



BULLETIN

NATIONAL TRACTOR PARTS DEALER ASSOCIATION

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

FALL 2021

VOL. 31, NO. 3





2021 NTPDA OFFICERS

President
Scott Schelling ~ 800-831-8543
Rock Valley Tractor Parts • Rock Valley, IA

Vice President
Trey Russell ~ 800-248-8883
Russells Tractor Parts • Scottsboro, AL

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

Secretary
Terri Stevens ~ 800-383-3678
The Tractor Barn, Inc. • Brookline, MO

BOARD OF DIRECTORS

Eric Benton ~ 888-658-7171
Southeast Tractor Parts • Jefferson, SC

Richard Cook ~ 660-885-9201
Cook Tractor Parts • Clinton, MO

Kendall Jensen ~ 800-950-9917
T R Salvage, Inc. • Thief River Falls, MN

Glen Leaders ~ 800-950-9917
Leaders Tractor & Combine Salvage • Dunlap, IA

Jake Walmer ~ 800-451-5240
Wengers of Myerstown • Myerstown, PA

Dan Waters ~ 509-346-2028
Waters Tractor, LLC, Othello, WA

www.NTPDA.com

ASSOCIATE DIRECTORS

Deepak Marwah ~ 512-843-0130
Reubicon International, Inc • Austin, TX

Ian Tilley ~ 817-488-4444
Memo Corporation • Southlake, TX



INSIDE

	Page
President's Pen	3
Message From Phyllis	5
Meet Our Members	7
Early Arrival Party	9
Conference & Trade Show Display Form	10
Tally Sheet	11
Registration	12
One Day Pass	13
Program At A Glance.....	14
Hotel Information	15
Big News For Small Businesses.....	18
About Our Members	20
Room Credit! Poker Credit!	22
Greasy Girl.....	25
<i>Terri Stevens</i>	
Thank You Advertisers.....	31



BULLETIN

PHYLLIS COX, Editor

Articles, letters, advertisements and
comments are encouraged. Send to:

P.O. Box 1181
Gainesville, TX 76241

NTPDA

KIM CARROLL
Operations Manager

PHYLLIS COX
Meeting Planner/Event Coordinator

MICHAEL LIBBIE
Business Development - Recruitment/Retention

940-668-0900 • Toll Free 877-668-0900

Fax 940-668-1627

email: kim@ntpda.com

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.

From the President's Pen . . .

Greetings from beautiful NW Iowa!

Harvest is in full swing in the heartland which keeps us very busy. Customers are in a hurry and they don't want to hang around and chat but being busy makes for short days and increased profits. I hope you are seeing the same in your businesses too.



Scott Schelling

I love harvest time! Cool mornings, trees turning color, and machines running in the fields. It's also a great time to go fishing! And hunting! Don't forget to take some time for yourself, your family and your friends; that is why we put in the work!

We are continuing to plan for the annual Conference and Trade show in Kansas City. I am mostly looking

forward to the site visit to Cook Tractor. I love to tour member businesses. You get to meet all the people you talk to on the phone, as well as see what makes each one unique and successful. It will also be great to see everyone again. It has been a long time! This event could be one of the largest we have ever had!! We are hearing from many of our members that they are planning to attend.

Whether it's been a few years, or if you are a regular, this is the event you don't want to miss! There may also be a retirement cake?! There will be a lot to do and great friends to do it with! See you there!!

Scott

Plastics UNLIMITED, Inc.

Providing all types of plastic materials:

- Thermoforming
- Castable Urethanes
- 5-Axis CNC Routing
- Design
- Fabrication
- Composite Molding
- Fiberglass



**New to our product line:
CASE IH MAGNUM SERIES CAB TOP**



JD SOUND GUARD CAB TOP

**We also offer JD 4-POST CANOPY TOP, JD 4-POST HEADLINER,
& JD 7000, 7200, 7400, 7600, 7800, 7210, 7410, 7610,
7710, 7810 Series Cab Top**

Visit us at: <https://www.plasticsunlimited.com/>

**We also offer CASE IH 1896, 2096, 2294, 2394, 2594, 3294,
3394, 3594, 4494, 4694, 4994 Series Cab Tops
We also offer current Cat Cab Tops**

Plastics Unlimited, Inc.
303 1st Street NW
Preston, IA 52069
www.plasticsunlimited.com

(563) 689-4752
(563) 689-4757 fax
email: sales@plasticsunlimited.com



TractorPartsASAP.com
877-530-4430



LARGE INVENTORY OF TRACTOR & SKID LOADER PARTS

- **50+** years in the tractor parts industry
- **10,000+** tractors dismantled for parts
- **180,000+** tractor part numbers
- **10,000+** skid loader part numbers

IF WE DON'T HAVE IT, WE CAN FIND IT.

