



# ***BULLETIN***

## **NATIONAL TRACTOR PARTS DEALER ASSOCIATION**

"USED, REBUILT AND NEW AGRICULTURAL AND INDUSTRIAL REPAIR PARTS"

WINTER 2013

VOL. 23, NO. 4

# **30<sup>TH</sup> ANNUAL CONFERENCE & TRADE SHOW!**



**Casino Del Sol**

**Tucson, AZ**



# ENDURANCE

POWER PRODUCTS, INC.

*The heavy-duty solution  
to your diesel engine needs!*

- Engine overhaul kits
- Cylinder heads / valve train
- Crankshafts
- Camshafts
- Turbochargers
- Injectors
- Oil pumps
- Water pumps
- Connecting rods



**Endurance Power Products**  
**(800) 467-5545**

Local: (402) 467-5500  
Fax: (402) 467-3131

6200 Arbor Road  
Lincoln, NE 68517  
Website: [www.endurancepower.com](http://www.endurancepower.com)

- All Makes and Models
- New - Rebuilt - Used
- Quality Brands



## TCM Inc.

*Remanufactured Clutch Specialists*

- Pressure Plate Assemblies
- Clutch Discs
- Torsion Dampner Discs
- Steering Column/Valve Assy.
- Hydraulic Pumps
- Water Pumps
- Flywheels
- Bearings
- Torque Amplifiers



**TCM Inc.**  
**(800) 447-2161**

Local: (641) 710-2161  
Fax: (641) 710-2417

106 E Main St  
Stacyville, IA 50476

- Large inventory
- Parts Professionals
- Dedicated Service





## 2013 NTPDA OFFICERS

### President

**Jeff Griggs** ~ 515-727-2152  
All States Ag Parts, Inc. • De Soto, IA

### Vice President

**Doug Swanson** ~ 800-255-0337  
Abilene Machine, Inc. • Abilene, KS

### Secretary

**Kathie Witte** ~ 800-972-7078  
Gap Tractor Parts, Inc. • Cranfills Gap, TX

### Treasurer

**Tom Winkleblack** ~ 800-626-6046  
Schaefer Enterprises • Wolf Lake, IL

## NTPDA DIRECTORS

**Richard Bomberger** ~ 800-341-4028  
Hoover, Inc. • Intercourse, PA

**John Burgh** ~ 800-369-6213  
Burgh Implement • Harmony, PA

**Jeff Fawcett** ~ 800-372-7149  
Fawcett Tractor Supply LTD • St. Marys, ONT

**Glen Leaders** ~ 800-831-9290  
Leaders Salvage • Dunlap, IA

**Chris Minzenmayer** ~ 800-356-7155  
B & M Tractor Parts, Inc. • Taylor, TX

## ASSOCIATE DIRECTORS

**Randy Madden** ~ 888-333-3210  
Quality Power Products, Inc. • Solomon, KS

**Kevin Mulder** ~ 800-328-1752  
K & M Mfg. • Renville, MN



# INSIDE

WINTER 2013 • VOL. 23, NO. 4

President's Pen .....	4
Message From Phyllis .....	6
Board Nominations.....	7
What Could Be More Fun . . . ..	9
Program At A Glance.....	10
Greasy Girl.....	11
8 Reasons .....	12
Did You Know? .....	13
Pima Air & Space Museum.....	13
Welcome New Board Members .....	14
Hotrods - Tucson .....	15
Companies Displaying & Attending .....	17
Elk Hunt.....	19
Thank You 2014 Sponsors! .....	25
Sewailo Golf Club.....	27



## BULLETIN

PHYLLIS COX, Editor

## NTPDA

**KIM CARROLL**, *Operations Manager*  
**PHYLLIS COX**, *Meeting Planner/Event Coordinator*  
P.O. Box 1181 • Gainesville, TX 76241  
940-668-0900 • Toll Free 877-668-0900

Fax 940-668-1627

email: [kim@ntpda.com](mailto:kim@ntpda.com)

Articles, letters, advertisements and  
comments are encouraged and should be sent to:

The National Tractor Parts Dealer Association makes every reasonable effort to ensure accuracy of information contained in the *Bulletin* and to give credit to original authors where applicable. NTPDA and/or its agents are not responsible for errors or omissions.

## “The Train Is Leavin’ The Station”



**Jeff Griggs - President**

I’ve used sayings, quotes and phrases in previous articles, so I suspect you’re kind of getting used to it. This time, I felt it was appropriate to encapsulate my feelings about recent happenings in the NTPDA by using this saying – “The train is leavin’ the station. Are you gonna be on it?”

What I am really getting at here is that there have been SO many good things going on with the Association that it feels like we’re really gaining some momentum again. I mean, 2013 brought new benefits and the new members who are bringing said benefits to the table; a change in the look, feel and navigation of our web site; a new marketing initiative that consistently kept us at the forefront of social media outlets such as Facebook and Twitter, along with more consistent blogs; a newly formed Membership Committee that took a look at how we can enhance the conference and trade show experience; and last but not least – a hard look at the Tucson show and what we could add to the experience to entice people to attend.

Yeah, that’s a load – a lot of work behind the scenes. But I can tell you that the numerous conference calls, emails, etc. appear to be paying off. It just feels like we’re getting some traction again!

And as I talked to members about Tucson I got a feeling that things are looking up. We’ve listened to the members and filled Thursday afternoon with an awesome experience to the PIMA Air and Space Museum (this is a world class side trip, my friends!), along with some of the other social events. We’ve brought back a golf outing, by request. But the biggie of course, is the trade show..... and the vendors really like the Marketplace concept, so we’re doing that again.

And then there’s this – the most important question I (or we as a board) get asked is.....”what do I get for my membership?” I can now say with confidence, the benefits that we now offer our members easily cover the expense of joining. I think you can all look at the list and come to that same conclusion.

So here’s where we are:

- ✓ You should be attending the Conference and Trade Show.
- ✓ You should be taking advantage of the numerous benefits.
- ✓ You should be running for open Board of Director’s positions.
- ✓ You should be getting on the train.....

cuz it’s leavin’ the station!

See you all in Tucson.



