



**INTERNATIONAL
TRUCK PARTS
ASSOCIATION**



WWW.ITPA.COM

November 2012 Bulletin

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ITPA /HDAW 2013 Winter Meeting: The Mirage– Las Vegas, NV

January 21-24, 2013



Plan to attend the ITPA Meet and Greet Reception on Jan 21st from 3:30 - 5:30 following the ITPA board meeting from 2:00- 3:00.

The ITPA Meet and Greet Reception is free to all ITPA members.

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

The ITPA is a revenue sharing partner of the HDAW.

INTERNATIONAL TRUCK PARTS ASSOCIATION

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ITPA 2012 Fall Meeting: Laguna Beach - Recap



Speaker: Larry Garabedian - LKQ Valley Truck Parts



Topic: State of the Industry - Larry Garabedian said the biggest challenges in the industry are finding qualified employees and purchasing late model trucks. On the flip side, he said the biggest opportunities in the industry are California banning 2007 and earlier and the expansion of product lines.

Speaker: Neal Schaffer– Windmill Networking

Topic: Social Media Strategy: -From Why Your Business Needs One to Creation & Implementation. –Neal Schaffer explained the benefits in using all existing advertising channels to promote social media. Know what your customers are saying about you in social media. Blogging is a good way to boost search engine rankings. Whatever you do in social media use Deming's rule/theory : Plan, Do, Change, Action.

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ITPA 2012 Fall Meeting: Laguna Beach - Recap: con't...

Speaker: Tom Larson - Kadinger's Inc



Topic: Virtual Tour –Tom Larson did an excellent presentation of Kadinger's operation. They've been in business since 1955 and have grown over the years to 4 locations. They do auto recycling, metal recycling and heavy truck recycling. Larson explained they avoid debt and grow the company off cash flow. As a business practice, they hire people with knowledge to fill areas they lack; like their recent expansion into motorbike repair and eBay store.

Speaker: Jim Counts –Counts Consulting

Topic: Pay for Performance- It's All About the Numbers – Although Jim Counts' presentation was geared toward salvage, his advice could apply to any business. Hourly pay doesn't make sense. If the employee gets caught up, they get more work. More time does not ensure quality; spot inspections ensure quality. Paperwork for jobs are recorded by employee. When employees are paid by performance, they often finish and need more work. Have a list ready. Try and have the employee handle as much of the process as possible. Which adds to accountability. The major takeaway from Count's was; have key performance indicators and track them. It's all about the numbers.

HDAW -Heavy Duty Aftermarket Week

January 21– 24, 2013

Mirage Hotel, Las Vegas, Nevada

ITPA is a revenue sharing partner of HDAW. Every year in Las Vegas, NV more than 1,900 executives and managers - including distributors, service providers, manufacturers, educators and media attend the largest North American gathering of the independent heavy-duty industry.

Attending Heavy Duty Aftermarket Week offers; networking opportunities, educational seminars, a world- class product expo, distributor one-on-one meetings, expert presentations and much more.

Don't miss out and plan to attend this years' ITPA/HDAW Winter meeting January 21-24, 2013. For more information or to register go to www.HDAW.org .

A Memorial Notice

Alvin B. Davidson, age 88, a charter member of ITPA and president of Acme Truck Parts, passed away peacefully on Wednesday, July 18th, 2012. Born on May 1, 1924, Al was the beloved son of Sol and Ida Davidson.

Al first worked with his father, Sol, at Acme Auto Wrecking Co. (founded in 1923) and later served as president of Acme Truck Parts. A well respected businessman, Al went on to establish Specialty Truck Parts in San Jose in 1958; a third corporation, Acme Truck Lifts, was established in 1962.

Al married the first and true love of his life, Marci Abraham; in 1947. He is survived by Marcia and his three caring children, Sharon "Shanti" Decker (George Post), Lance (Moddang), and Nathan (Nadia). Al was a loving and devoted husband, father, and grandfather. He will truly be missed by many.