800-451-5240
wengers.com

Message from Phyllis



In this issue of the Bulletin we will be giving you all the information about our upcoming 38th Annual Conference & Trade Show. The Board of Directors and NTPDA staff have been working diligently to bring you a trade show that will benefit you and your company. So please make plans to attend!

We want to let you know that at check-in you will receive a gift card to be used at check-out to help offset the cost of your room. In addition, when you visit Kim to pick up your registration information you will be given a \$50 poker chip. So...go enjoy some gambling and if

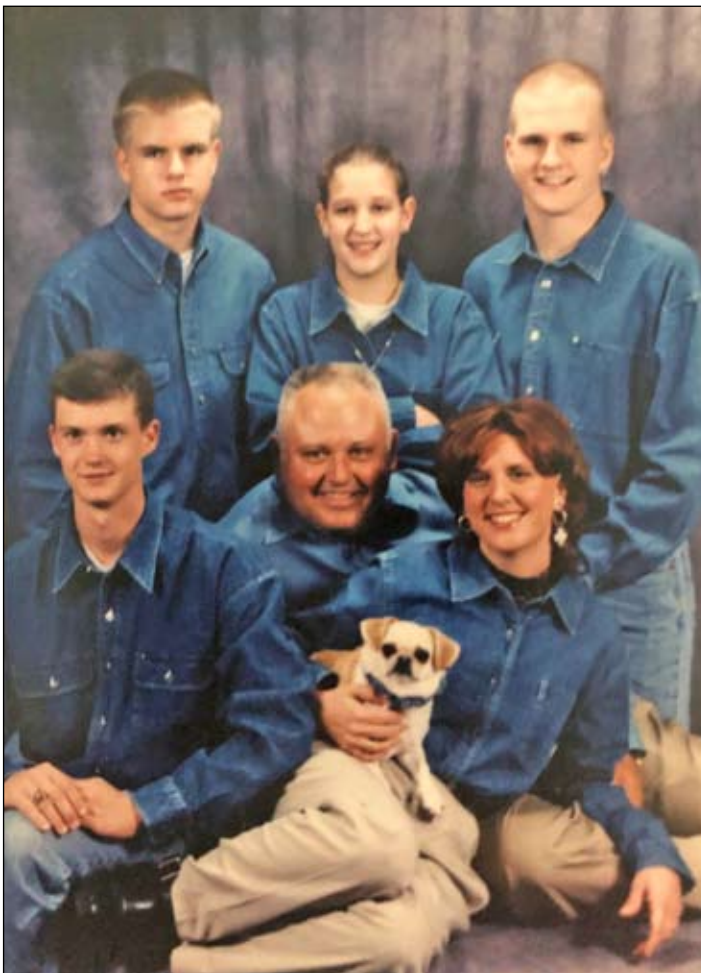
you hit it big we'd love to see you give back at our St. Jude live auction to be held Saturday night. And speaking of St. Jude please remember to bring an item for the auction as well as a door prize to be given away in your booth at the close of the trade show.

Please check out page 14 - our Program at a Glance to see all the activities we have planned in January. I don't think you'll want to miss any of it! And we are so looking forward to seeing everyone again. It's been a few years and I think we're all ready to get normalcy back into our lives. Please stay safe and we'll see you in January.

Phyllis

Announcing Retirement

THAT WAS THEN



THIS IS NOW



It's been almost 25 years since I joined NTPDA. Now it's time to enjoy these grandchildren. I will miss you all but I'll see you in KC and pop in once in awhile.

Stainless Air Seeder Parts

Now available from A&I Products



**Air
Seeder
Parts**

- Corrosion-resistant 304 stainless steel and high abrasion and wear plastics.
- Patent-pending design has individual row shutoff with both manually and automatically operated slide gates.
- These units are washable, with a cleanout at the bottom of the meter. They require no foam, and are maintenance-free, with no need for grease.
- This exclusive single-wall design doesn't allow fertilizer dust to accumulate in an air cavity. No air cavity means no swelling or distortion.

a&i products

800-657-4343 | www.aipproducts.com

See us for parts for Tractors, Combines, Balers, Mowers, and MUCH MORE!