### USED REPAIR PARTS

**Wheel Loaders, Crawlers,  
Track Excavators,  
Loader Backhoes, Skidders,  
Skid-Steer Loaders,  
Engines and Transmissions**

*“Rely on our Experience - Est. 1967”*



**Schaefer  
Enterprises**

**800-626-6046 ~ 618-833-5498**

[www.sewlparts.com](http://www.sewlparts.com) - [parts@sewlparts.com](mailto:parts@sewlparts.com)

**NTPD**  
— ASSOCIATION —

**Hwy 3, PO Box 136  
Wolf Lake, IL 62998**





**NTPD**  
— ASSOCIATION —



**1-800-248-8883**

## RUSSELLS TRACTOR PARTS

3710 E. Willow St. • Scottsboro, AL 35768

**"Let us find that part for you!"**

All used & new parts for Industrial & Ag. Equipment

.....



*Warehouser & Distributor  
of Traeger Wood Pellet Grills*

[www.b-b-qshop.com](http://www.b-b-qshop.com)



# WENGERS OF MYERSTOWN

Tractors + Ag Equipment + Tractor Parts

**USED, RECONDITIONED & NEW PARTS**

*Largest Computerized Inventory In The East*

**[www.wengers.com](http://www.wengers.com)**

## ENGINE REBUILDS

Short & Long Blocks for  
Agricultural & Construction Use

Many Short Block Makes  
& Models In-Stock

Custom Rebuilds Also Available

All Work Done By Our Skilled  
In-House Technicians with over 60 Years Combined Experience



Ag. **800-451-5240** Const. **800-552-5080**

814 S. College St.

831 S. College St.

Myerstown, PA 17067



**Seats &  
Suspensions**



**Cab Interior  
Kits**



**Headliners**



**Mirrors &  
Lights**



**Step &  
Handrails**



**Weight  
Boxes**

# TRACTORSEATS.com



**Comfort and convenience  
where it counts.**

Call today  
for your  
**FREE 2013  
catalog!**

**TOLL FREE**

**800-328-1752**

[sales@tractorseats.com](mailto:sales@tractorseats.com)



# Message from Phyllis

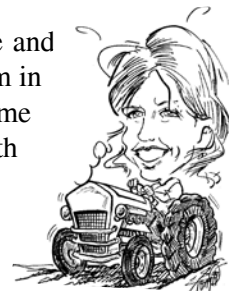


Hope this finds all of you well...trying to stay warm...and preparing for the holidays. As you know this is one of the busiest times in the NTPDA office. We are continuing to work on our trade show and we are hoping to see many of you there.

At this writing our numbers are somewhat down and that concerns us as an Association. The board and staff work very hard to bring you a conference and trade show filled with new information and plenty of time for networking. This year we have entitled our Conference and Trade Show "Operation: Restoration" and are bringing back some of the events that you have enjoyed in the past. Please see page 10 for your Program at a Glance regarding these activities.

As requested by attendees and exhibitors you will all participate in our Marketplace events that take place Thursday and Friday during trade show hours. This gives all of you a chance to see what new products and services our

exhibitors have brought to the table and gives you a chance to visit with them in small groups. It will also give you time to set up one on one meetings with them if you so desire.



If you haven't had a chance to check out our video that tells you all about Tucson and our upcoming trade show please type this link into your browser:

[http://www.youtube.com/watch?v=1UYpliC4\\_yA](http://www.youtube.com/watch?v=1UYpliC4_yA).

We are looking forward to seeing many of you in Tucson and if you haven't made your plans to join us please do that as soon as possible.

Happy Holidays.

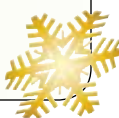
*Phyllis*



## Welcome



**Caroline Wesley Shoberg**  
October 4, 2013  
8 lbs, 13 oz.  
Granddaughter of Phyllis Cox



**\*SEATS FOR EVERYTHING  
YOU SIT ON\*  
\*CAB INTERIORS\*  
\*CUSTOM MANUFACTURING\*  
\*QUALITY RESTORATION\***



**Transform  
From Trash  
to Fabulous**



**NTPDA  
Members  
Mention this  
Code 0412 for a  
10% Discount  
on your next  
order**



**Ship By  
UPS or FedEx**



**SPEER CUSHION COMPANY  
431 S INTEROCEAN AVE  
HOLYOKE CO 80734  
Toll Free 1-800-525-8156 or  
Fax 970-854-2917  
Email: [speercushion@pctelcom.coop](mailto:speercushion@pctelcom.coop)  
WEBSITE: [www.speercushion.com](http://www.speercushion.com)**



---

***NATIONAL TRACTOR PARTS DEALER ASSOCIATION***  
**“Used, Rebuilt and New Agricultural and Industrial Repair Parts”**

TO: NTPDA Members  
FROM: Nominating Committee  
RE: 2014 Board Nominations  
DATE: November 27, 2013

The NTPDA Nominating Committee would like to present nominations for the 2014 Board of Directors, including President, Vice President, Secretary and Treasurer. This is our present slate of nominees for NTPDA Officers, Board of Directors and Associate Directors. Please be advised that we will continue to accept nominations and will accept floor nominations. The election will be held during our annual business meeting on Friday, January 24, 2014 at our 30th Annual Conference & Trade Show being held in Tucson, AZ.

**OFFICERS**

President: Jeff Griggs, All States Ag Parts, Inc., De Soto, IA  
Vice President: Doug Swanson, Abilene Machine, Inc., Abilene, KS  
Secretary: Kathie Witte, Gap Tractor Parts, Inc., Cranfills Gap, TX  
Treasurer: Tom Winkleblack, Schaefer Enterprises, Wolf Lake, IL

**BOARD OF DIRECTORS (4 open positions)**

Glen Leaders, Leaders Salvage, Dunlap, IA  
Matt Pohronezny, Wengers of Myerstown, Myerstown, PA  
Scott Schelling, Rock Valley Tractor Parts, Rock Valley, IA  
Lon Sturgeon, Sturgeon's Corner, LLC, Meno, OK

**ASSOCIATE DIRECTOR (1 open position)**

Lance Hamilton, Mylex International, Inc., Mendenhall, MS

To nominate someone or if you would like to run for a board position, please contact the office or one of the Nominating Committee members: Kathie Witte, Gap Tractor Parts; John Burgh, Burgh Implement; or Richard Bomberger, Hooper, Inc.

