



**INTERNATIONAL
TRUCK PARTS
ASSOCIATION**



WWW.ITPA.COM

December 2013 Bulletin

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**The ITPA will be hosting a Meet and Greet Reception on
January 27th from 3:30-5:30 pm
This is a no charge event to our members and guests.**

For information regarding; HDAW, hotel reservations,
meeting registration and fees: visit HDAW.org

(The ITPA is a revenue sharing partner of the HDAW.)

High Attendance, Great Weather & Networking Made Fall Meeting in Scottsdale a Success!

(If you haven't been to an ITPA meeting lately, it's time you attended!)



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Fall Meeting Recap

The Montelucia Resort, with Camelback Mountain as a backdrop was a wonderful setting for a stellar turnout for the ITPA. Registrations topped 83 with many new faces. Fun was had by all at the many networking events: bocce ball, murder mystery dinner and cocktail hours.

Golf was added back to the program this year so it was done with flare at TPC Scottsdale.

Mike and Krista Michalowicz gave a double header presentation. Mike used growing colossal pumpkins as a metaphor for business. Grow big clients by systematization, uniqueness, cloning your best customers and pruning troublesome sprouts which rob resources. The spouses attended the meeting and Krista spoke about keeping her entrepreneurial husband engaged in family and their relationship.

The ITPA and SESCO have had a business relationship for years. We finally met Bill Ford in person as he waded into the complexities of the new American Health Care Act. We went through highlights in the SESCO prepared 90+ page booklet. Among many tips Bill shared, one stood out: employees should know the value of the benefits provided by your company.

(ITPA members can use SESCO services no-charge.)



Bill Gryzenia, Vice President and GM of Dana Corporation's global aftermarket business, delivered this year's industry update. Packed with tons of useful information, Bill boiled statistics into 7 key impacts on our industry:

- Ecommerce - more business is done via internet and will continue to increase.
- Remanufacturing - product durability, electronics and flat truck sales equals slow to no growth.
- Tier II Priceline - introduction of middle pricing between OE and aftermarket .
- Alternate Repair Parts - insurers focused on controlling repair costs. Opportunity for used parts.
- Globalization - growth in emerging markets.
- Consolidation & Verticalization - manufacturers making their own components.
- Alternative Energy - new technologies mean new opportunities for recycling, conversions, etc.

Fall Meeting Recap

The Murder Mystery Dinner provided fun and entertainment for everyone. Turns out we have some actors in our midst!



Frank Camerota, Camerota Truck Parts



Martin Mercer, Truck Parts Solutions



Leslie Leffel, Power Train Co.

A Big Thanks to our Hosts and Sponsors

Thanks to Axle Transmission & Heavy Salvage for hosting a fabulous tour.

Thank you to American Truck Sales & Parts for providing a first class lunch in addition to the tour.



THANK YOU TO OUR SPONSORS

S&S Truck Parts, Inc.
 Tor Truck (USA)
 Eaton Corp.
 Truck Parts Solutions

Crane Carrier Corp
 General Truck Parts
 DT Components
 Midwest Truck & Auto

...a special mention to NTN Bearing Corp who sponsored but was not displayed at the convention events.

Fall Meeting Recap



Jake Rea—Michigan Truck Parts, new ITPA Chairman presents the Venlo Wolfsohn Chairman Award to Greg Mundy—Inland Truck Parts for leadership and guidance as Chairman of the Board for the International Truck Parts Association.

Mike Adiletto—Deerfield Trucks, was thanked for his service as a former Chairman and as a board member for the International Truck Parts Association.



The International Truck Parts Association welcomes new board member Shawn Andringa—Vander Haag’s and Gerard Zentner—Capital Gear. Zentner was appointed Vice-Chairman.

Request for ITPA Membership

Rydemore Truck Parts, Inc.
 150 Benson St.
 Fitchburg, Massachusetts 01420
 Ph# 978-342-1100
 Fax# 978-342-1155
 Website: www.rydemore.com

Specialties:
 Truck wrecking and dismantling, used and core transmissions/differentials, used and core engines, used and core power steering boxes, used truck sales and import/export.

Business Established in 2011
 Private Company: President – Walter Fiore, Vice President – Timothy Pomerleau
 Contact: Timothy Pomerleau
 E-mail: tim@rydemore.com

The ITPA would like to encourage you to invite potential members to upcoming meetings.

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Active Truck Parts Streamlines Sales with Part Accessibility

Thursday, 2013-10-31 | By Michael Anderson

Hudson, CO.- “Even though a truck is capable of sheltering its saleable parts, that method of outdoor storage delays a sale, especially with engines and transmissions.” said Ryan Hochmiller, who works in the family heavy-duty truck recycling business, Active Truck Parts.

“In the whole scheme of things, we wanted to dismantle more trucks, but had nowhere to put the parts,” Hochmiller’s father, John Hochmiller Jr., said.

“Rather than using the vehicle as storage, we can move scrap quicker,” he said. And when scrap steel prices rise, they can purge the yard of unwanted inventory and get the best possible price for it, he added.

The Hochmiller’s estimate that their 40-acre yard contains nearly 1,000 heavy- and medium-duty trucks, mainly International trucks, Sterlings, Peterbilts, and Freightliners, as well as Fords and GMCs, but they maintain a calculated pace of dismantling them. “We have a lot of room left to decide what else to put in there,” the elder Hochmiller said. “We could keep tearing down (trucks) forever.”

Ryan Hochmiller said their new 16,000-square-foot warehouse, which was completed this fall, is currently at 25-percent capacity, leaving plenty of room for growth. D&S Steel of Greeley was contracted to construct the warehouse, he said, while Denver’s Conesco supplied the business with a pallet-rack shelving system.

When a truck arrives at the yard, the items pulled from it include the engine, transmission, and differential, Hochmiller said, adding that the cab is pulled off the frame and left complete. Although the powertrains were pulled in the past at the point of sale, they were stored outdoors; now engines and transmissions are tested and rest indoors on pallets until they’re sold.

Because of the large property located in the country, he said they still have ample room for outdoor storage, unlike some other recyclers, and do not scrap the frames or any other parts, such as cross-members, springs, and motor mounts, which are all hard-to-find but saleable items.

...Continued...read the entire article at <http://www.partsandpeople.com/node/5769>.

Heavy Duty Aftermarket Week '14

JANUARY 27-30, 2014 - The MIRAGE, Las Vegas

Each year, HDAW provides attendees with opportunities to listen, learn, and gain knowledge of the industry's best practices to take back to their businesses.

HDAW'14 will expand your outlook on the industry's future, by providing you with the latest information on industry trends and tools.

Each element of HDAW is designed to broaden your business partner relationship, resources and tools, preparing you and your business for a successful future!

Visit HDAW.org for the Schedule of Events.

Future ITPA Meeting Dates

2014 Winter	HDAW, Las Vegas, NV, Mirage Resort – January 27-30, 2014
2014 Spring	Chicago, IL; Millennium Hotel Knickerbocker – April 2-4, 2014
2014 Fall	Clearwater, FL; Sandpearl Resort – October 23-25, 2014
2015 Spring	Indianapolis, IN; Omni Severin – April 15-17, 2015
2015 Fall	San Antonio, TX; Hotel Valencia Riverwalk – October 15-17, 2015
2016 Fall	Ponte Verde Beach (Jacksonville), FL; The Lodge & Club -Oct 20-22, 2016

Go to www.ITPA.com. It has interactive member maps up to the minute meeting information.