MEET OUR MEMBERS

From Malaysia Meet Tractor-Line and Alex Ho

Technology can be our friend...sometimes. Stay with us on this as you are about to meet Alex Ho the director of sales and marketing for Tractor-Line, a company based in Malaysia. The company has been in operation since 1989 and isn't limited to just manufacturing but the entire process from design to production, machining to engineering, raw materials to finished goods and packaging.

In addition, the company specializes in a host of tractor parts; hydraulic to axles, cylinders to buckets. Alex tells us their products are equal to or better than some OEM parts. Finally, Tractor-Line has the capacity to service global customers and seeking relationships with wholesalers, dealers, parts importers, and brands for OEM collaboration in industries that include construction, forestry, mining and agriculture.

As a member of the National Tractor Parts Dealer Association (NTPDA) the company is seeking new frontiers for their services. Here is Alex.



Alex Ho

To listen to this member interview, you can click [here](#): or hover over the QR code or go to our Website, www.NTPDA.com and it's in our BLOG area. Enjoy!

Sweetening the Deal

A COVID-19 vaccine is our best hope of returning to normalcy — which is a pretty sweet reason to get your shot. Now Krispy Kreme is sweetening the deal. If you show proof of vaccination, you can get a free donut every day through Dec. 31 at participating Krispy Kreme locations.



YOUR #1 SOURCE FOR AGRICULTURAL & INDUSTRIAL

Area Diesel Service is a proud member of the **NTPD** ASSOCIATION

REPLACEMENT PARTS FOR THOUSANDS OF APPLICATIONS

INJECTION PUMPS



INJECTORS



TURBOCHARGERS



PERFORMANCE PRODUCTS



AreaDieselService.com    

(IL) 800-637-2658 | (IA) 800-237-4692 | (IN) 317-203-3331

russelltractor.com

PARTS

NEW

USED

REBUILT

Let US Find That Part For YOU!

 **1-800-248-8863**
Scottsboro, AL



KADDATZ

AUCTIONEERING & FARM EQUIPMENT SALES

www.kaddatzequipment.com



Alvin Kaddatz
Lic. TXS6676 (TX)
Lic. AR2283 (AR)

★ **REAL ESTATE** ★ **FARM/RANCH**

★ **HEAVY EQUIPMENT**

- Analyze your situation and develop a plan for your needs
- Advertise in the best media for your location
- Site and Asset preparation, inspection, supervision, registration
- Professional team of auctioneers, clerks, ringmen, and office and security personnel
- We can sell equipment online anywhere in the U.S.

Turn your surplus equipment to cash.



Carson Kaddatz
Associate Auctioneer

★ **APPRAISAL SERVICES** ★

• Estate Administration/Probate	• Loan Collateral	• Livestock
• Guardianships	• Insurance Replacement Value	• Construction
• Bankruptcy/Liquidation	• Equipment	• Motor Vehicles