OFFICE: (877) 668-0900 • FAX: (940) 668-1627 • P.O. BOX 1181 • GAINESVILLE, TEXAS 76241



# PARTS. NOT EXCUSES



**18" Flat Seeder Blade**

For John Deere® Grain Drills: 750 Series All-Till, 1560, 1565, 1590; No-Till Air Drills: 1690, 1850, 1860, 1890, 1895; 1990 CCS Air Drill  
#AMN283804



**Drill Boots**

For John Deere®: 750 Series All-Till Grain Drill & 1850 Series No-Till Air Drill  
Right Hand ... #AMN 280446  
Left Hand ... #AMN280447



**Opener Arm Pin**

For John Deere® Grain Drills: 1560, 1565, 1590; No-Till Air Drills: 1690, 1860, 1890, 1895; 1820 Flex Air Hoe Drill; 1990 CCS Air Drill  
#AMN282536



\$33.50 each

**Seed Boots**

For John Deere®: 1590 Grain Drill, 1690, 1890, 1895 No-Till Air Drill  
Right Hand ... #AMN 284044  
Left Hand ... #AMN284045

**NEW PRODUCTS**



Gas Struts for Case®, CaseIH®, Ford®/New Holland® & John Deere®

**800.255.0337**

**www.AbileneMachine.com**



Follow us on Facebook

4 LOCATIONS NATIONWIDE  
**New, Remanufactured & Recycled Ag Replacement Parts**

**Honest. Personal. Service.**



**AbileneMachine**  
Ag Replacement Parts

©2013 Abilene Machine, Inc. Abilene Machine® is a registered trademark of Abilene Machine, Inc.



**GRATTON COULEE**



**Agri Parts Ltd.**

**Your Farm Parts Headquarters**

E-mail: [sales@gcparts.com](mailto:sales@gcparts.com)

Phone: 780-754-2303

Fax: 780-754-2333

Toll Free: 1-888-327-6767

P.O. Box 41

Irma, Alberta

Canada T0B 2H0

[www.gcparts.com](http://www.gcparts.com)

**We buy late model tractor and combine units for salvage**

**SALVAGING OVER 2600 LATE MODEL TRACTOR AND COMBINES**



- ▶ FULLY COMPUTERIZED INVENTORY USING FACTORY OEM #'S ◀
- ▶ ONE OF THE LARGEST AND MOST ORGANIZED YARDS IN NORTH AMERICA ◀
- ▶ WE SHIP WORLDWIDE ◀



# What could be more fun than Tucson in January?

A challenge by Tom Winkleblack

The Board of Directors of your National Tractor Parts Dealers Association responded to your request that we hold the Annual Convention and Trade Show in a warm climate.

Operation Restoration is the theme of this years' convention to be held at the Casino Del Sol Resort in Tucson, AZ January 22 – 25, 2014. We want to restore some of the functions that we all used to enjoy in the good old days and maximize the value you receive from belonging to the association.

Reminder-according to weather.com the average high temperature is 65 degrees with .97 inches of rain for the month of January in Tucson.

I challenge you to make the effort and take the time to come to the Convention and enjoy the climate and camaraderie of your fellow association members.

Some interesting tidbits to tweak your curiosity in the area-according to <http://www.visittucson.org>:

## General Information

Tucson is the 32nd largest city in the U.S.

Total area of Tucson is 227 miles

Elevation is 2,389 ft.

Tucson is surrounded by five mountain ranges; the Tucson, Santa Catalina, Rincon, Santa Rita, and Tortolita mountain ranges.

Tucson is bordered by Catalina State Park, Coronado

National Forest, Saguaro National Park East and Saguaro National Park West, and the Tohono O'odham Nation.

Tucson is the sunniest city in the United States! With more than 350 days of sunshine every year, that means there's more time to enjoy all the amazing outdoor activities, events and fun things to do in the Old Pueblo.

## Leaders Tractor & Combine Salvage

1144 Toledo Avenue  
Dunlap, Iowa 51529

1-800-831-9290  
Local (712) 643-2237

e-mail: [leaders@iowatelecom.net](mailto:leaders@iowatelecom.net)

Tucson days are warm and sunny, and nights are cool and comfortable. Our mild temperatures during spring, fall and winter are legendary. While temperatures rise in the summer, low humidity keeps even the warmest days enjoyable.

While Tucson is located in the Sonoran Desert, the landscape is surprisingly lush. Thanks to our two rainy seasons in late summer and early winter, specially-adapted desert plants thrive all over Southern Arizona.

## Sales Taxes:

8.1% (State tax is 6.1% plus 2% within Tucson city limits)

Marana Sales Tax: 8.6%

County Only Sales Tax: 6.1%

## Housing - 2011:

Average Sale Price: \$163,527

Total Units Sold: 13,418

Total Sales Volume: \$2,194,210,104

Average Days on Market: 83

Total Units Listed: 29,719

Source: Tucson Association of Realtors, MLS, March 2012

## Population:

Tucson's mid-2010 population was 520,116

Unofficial estimate for 2015 is 589,656.

Pima County's 2015 population estimate is 1,132,440.

## Tucson's Top Employers:

Raytheon Missile Systems - 12,140 employees

University of Arizona - 10,363 employees

State of Arizona - 8,708 employees

Davis Monthan Air Force Base - 7,755 employees

Tucson Unified School District - 7,684 employees

Wal-Mart Stores, Inc. - 7,192 employees

Pima County - 6,767 employees

U.S. Army Intelligence Center and Fort Huachuca - 6,236 employees

City of Tucson - 5,399 employees

Phelps Dodge Mining Company - 4,900 employees

Carondolet Health Network - 3,746 employees

TMC HealthCare - 3,135 employees

University Medical Center Corp - 2,918 employees

CheckMate Professional Employer - 2,033 employees

University Physicians, Inc. - 1,460 employees





# NATIONAL TRACTOR PARTS DEALER ASSOCIATION 30th ANNUAL CONFERENCE & TRADE SHOW

January 22 – 25, 2014

**Casino Del Sol – Tucson, AZ**

## PROGRAM AT A GLANCE\*

### Wednesday, January 22, 2014

8:00 a.m. – 5:00 p.m.	Displays set-up – Grand Ballroom
8:30 a.m.	Golfers meet in Lobby for departure to golf course – location Sewailo Golf Club
2:00 p.m. – 6:00 p.m.	Early registration /Meeting Room B
6:30 p.m.	“Early Arrival Party”/Hot Rods Old Vail
	Meet in Lobby of hotel to board bus for dinner

