card: \_\_\_\_\_

Card CVV: \_\_\_\_\_ Address of Cardholder: \_\_\_\_\_

\_\_\_\_\_ Phone: \_\_\_\_\_

**Registration Deadline March 12. Please fax form to 1-800-895-4654.**

\*Please indicate any dietary restrictions. Full refunds made for cancellations received by March 19, 2019.