535 HCR 4223, Hillsboro, TX • (800) 214-7756 • akaddatz@yahoo.com

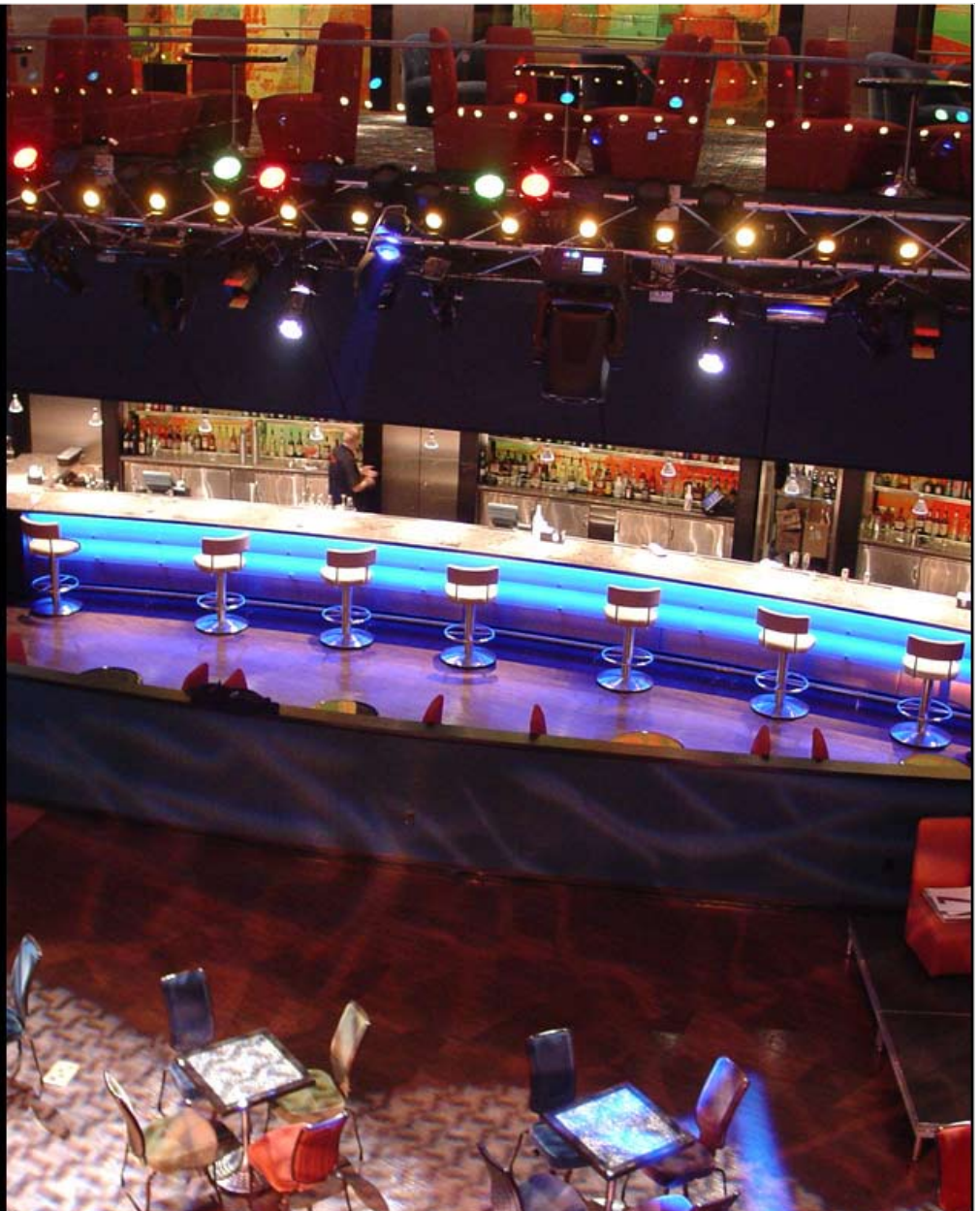
"Let us not become weary in doing good, for at the proper time we will reap a harvest if we do not give up." Galatians 6:9

Early Arrival Party

You won't want to miss our Early Arrival Party on Thursday evening!!!

Join us in the VooDoo Lounge for some great live music featuring KB Borderline

(you may know someone in the band!) great food and drink and plenty of time to network and reconnect with your NTPDA friends. You might want to wear your dancing shoes!





38th Annual Conference & Trade Show
January 20 – 23, 2022
Harrah's Kansas City

10 x 10 DISPLAY SPACE

\$500 per space

Each display space is professionally draped and lined out and includes a 6' skirted table, 2 chairs, wastebasket, and ID sign.

The cost of electricity and Internet connection is an additional cost.

Display Application
& Liability Form

Company _____ Contact Person _____

Number of 10 x 10 Display spaces needed _____ @ \$500 each = \$ _____

I DO/DO NOT (please circle one) need electricity in my booth. I DO/DO NOT (please circle one) need internet.

Internet and/or Electricity order form will be e-mailed to you. E-mail address: _____

NOTE: Associate Members who are planning to attend the conference and trade show must have at least 1 display booth.

NO COMBUSTIBLE LIQUIDS!

Set up will start at 2 p.m. on Thursday, January 20. You must be finished setting up no later than 4 p.m. on Friday. Reception/Opening of Trade Show is Friday at 5 p.m. with the Marketplace Event at 6 p.m. The trade show opens at 9 a.m. on Saturday, January 22. Tear down will be at end of show on Saturday.