### Thursday, January 23, 2014 NOTE: BREAKFAST IS ON YOUR OWN

7:00 a.m.	Displays set up. Must be completed by 3:00 p.m. - Grand Ballroom
8:00 a.m. – 10:30 a.m.	Registration – Meeting Room B
11:00 a.m.	Meet in Lobby of hotel to depart for PIMA Air and Space Museum Tour and Lunch
5:00 p.m. – 7:00 p.m.	Registration/Meeting Room B
5:00 p.m. – 7:00 p.m.	“Welcome to Tucson” - Reception/Sneak Preview of Trade Show/Grand Ballroom
6:00 p.m. – 7:00 p.m.	NTPDA Marketplace I – Regular members meet in small groups for potential business opportunities with exhibitors. (Details to follow)

### Friday, January 24, 2014

9:00 a.m. – 11:00 a.m.	Registration - Meeting Room B
9:00 a.m.	Trade Show Opens/Grand Ballroom
10:00 a.m. – 11 a.m.	NTPDA Marketplace II – Regular members meet in small groups for potential business opportunities with exhibitors.
11:00 a.m. – 12:00 Noon	General Session/Election of Officers – Grand Ballroom– All Members Please Attend
12:00 Noon	Lunch/Trade Show Area
1:30 p.m. – 3:00 p.m.	NTPDA Marketplace III – Grand Ballroom
3:30 p.m. – 4:00 p.m.	Displays Meeting – Trade Show Area - Board Members Please Attend
4:00 p.m.	Trade Show Closes – See you next year in Memphis, TN!

***Please tear down promptly at 4:00 p.m. – The Ballroom is NOT available to us on Saturday***

7:00 p.m. – 8:00 p.m.	Cocktails/Ballroom A&B
8:00 p.m.	Dinner/Ballroom A&B
	Following dinner please enjoy the Casino and Entertainment

### Saturday, January 25, 2014

Note: Please use your breakfast voucher Saturday morning prior to departure or before the Board Meeting.

9:00 a.m.	Board Meeting/Board Room
	All day departures





Greetings from

# Greasy Girl



By Terri Stevens

Dear Friends

Do you ever wonder why things happen? I have had many people say when I get to heaven I am going to ask God why did that happen?

Well my family had one of those things happen a few weeks ago. My cousin who is 44 years old in good health went to the mall shopping and as she came out of a dressing room she had a massive heart attack and fell to the ground. The sales clerk called the security and a customer dialed 911. They got there within minutes and did the paddles on her and got her to come back to life. They got her in the ambulance and she flat lined and they paddled her again. When they got her to the hospital her husband was contacted and was told there was a 50/50 chance of her being brain dead.

Can you imagine leaving your wife in the morning and in the afternoon seeing her in a coma and wondering if she was ever going to be the same. They iced her body down for 48 hours to give the brain time to come back and then they started warming her up. When she came to, she was good. We all were so excited and then there was another hurdle to overcome. She had 95% blockage in the widow maker artery and they told them they would do a stint and it would take 1 hour. After 4 and a half hours they came out and said they had to put 7 stints in that one artery. She is now home from the hospital and is limited to what she can do. We are hoping that she will have a normal life and get to see her children raised.

I tell you this story for several reasons.

#1 Realize that your life can change in an instant.

#2 Cherish your loved ones and tell them you love them.

#3 Don't take your health for granted.

#4 Realize everyday is a gift from God.

#5 Know that good can come from bad things.

#6 Have your affairs in order (living wills and your wishes)

Many people were touched by her life and the way that people surrounded them with love and prayers. It was a neat experience and I do believe my family is closer because of it. As I stood at her bedside and prayed for her, believing that God was going to do something incredible but yet feeling anxious about the outcome of her condition. I actually got to live out that verse in Hebrews 11:1 Now faith is being sure of what we hope for and certain of what we do not see.

Don't put off something you should do today. If you have wronged someone make it right, if you need to forgive someone do it today. We may not have tomorrow. James 4:14 Why, you do not even know what will happen tomorrow. What is your life? You are a mist that appears for a little while and then vanishes. Life is short Make the most of your time, your talent, and your money.



Blessings  
**Greasy**

## Tractor-part.com



**www.tractor-part.com**

**40,000 Hits Monthly**

**Increase Your Parts Sales**

**Allied Members List Your Inventory For Free**

**Sale Leads Sent Direct to You**

**Optimized For Google**

**New Dealer Inquiries Welcome**

**Link to Your Website**

**Allied Information Networks**

**800-866-0466**

**www.tractor-part.com**

**Call Us To**

**Submit Your Inventory Today!**



# 8 Reasons Why Outsourcing Your Payroll Makes Sense

By Victor Storkel

Every year, many business owners wonder, “Should I continue to do my payroll in-house or should I outsource it?”

Below is checklist to help you decide which option is best for you:

**1. Willingness** – Do you REALLY WANT to do it in house? For business owners who can't stand payroll tasks, outsourcing may be a good option compared to finding or replacing a skilled employee.

**2. Penalties** – Some business owners realize it's time for someone else to do their payroll after they've missed a payment or made a mistake and were penalized for it. Remember, the average IRS small business penalty is \$800. Most payroll providers take responsibility for their errors.

**3. Convenience** – Is it REALLY EASY to do? If you've been doing your own payroll for years, you may have convinced yourself that it's not so bad. Maybe it's time for a reality check, especially if you'd rather focus on growing your business.

**4. Expertise** – As regulations become more complex and increasingly difficult to keep up on, it may make sense for a professional payroll company to help. Did you know:

When an employee is terminated or added, your state gives you a certain period of time to notify them of this change. Do you know what the time frame is for your state? What happens when you miss the deadline?

**5. Direct Deposit ROI** – Many business owners understand the advantages of direct deposit. As a reminder, here are 4 key reasons:

1. No wasted work hours – On pay day, employees often need to run to the bank before it closes to cash or deposit their checks. Is that on their time, or yours?
2. Easier for you and employees – Regardless of holidays, inclement weather, sick time, etc. – you never have to figure out how to get pay checks to employees.

3. Lost checks – How many of these do you deal with each year?

4. Spending money in their pocket – Many companies have NOT moved to the convenience and return on investment of Direct Deposit because their employees want cash. Whether it's for immediacy, or they don't want the funds in their account, or there's no banking relationship at all – you have options:

With the Visa PayAdvantage Card, each employee can designate a certain dollar amount to the card each pay period. The card can be used like a debit card to pay for items in-person or online, or to withdraw cash at an ATM. The card is free to both the employer and employee and it's easy to use. Plus this card is great for the unbanked, since you can deposit their paycheck directly into it.