HDAW SOLD! Program- (Services Opportunities & Learning Day)

Monday January 21, 2013

8:00 a.m. - 4:30 p.m.

The HDAW SOLD! Program is an optional education program that targets the owners and managers of service operations, including distributors offering service. The program is in addition to the regular **HDAW** education program and the Trade Show and does not conflict with any **HDAW** program. Attendance to the SOLD! Program requires a separate registration fee of \$99. Registration includes four information-packed sessions with solid take-aways, breaks and a luncheon. Breaks and luncheon will provide valuable networking time with your peers in the service industry.

Who Should Attend: Owners and managers of service shops and distributors offering service. For more information visit www.HDAW.org.

Future ITPA Meeting Dates

ITPA 2013 Winter Meeting: January 21 - 24, 2013, Las Vegas, NV

ITPA 2013 Spring Meeting: April 18 - 20, 2013, Charlotte, NC

ITPA 2013 Fall Meeting: October 17 - 19, 2013, Scottsdale, AZ

ITPA 2014 Spring Meeting: April 2 - 4, 2014, Chicago, IL

ITPA 2014 Fall Meeting: October 23 - 25, 2014, Clearwater, FL

Have news? Contact Bulletin Editors: Noreen Straughan or Scott Tetz



HDAW'13

Schedule of Events

Monday, January 21

7 a.m. – 7 p.m.	Registration	Registration Desk 1
8 a.m. – 4:30 p.m.	Service Opportunities & Learning Day (SOLD!)	Montego Room
9 a.m. – 5:30 p.m.	One-on-One Meeting Registration	Registration Desk 2
6 p.m. – 7:30 p.m.	All-Industry Welcome Reception	Grand Ballroom

Tuesday, January 22

7 a.m. – 6 p.m.	Registration	Registration Desk 1
7 a.m. – 5 p.m.	One-on-One Meeting Registration	Registration Desk 2
6:30 a.m. – 8 a.m.	Opening Breakfast	Grand Ballroom
8 a.m. - 8:15 a.m.	HDAW'13 Co-chairs Welcome: Tom Stewart, Carolina Rim and Wheel ; Walt Sherbourne, Meritor	Terry Fator Theater
8:15 a.m. – 10:30 a.m.	Keynote Address Hall of Fame Award Distributor of the Year Award	Terry Fator Theater
10:30 a.m. – 11 a.m.	Networking Break	Foyer
11 a.m. – 12 noon	Education Program: Session #1	Terry Fator Theater
12 noon – 1 p.m.	Networking Lunch	Grand Ballroom
1 p.m. – 2:30 p.m.	Education Program: Session #2	Terry Fator Theater
2 p.m. – 2:30 p.m.	Networking Break	Foyer
2:30 p.m. – 6 p.m.	Product Expo – Exhibits open	Mirage Events Center
6 p.m. – 9 p.m.	Private Supplier and Sponsor Receptions	

Wednesday, January 23

8 a.m. – 5 p.m.	Registration	Registration Desk 1
7 a.m. – 11:35 a.m.	Pre- Scheduled One-on-One Meetings	Suites
11:45 a.m. – 12:45 p.m.	Networking Lunch	Grand Ballroom
12:45 p.m. – 1:45 p.m.	Education Program: Session #3	Montego Room
1:45 p.m. – 2:45 p.m.	Education Program: Session #4	Montego Room
3:00 p.m. – 6:00 p.m.	Product Expo – Exhibits open	Mirage Events Center
6:00 p.m. – 8:00 p.m.	All Industry Reception and CVSN Pinewood Challenge	Grand Ballroom

Thursday, January 24

7 a.m. – 12:15 p.m.	Pre-Scheduled One-on-One Meetings	Suites
12 noon – 1:30 p.m.	Networking Deli Lunch & Closing Comments	Grand Ballroom
1:45 p.m. – 5:00 p.m.	Pre-Scheduled One-on-One Meetings	Suites