PLEASE SIGN AND RETURN TO NTPDA



I, _____, fully understand that exhibitor assumes responsibility for all losses, damages, and claims for displays and equipment, and shall indemnify the hotel, convention center, agents, and the NTPDA for any losses, damages and claims.

NOTE: Authorized personnel must sign!

RETURN THIS FORM ALONG WITH YOUR TALLY SHEET AND REGISTRATION FORM TO THE NTPDA



38th Annual Conference & Trade Show Kansas City, MO Tally Sheet

_____ Registration(s) @ \$300 (thru 10/31) \$375 (11/1-12/31) \$450 (after 12/31) =\$_____

Registration includes:

\$50 credit per room night with a maximum of 3 nights for rooms booked under the NTPDA room block

\$50 poker chip per registration

_____ *Display Booth(s) @ \$500 per booth= \$_____
Booth Registration Deadline 12/31/21

_____ One Day Pass (see One Day Pass form for details) @ \$100 = \$_____

TOTAL DUE TO NTPDA \$_____

*No registration refunds after December 31, 2021.

Please indicate the number of persons attending to help with food/beverage planning:

Thursday, January 20

_____ Will attend Blvd. Brewery Tour/Lunch/TopShotz Team Building Outing

_____ Will attend the "Early Arrival" Party at Voodoo Lounge at Hotel

Friday, January 21

_____ Will attend Breakfast – Laurel Lounge at Hotel

_____ Site Visit & Lunch at Cook Tractor Parts

_____ Spouse Program – Gangster Tour/Lunch at Cascone's

_____ Will attend "Welcome to Kansas City" Reception & NTPDA Marketplace I

Saturday, January 22

_____ Will attend "Coffee & Conversation" (breakfast served)

_____ Will attend lunch in trade show area

_____ Will attend cocktails/dinner/auction at Voodoo Lounge at Hotel

COMPANY NAME: _____

PAYMENT OPTIONS

☐ Check # _____

OR

☐ Credit Card – MasterCard, Visa, Discover and American Express accepted

Make payable to NTPDA

Pay Total Amount Due on www.ntpda.com website in Pay Invoices

Return to NTPDA



38th Annual Conference & Trade Show

January 20 – 23, 2022

Harrah's Kansas City

REGISTRATION FORM

Register Early For the Best Deal!

\$300 per person (thru October 2021)

\$375 per person (11/1 – 12/31)

\$450 per person (after 12/31)

Prices above are for NTPDA Members

Company _____ Contact Person _____

Mailing Address _____

City _____ State _____ Zip _____

Please type or print a complete list of people attending. Be sure to show the names as you want them to appear on the nametags.

1. _____ 6. _____

2. _____ 7. _____

3. _____ 8. _____

4. _____ 9. _____

5. _____ 10. _____

****Travel arrangements and all room charges are to be handled by the individual.****

RETURN THIS FORM ALONG WITH YOUR TALLY SHEET AND, IF APPLICABLE, YOUR DISPLAY APPLICATION.

PROVIDE PAYMENT INFORMATION ON THE TALLY SHEET.

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

ONE DAY PASS*

NTPDA ANNUAL CONFERENCE & TRADE SHOW KANSAS CITY, MO

ONLY HAVE A DAY TO SPARE?
CHOOSE ONE OUT OF THE TWO CONFERENCE DAYS TO ATTEND
CHOOSE ONE

☐ FRIDAY

☐ SATURDAY

COST - \$100 PER PERSON

REGISTER NOW

Name(s):

1. _____
2. _____
3. _____
4. _____
5. _____

Company _____

Mailing Address _____

City _____ State _____ Zip _____

*One Day Pass available to Regular Members, Affiliate Members associated with a Regular Member, or Associate Members having representative(s) from their company who will only attend for one day. (NOTE: All Associate Members must have one 10 x 10 booth with representation during show hours.) Please send in completed Tally Sheet with this One Day Pass Registration Form.