**6. Company Policies** – A company handbook, that ALL your employees have signed, is NOT a luxury, but a necessity. Why? If your employee claims in court that he/she didn't know about a certain policy, how will you prove otherwise? A professional payroll company can solve this problem easily and economically for you.

**7. Opportunity Cost** – What could you or your employee be doing with the time and energy spent on processing payroll that could be used more profitably elsewhere in your business?

**8. Preparing to retire or sell?** With a professionally prepared payroll, a potential buyer may find the business more valuable and credible. Additionally, many professional payroll companies go through a very stringent audit process for each client.

Ready to discuss your options?

Contact your endorsed Payroll Partner today.  
Victor Storkel | 515.710.9547 | [Victor.Storkel@e-hps.com](mailto:Victor.Storkel@e-hps.com)  
[www.HeartlandPaymentSystems.com/VictorStorkel](http://www.HeartlandPaymentSystems.com/VictorStorkel)



# DID YOU KNOW?

By Kim Carroll



For those of you who have been around since the conception of NTPDA, you were a part of the formation of this great Association! But for those who joined later on, do you know the history of NTPDA and how it got started? Did you know that one of your member benefits is part of that history?

Larry Wenger with Wengers of Myerstown once wrote about the history of NTPDA and we have it published on our website. In there he writes, "NTPDA began its journey in March 1985 at a meeting in Dallas, Texas. Forty-nine people representing 31 dealerships attended the meeting. Most of these dealers were already using the Enet parts location system introduced to our industry by Roland Shaul of Allied Information Networks. It was decided that an association of Enet dealers should be formed to assist dealers, set guidelines of network procedures and monitor trouble areas on the network. Several meetings were held during 1985 and early

1986 to lay the foundation for an association. On August 8, 1986 the NTPDA was voted into existence during a convention held in Minneapolis, Minnesota. The Association was incorporated in the State of Texas and the first Board of Directors was elected the following day."

Allied Information Networks is still a big part of this Association and offers NTPDA members a \$25 monthly discount on Enet/Telequip level 1 or 2 service. That discount alone comes close to off setting your membership dues into NTPDA. Plus Enet/Telequip can work for you by helping you make money, save time, and improve customer service. It is designed strictly for dealers of construction and farm parts and with many years in the marketplace it has proved to be a valuable asset to dealers. It is a win/win for all involved. For more information on Enet/Telequip visit Allied Information Networks website at [www.alliedinfo.net](http://www.alliedinfo.net) or call 1-800-866-0466.

Remember this is YOUR Association. Please feel free to contact us with questions, suggestions, or comments to assist us in making this an association that benefits you now and years to come!

Pima Air & Space Museum is one of the largest air and space museums in the world, and the largest non-government funded aviation museum. You'll see more than 300 aircraft and spacecraft including many of the most historically significant and technically advanced craft ever produced, both from the United States and throughout the world.



Visit their website for a preview [www.pimaair.org](http://www.pimaair.org).



# WELCOME

## New Members

**Tina Hines**

**Hines Equipment Repair**

9640 County Road 7-2

Delta, OH 43515

Phone: 419-822-0495

Fax: 419-822-5729

e-mail: [tinahines@fulton-net.com](mailto:tinahines@fulton-net.com)

Company Description: Repair farm machinery and salvage  
IH tractors, 1939 on up.

**Victor Storkel**

**Heartland Payment Systems, Inc.**

12802 Timberline Dr.

Urbandale, IA 50323

Phone: 515-710-9547

Fax: 206-350-3582

e-mail: [victor.storkel@e-hps.com](mailto:victor.storkel@e-hps.com)

website: [www.heartlandpaymentsystems.com](http://www.heartlandpaymentsystems.com)

Company Description: 3rd largest full service payroll & HR  
provider, specializing in small and medium business payroll  
with personal care and professional results. 4th largest  
wholesale credit card processor in the country.

## Returning Member

**Lara Altinok and Hamid Ommati**

**TP Muhendislik Grup Makina – TP Grup**

MKSS, 3. CAD. NO. 66 Saray Kazan

Ankara Turkey 06890

Phone: 0090 312 815 15 85

Fax: 0090 312 815 15 83

e-mail: [sales@tpgrup.com.tr](mailto:sales@tpgrup.com.tr)

website: [www.tpgrup.com.tr](http://www.tpgrup.com.tr)

Company Description: Produce high quality parts for con-  
struction machines such as Case, John Deere, IH/Dresser,  
IH/Case, JCB, CAT, Komatsu and some other brands.



*Join us for our Summer  
Board Meeting  
Omaha, Nebraska  
July 18-20th, 2014*





# Hotrods

The Only Racing Inspired Restaurant & Bar in Tucson!



Join us on Wednesday evening for our Early Arrival Party at Hotrods. Meet in the lobby at 6:30 p.m. to board buses for our fun night in Tucson.

## **QUICK** EXCHANGE OR REPAIR

In Stock – the really old and really new!



- Extensive Inventory  
Injection Pumps, Nozzles, Turbos
- Authorized Repair Facility
- 45 Years of Service

**diesel specialties inc.**

[www.dieselspecialties.com](http://www.dieselspecialties.com) Sioux City, IA (800) 475-4827

When you advertise in the

***Bulletin***

you support YOUR

**National Tractor Parts**

**Dealer Association.**

**Together, we are stronger!**



## Want more **freedom** in your advertising?

We will not weigh you down with a list of advertising requirements.

For 35 years it has been Fastline's goal to help our customers become more successful. We create a marketing plan with you based on your needs. You control your marketing plan, and Fastline gives you choices to best reach your audience.

Call your local Fastline  
Sales Rep for a customized  
marketing solution.

