



**INTERNATIONAL  
TRUCK PARTS  
ASSOCIATION**



## The Big D!

**2017 Spring Meeting  
The Henry (Marriott)  
Dearborn, MI  
April 26-28, 2017**



Join us for informative meetings and  
great networking in Detroit, MI.



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# Program Highlights

## Keynote Speaker—Mike Champion

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Strategies from a 20 year veteran entrepreneur who has built multiple multi million dollar businesses and sold the last two for 7-figures each. Real life experience presented in a FUN and engaging way that will stick!

## DJ Harrington

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Have you ever overheard a sales call that made you cringe? Do you feel that you are losing sales due to poor phone skills and outdated sales techniques even though the phone is your biggest sales generator? If you've answered "yes" and the phone is the bloodline to your business' financial health and well-being, DJ Harrington will show you how to use it more effectively. During this Phone Skills session, DJ will give you the tools to help you create a first-class image of your business while boosting your bottom line.

## Our Sponsors

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**2017 Spring Meeting, The Henry, Dearborn, MI, April 26-28, 2017**

Ph: 866-346-5692

Fx: 800-895-4654

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

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



# Program Highlights

## Facility Tours



**AxleTech** International is a global manufacturer of heavy-duty drivetrain systems and components for on-highway and off-highway vehicle applications. The company's legacy dates back over 100 years as the former Off Highway division of Rockwell International. AxleTech is based in Troy, Michigan. The headquarters also serve as the company's primary aftermarket parts distribution center and manufacturing site for its brake line.



Since 1939, **LKQ Heavy Truck-Goody's** has been serving the transportation industry with high quality replacement parts. Our reconditioned and rebuild gear facilities ensure that all of our parts exceed the standards along with our industry leading warranties to keep you on the road for the long haul. Our vast inventory is housed in 180,000 square foot warehouse which sits on 40 acres of trucks and parts to meet your need for any repair job. In addition to stocking a full line of replacement parts, we buy trucks and equipment whether they are running, damaged or wrecked.



**Michigan Truck Parts** supplies a wide range of recycled, rebuilt and new truck parts for commercial trucks of all sizes. Including engines, transmission, differentials, steering gears and body parts for all makes and models. Serving local and international customers since 1966.



**Ford Rouge Plant**—Walk through a real-life truck plant, view one of the world's largest "living roofs," and see a gallery of iconic Ford vehicles produced at the Rouge. Located in Dearborn, just outside of Detroit, MI; visitors also enjoy two exciting theater experiences, from a multisensory film about the making of the new Ford F-150 truck filled with jaw-dropping special effects, to a short documentary about the factory's past featuring rare archival footage.

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# Program Itinerary

Wednesday April 26, 2017

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

Thursday April 27, 2017

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**7:30am—8:30am** Breakfast—ITPA Business Meeting  
Business Session:  
**8:30am—9:45am** Phone Skills for Today—DJ Harrington  
**10:00am—11:30am** Million Dollar Leadership—Mike Campion  
**11:45am** Bus departs from Lobby entrance  
**12:30pm—1:45pm** AxleTech tour and lunch  
**2:30pm** Back at The Henry  
**2:30pm—5:00pm** Networking Time

**5:30pm** Bus departs from Lobby entrance  
**6:00pm—10:00pm** Ford Rouge Plant—Reception, Dinner, and Tour

Friday April 28, 2017

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**7:30am—8:00am** Breakfast  
**8:00am—8:45am** Industry Update—Corey George, DT Components  
**9:00am** Bus departs from Lobby entrance  
**10:00am—10:45am** LKQ Goody's Tour  
**11:30am—12:30pm** Michigan Truck Parts Lunch and Tour  
**1:00pm** Back at the The Henry—Adjournment

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# Things You Should Know

## ITPA Members in the Area

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Dana—Maumee, OH

Weller Truck Parts—Farmington Hills, MI

Valley Truck Parts—Warren, MI

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

## Spring Meeting FAQ

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### **The Henry—Autograph Collection**

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

### **RESERVATIONS:** Deadline April 3, 2017

\$169 plus taxes fees, single / double occupancy.

Hotel reservations call 1-313-441-2000. (Be sure to say you're with the ITPA—International Truck Parts Association for group pricing.)

**AIR SERVICE:** Detroit Metro Airport is 15 min from Dearborn.

**MEETING REGISTRATION:** \$345 (US) per member or guest. Registration includes receptions (open bars & refreshments), dinner, breakfasts, business programs & tours.

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



Great Information (Fall 2016)



Great Networking (Fall 2016)



Great Connections (Fall 2016)

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

**Registration**  
 \$345 (US) for members  
 and for guests.  
  
 Registration includes all tours,  
 receptions and dinners.

**Hotel Reservations**  
 \*\$169 per night (Plus taxes and fees. Single or double occupancy.)  
 Call The Henry 1-313-441-2000. (State you are with the ITPA group.)  
 \*Rates in effect until April 3, 2017.  
 \*\*If you are having trouble booking please call the ITPA Office at 1-866-346-5692.

**Registration**

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

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

**Attendee List:**

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

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

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

|                                |                       |                     |               |
|--------------------------------|-----------------------|---------------------|---------------|
| <b>Members &amp; Guests:</b>   | \$345 (US) per person | Number of Attendees | ___@ \$ _____ |
| <b>Spouse &amp; Companions</b> | \$345 (US) per person | Number of Attendees | ___@ \$ _____ |
|                                |                       | <b>Total</b>        | \$ _____      |

***Total Payment***

Please circle method of payment:      Visa      MasterCard      Check

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

Address of Cardholder: \_\_\_\_\_

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

**Registration Deadline April 15. Please fax form to 1-800-895-4654.**

\*Please indicate any dietary restrictions. Full refunds made for cancellations received by April 15, 2017.