**FASTLINE**  
**EQUIPMENT. FOUND. FAST.**  
**800-626-6409**



# NTPDA's

## 30<sup>th</sup> Annual Conference and Trade Show

### Tucson, AZ

### **Companies Displaying & Attending**

- \* Abilene Machine, Inc.
- \* Agricultural & Industrial Parts Co. Ltd. (AIP)
- \* All States Ag Parts, Inc.
- \* Alto Products Corp.
- \* Allied Information Networks
- \* Atlantic Quality Parts
- \* Baker Abilene Machine, Inc.
- \* Bepco Group
- \* Bootheel Tractor Parts
- \* Burgh Implement
- \* Cook Tractor Parts
- \* Diesel Specialties, Inc.
- \* Endurance Power Products/TCM
- \* Fawcett Tractor Supply, Ltd.
- \* Gap Tractor Parts, Inc.
- \* Hooper, Inc.
- \* Howard Enterprises
- \* Insight Advertising, Marketing & Communications
- \* K & M Mfg.
- \* Kaddatz Auctioneering & Farm Equipment Sales
- \* Kern County Tractor Parts
- \* Leaders Salvage
- \* Mac Tractor Parts, Inc.
- \* Maxiforce, Inc.
- \* Medicine Hat Tractor Salvage, Inc.
- \* Mylex International, Inc.
- \* Northern Factory Sales, Inc.
- \* Plastics Unlimited & Fabri-Glass Composites
- \* Quality Power Products, Inc.
- \* Reliable Aftermarket Parts, Inc.
- \* Roberts Farm Equipment
- \* Rock Valley Tractor Parts
- \* SAV Transportation
- \* Schaefer Enterprises
- \* Sexsmith Used Farm Parts, Ltd.
- \* Sparex, Inc.
- \* Sturgeon's Corner
- \* T R Salvage, Inc.
- \* Tracto-Parts Center, Inc.
- \* TractorHouse/AuctionTime.com
- \* Trinity Hardware Headquarters
- \* Wengers of Myerstown
- \* Westlock Tractor Parts, Ltd.

\* Displayers

**SPECIALIZING IN  
REPLACEMENT  
PARTS FOR**

## **FORKLIFT**

CATERPILLAR® ●  
ISUZU® ●  
MAZDA® ●  
MITSUBISHI® ●  
NISSAN® ●  
PERKINS® ●  
TOYOTA® ●  
WAUKESHA® ●



## **TRACTOR**

ALLIS CHALMERS® ●  
CASE® ●  
FORD® ●  
IHC® ●  
MASSEY FERGUSON® ●



## **INDUSTRIAL**

BOBCAT® ●  
ISUZU® ●  
KUBOTA® ●  
YANMAR® ●



# **TRAC-PRO®**

**YOUR ENGINE PARTS SOURCE:**

- INDUSTRIAL
- MARINE
- TRACTOR
- COMBINE

*WE ARE PROUD MEMBERS OF:*



ALL OTHER COMPANY, BRAND, PRODUCT, AND SERVICE NAMES ARE USED HEREIN FOR IDENTIFICATION PURPOSES ONLY AND MAY BE THE TRADEMARKS, SERVICE MARKS, OR TRADE NAMES OF THEIR RESPECTIVE OWNERS. THERE IS NO AFFILIATION OR SPONSORSHIP BETWEEN THESE COMPANIES AND TRAC-PRO UNLESS EXPRESSLY STATED.



**©TRACTO-PARTS CENTER INC.**

**TOLL FREE: 1-877-371-5235**

**FAX: 951-328-5239**

**SALES@TRACPRO.COM**

**WWW.TRACPRO.COM**





## 2013 Elk Hunt at Hoodlum Canyon Ranches owned by Farmland Tractor Supply

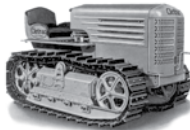
It was a great hunt, 7 elk in two days. Pictured are: Randy Roelofsen, Tom Roelofsen, Andrew Roelofsen all of Abilene Machine, Randy Raschein from Farmland Tractor, Kenny Roelofsen of Abilene Machine, Ryan Davis of SRC, Brent Burton of Farmland Tractor, Todd Roelofsen of Abilene Machine and Dustin Raschein of Farmland Tractor.

### ZIMMERMAN OLIVER-CLETRAC

1450 Diamond Station Road  
Ephrata, PA 17522



(717) 738-2573  
Fax (717) 733-3529



NEW & USED OLIVER AND CLETRAC  
crawler parts our specialty  
[www.olivercletrac.com](http://www.olivercletrac.com)

**LIQUIDATIONS • APPRAISALS  
NEW & USED FARM EQUIPMENT & PARTS • TIRES**

**KADDATZ**

**AUCTIONEERING AND FARM EQUIPMENT SALES**

Office: 254-582-3000  
Home: 254-582-3071

Fax: 254-582-1034  
#TXS6678



Web Page  
[kaddatzequipment.com](http://kaddatzequipment.com)

Email: [akaddatz@yahoo.com](mailto:akaddatz@yahoo.com)

535 HCR 4223, Hillsboro, Texas 76545

Member of Texas and National Auctioneers Association &  
Fellowship of Christian Auctioneers International



# ALL STATES AG PARTS



## 7 GIANT SALVAGE YARDS TO SERVE YOU!

- One-year warranty on all parts
- Used, new and rebuilt parts
- Parts for all makes & models



Downing, WI  
877-530-1010



Black Creek, WI  
877-530-2010



Ft. Atkinson, IA  
877-530-3010



Salem, SD  
877-530-4010



Bridgeport, NE  
877-530-5010



Hendricks, MN  
877-530-6620



Sikeston, MO  
877-530-7720

**NEW, USED  
& REBUILT**

# 877-530-4430

[www.TractorPartsASAP.com](http://www.TractorPartsASAP.com)

**ALL MAKES  
& MODELS**

## RELIABLE "BRAND-USED" PARTS

### Used Repair Parts For **CASE IH** AGRICULTURE **Tractors / Combines**

#### Hoober...Your Used Parts **SPECIALISTS**

We have a great selection of quality

#### **Used Parts**

Contact us for any new or used part and our experienced parts specialists will do everything they can to find it for you!



3452 Old Philadelphia Pike, Intercourse, Pa 17534  
800-732-0014 • 717-768-8231

Visit Us At [www.hoober.com](http://www.hoober.com)



- ✓ Parting out most makes and models of Combines and Swathers.
- ✓ One of North America's Largest Combine & Swather Dismantlers.
- ✓ Specializing in Late Model JD, Case-IH, AGCO and New Holland Combines.

#### **ALSO STOCK**

**Engines - Hydros - Headers - Reels - Pickups  
New, Used & Rebuilt Parts Available**

**"Our Parts Warranty is *BETTER* than New"  
— We Ship Worldwide —**

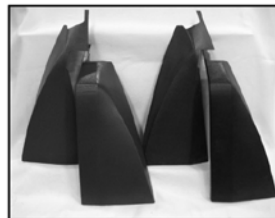
Toll Free: 1-800-667-4515  
Email: [parts@combineworld.com](mailto:parts@combineworld.com)

[www.combineworld.com](http://www.combineworld.com)  
Hwy #16 East & Kary Road  
25 Miles East of Saskatoon, SK, Canada

## Plastics UNLIMITED, Inc.

Providing all types of plastic materials:

- Thermoforming
- Castable Urethanes
- 5-Axis CNC Routing
- Design
- Fabrication
- Prototyping
- Composite Molding
- Water-Jet Cutting
- Molded Fiberglass Insulation



JD KICK PANELS  
(Available in black only)



JD CAB TOP

*Plastics Unlimited, Inc. is dedicated to providing our customers the best value in quality replacement parts.*

#### **Plastics Unlimited, Inc.**

303 1st Street NW  
Preston, IA 52069  
[www.plasticsunlimited.net](http://www.plasticsunlimited.net)  
[www.fabri-glass.com](http://www.fabri-glass.com)

(563) 689-4752  
(563) 689-4757 fax  
email:  
[sales@plasticsunlimited.net](mailto:sales@plasticsunlimited.net)



JD CANOPY TOP

4-POST  
HEADLINER



## **Fabri-Glass COMPOSITES**



# MAGNUM

QUALITY REPLACEMENT PARTS



## INCREASE HORSEPOWER & MPGS!

PERFORMANCE MODULES FOR LIGHT/MEDIUM/HEAVY-DUTY TRUCK & AG EQUIPMENT



CAT, CUMMINS, DETROIT, DODGE, FORD,  
CHEVY, GM, INTERNATIONAL, NAVISTAR, JEEP,  
MACK, MERCEDES, VOLKSWAGEN, AGCO, APACHE,  
CASE, CHALLENGER, CLAAS-LEXION, HAGIE, KUBOTA, JCB,  
JOHN DEERE, MASSEY-FERGUSON, MCCORMICK, MILLER,  
NEW HOLLAND, PREDATOR, VALTRA, VERSATILE, & MORE ADDED OFTEN!

## Area Diesel Service, Inc.



IL: 1-800-637-2658



IA: 1-800-237-4692



QUALITY SINCE 1973, let us become YOUR Diesel Expert.



Proud Member of the National Tractor Parts Dealer Association.

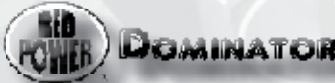


# HOWARD ENTERPRISES



## CUMMINS® B & C SERIES OVERHAUL KITS AND PARTS AVAILABLE

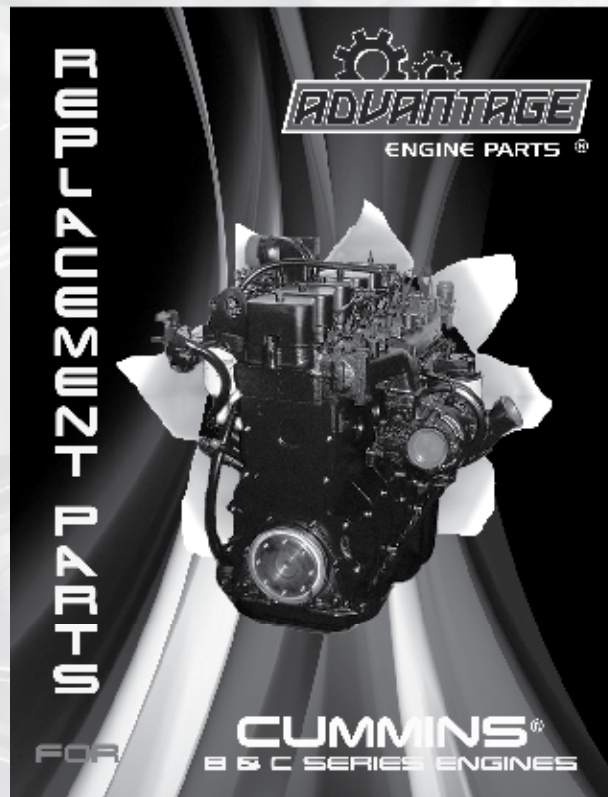
Our catalog provides you with a user-friendly way of looking up and selling B & C Series overhaul kits and individual parts.



SERVING YOU FROM

LYNN IN

BELMOND IA



Howard's offers overhaul kits and/or a full range of individual items (e.g. bushings, camshafts, oil pumps, etc.). We are pioneers of the complete engine overhaul kit. Kits provide more comprehensive coverage for agricultural, heavy-duty & industrial equipment.

We carry clutch kits and components, along with hard parts (e.g. mufflers, manifolds, hydraulic pumps, etc. to complement our engine kits and parts. This allows you to get all your parts

## HOWARD LLC 800-342-2545

[www.howardenterprises.com](http://www.howardenterprises.com)

[www.advantageengineparts.com](http://www.advantageengineparts.com)



*Catering to your engine*



Replacement parts for:

John Deere®,  
Cummins® (B & C),  
Caterpillar® (3054 / 56) &  
Perkins® Engines

www.maxiforce.com  
800.414.2095  
ISO 9001:2008 Certified

## Central Fuel Injection Service Co

712-362-4200 • 1-800-548-9464

**Your Classic  
Diesel Expert!**  
Service/Repair and exchanges for:



- Turbos
- Nozzles
- Injection Pumps



Home to:  
**Schroeter Diesel  
Technology Museum**



hours by appt.

2403 Murray Rd • Estherville IA 51334  
1-800-548-9464 • www.centralfuel.com

(800) 354-3031 • (815) 282-7960 • sales@naclutch.com



## UNFINISHED JOB?



### CAN YOU REALLY AFFORD DOWN TIME?

Got her all buttoned up just to find during the field test that the remanufactured clutch you installed slips, grinds, lurches or doesn't work at all? Try one of our 100% new ClutchPaks and split that machine just once. And by the way, don't worry about returning a filthy, dirty core. We don't need it!

To inquire about becoming a Heartland Clutch dealer or to find a dealer in your area call (800) 354-3031 or visit us at [www.naclutch.com](http://www.naclutch.com). Heartland Clutch. "The quality guys."

We offer a wide variety of  
O.E.M., New, Recon & Good  
Used Engines, Long Blocks,  
Short Blocks, Blocks and all  
other engine parts!



# ***"YOUR ENGINE PARTS EXPERTS."***

## ***AG. – CNST. – & HVY. TRUCK***



**NEW  
REBUILT**



**GOOD USED  
QUALITY  
ENGINE  
PARTS**



**\* Factory Direct Quality Parts \***

**\* Thousands of Parts in Stock & Ready to Ship \***

**\* Wholesale Pricing & Drop Ship Available \***

# **R<sub>F</sub>Engine** (800) 828 - 6943

Morrice, MI

[info@rfequipmentinc.com](mailto:info@rfequipmentinc.com)

**WWW.DIESELCRANKS.COM**





# Marketing Your Business

by Michael P. Libbie

This year at our Annual Meeting and Trade Show we've got something very special to offer you: \$10,000 worth of advertising and marketing materials for a fraction of the cost because...YOU are a member of NTPDA!

When I was asked to serve on the new Membership Committee one of the things we talked about was offering real tangible benefits to members. That's when we developed the idea of creating a marketing kit that is personalized to your business and that you can use, out of the box, to generate more sales.

Our professional team will create twelve print ads (6 B/W & 6 Color) one for each season of the year and two holiday ads (you pick the holiday). We'll also create three professionally written and voiced radio ads you can use for your website or your local radio station.

The marketing kit also has a professional video about your business that we'll shoot during our meeting in Tucson. Finally, you've heard me talk about how social media can impact your business. Your marketing kit will also include a blog, created by our team and we'll even train you on how to use it and help you with the content for the first two months.

If we were doing all of this for a client the package would cost them \$10,000 but because you're an NTPDA Member your cost is only \$5,000. Investing in a professional advertising and marketing kit that also has a social media component is all about building business for the future.

To book your 2014 Marketing/Advertising Kit call me at 515-331-3207 or shoot me an email Michael@InsightCubed.



com we'll get you registered and go to work...right away. Start 2014 off with your own personalized Marketing and Advertising Kit. Call me...today.

Ad paid for by Insight Marketing and Advertising

## www.SteinerTractor.com

### Visit our website to view our full line of John Deere exhaust pipes and mufflers



**Mandrel bent John Deere 2-cylinder exhaust pipes for most models!**



**Restoration quality John Deere 2-cylinder mufflers in aluminized steel w/ black heat paint. Also available in stainless steel!**



**Now available! John Deere M & 40/420 restoration quality mufflers & exhaust adapter**

1-800-234-3280 phone • 1-800-854-1373 fax • Prices do not include shipping & handling / Prices subject to change without notice



# Thank You 2014 Sponsors!

The NTPDA Board of Directors, members and staff would like to take this opportunity to thank all of our Sponsors!

## **MOTOR**

Boothel Tractor Parts, Inc.

## **TRANSMISSION**

Abilene Machine, Inc.

All States Ag Parts, Inc.

Cook Tractor Parts, Inc.

Howard Enterprises

Schaefer Enterprises

## **WHEELS & TIRES**

Hoober, Inc.

Rock Valley Tractor Parts

SAV Transportation

## **NUTS & BOLTS**

Plastics Unlimited, Inc./Fabri-Glass Composites

T R Salvage, Inc.

Trinity Hardware Headquarters







Tucson, AZ desert oasis-style course features Notah Begay III design and Jack Nicklaus Academy of Golf

The golf course, named “Sewailo,” meaning “flower world” in the Yaqui language, features large lakes, flowing streams, waterfalls and plush landscaping blend with the desert environment to create a wonderful “oasis” effect. The course transitions through both desert terrain and the oasis environment, while taking full advantage of the surrounding moun-

tain views to create an exciting and unique golfing experience. The course winds seamlessly through gently rolling terrain, with a mix of wonderfully strategic holes that combines a full range of shot values and aesthetics. The course is designed to be challenging, memorable and enjoyable for players of all levels.

**Agricultural Equipment ■ Construction Equipment ■ Trucks ■ Trailers ■ Attachments**

# ONLINE AUCTIONS

Get Everything You Need At

## AuctionTime.com®

Powered by TractorHouse.com, MachineryTrader.com & TruckPaper.com

Are you buying and selling ag equipment, construction equipment, trucks, or trailers? Use AuctionTime to buy or sell equipment and get results FAST. Auctioning and bidding on equipment has never been easier or more cost effective.

- AUCTIONS ENDING EVERY WEDNESDAY
- LIVE BIDDING OPENS 24 HOURS PRIOR TO END OF AUCTION
- LIVE AUCTION BOARD AVAILABLE EVERY WEDNESDAY WITH QUICKBID

NEW! Sell Via Consignment - check out the Post Equipment link on AuctionTime.com today!

**No Buyers' Fees!**



**TO REGISTER TO BID OR FOR MORE INFORMATION, CONTACT AUCTIONTIME.COM TODAY!**

**(800) 334-7443 [www.AuctionTime.com](http://www.AuctionTime.com)**

**TractorHouse**

**Machinery  
Trader**

**MarketBook**

**Truck Paper**



**NTPDA**

P.O. Box 1181  
Gainesville, TX 76241

PRESRT. STD.  
U.S. POSTAGE  
**PAID**  
Gainesville, TX  
76241  
Permit No. 8

RETURN SERVICE REQUESTED

# TRUST *Tradition*

HERSCHEL. The Leader In Aftermarket Agricultural Replacement Parts

## CUTTING PARTS

Abralloy® Hardfacing  
Chisel & Subsoiler Points  
Disc & Coulter Blades  
Danish Sweeps  
Fertilizer Knives  
Furrowers  
Gauge Wheels  
Grain Drill Discs  
Landsides & Moldboards  
Plow Shares  
S-Tines  
Terminator Sweeps  
Wheatland Sweeps

## TILLAGE PARTS

Disc Mower Blades  
Flail Blades  
Guards  
Hold Down Clips  
Rake Teeth  
Rake Wheels  
Reel Tines  
Rotary Cutter Blades  
Section Bolts & Rivets  
Sickles  
Super 7® Sections  
Tiger Jaw® Kits

## TRACTOR PARTS FOR

Allis Chalmers  
Case  
Case-International  
David Brown  
Farmall  
Ferguson  
Ford  
John Deere  
Massey Ferguson  
Massey Harris  
Minneapolis-Moline  
Oliver  
White

**WHY BUY ANYWHERE ELSE? Buy direct from the manufacturer!**

HERSCHEL is a leading manufacturer and distributor of cutting and tillage parts.  
We also have over 20,000 new and rebuilt aftermarket tractor parts.

# HERSCHEL®

1301 N. 14th Street • Indianola, IA 50125  
[www.herschelparts.com](http://www.herschelparts.com)

Phone: 800-247-2167 • Fax: 800-524-7481

©2010 ALAMO GROUP INC. • HERSCHEL is registered trademark of ALAMO GROUP INC.