Mail to: P.O. Box 1181, Gainesville, TX 76241 OR
Fax: 940-668-1627 OR
Email to kim@ntpda.com

PROGRAM AT A GLANCE

NATIONAL TRACTOR PARTS DEALER ASSOCIATION
38th ANNUAL CONFERENCE
Harrah's – Kansas City

Wednesday, January 19, 2022

Early Bird Arrivals – Evening is On Your Own

Thursday, January 20, 2022

11:00 a.m. – 4 p.m. Early Birds leave for Blvd Brewery Tour/Lunch followed by
Team Building – TopShotz - Meet at Hotel Entrance to board bus
2:00 p.m. – 6:00 p.m. Displayers set-up – Nevada Ballroom
2:00 p.m. – 6:00 p.m. Early Registration – Laughlin Room
7:00 p.m. “Early Arrival Party” – Voodoo Lounge – Harrah's

Friday, January 21, 2022

8:00 a.m. Breakfast – Laurel Lounge
8:00 a.m. – Noon Registration - Laughlin Room
8:00 a.m. – 4:00 p.m. Displayers set-up
9:00 a.m. – 4:00 p.m. Depart for Site Visit – Cook Tractor – Meet at hotel entrance
9:30 a.m. – 2:00 p.m. Spouse Program - Gangster Tour/Lunch at Cascone's – meet at hotel entrance

1:00 p.m. – 5:00 p.m. Registration – Laughlin Room
5:00 p.m. – 6 p.m. Trade Show Opens – “Welcome to Kansas City” – Nevada Ballroom
6:00 p.m. – 7 p.m. **NTPDA Marketplace I** – Regular members meet in small groups for potential
business opportunities with exhibitors. (Details to Follow)
7:00 p.m. – 8:00 p.m. “Welcome to Kansas City” reception continues

Saturday, January 22, 2022

8:00 a.m. Networking – Coffee & Conversation – Breakfast Served – Nevada Ballroom
9:00 a.m. Trade Show Opens – Nevada Ballroom
9:00 a.m. – 11 a.m. Registration – Laughlin Room
10:00 a.m. – 11:00 a.m. **NTPDA Marketplace II**
11:00 a.m. -12 Noon General Session/Election of Officers – All members please attend.
12 Noon Lunch/Trade Show Area
1:00 p.m. More Trade Show Time
1:30 p.m. Displayer's Meeting – All Board Members Please Attend
2:00 p.m. – 4:00 p.m. **Marketplace III**
4:00 p.m. Trade Show Closes
4:00 p.m. Board Meeting – Board Room
7:00 p.m. Cocktails/Dinner/Auction – Voodoo Lounge

Sunday, January 23, 2022

All Day Departures – Please use your Sunday breakfast voucher! Have a safe trip home!

Harrah's Kansas City
1 Riverboat Drive
North Kansas City, MO 64116
(816-472-7777)

**National Tractor Parts Dealer Association
38th Annual Conference
January 20 – 23, 2022**

ROOM RATE

Room Rate: \$69 (1/19 & 1/20 & 1/23) and \$129 (1/21 & 1/22)

The above rates are per guestroom, per night, single or double occupancy. Rates are subject to applicable resort fees and governmental room taxes. Each additional person will be charged at a rate of \$10.00 per person, per night with a maximum of four (4) persons per guestroom

Check-in time is 4:00 p.m. Check-out time is 11:00 a.m.

RESORT/AMENITY FEE

A daily resort fee of \$15.00 per room, per night plus the current occupancy room tax will be charged in addition to the room rates set forth above. This fee includes:

- *Two (2) Guest admissions per day to the Fitness Center
- *Basic WIFI to include two (2) devices per room per day Daily access to the Business Center
- *Hotel Valet Parking for one vehicle

Unless otherwise specified, the resort fee will be posted to the individual's room account. Taxes are subject to change without notice.

RESERVATIONS

Phone Reservations – Please contact the hotel by calling 1-800-427-7247.

Individuals must identify themselves as part of **Group Code S01NAT2** to receive the special Group rate. Any reservations made via the telephone call center will be assessed a fee of \$10.00 plus current sales tax, per reservation. This fee will not apply to reservations made via the internet.

OR

Online: Go to: [Harrah's Kansas City special NTPDA reservation link](#) (link also on www.ntpda.com)

Our group rate is valid from January 19 – January 23.

The booking weblink is defaulted to a one night stay, however the dates can be updated by following the below steps

- Click either of the defaulted dates displayed which then brings up a calendar
- In the calendar select the appropriate arrival date
- Then click on the appropriate departure date
- Then click the **UPDATE** button

All reservations must be guaranteed with a deposit for the first night's guestroom and tax charge. If reservation is guaranteed to a credit card, the first night's guestroom and tax charge, per guestroom, will be billed immediately to the cardholder's account.

The "cut-off date" for reserving rooms in the Room Block is **Monday, December 20, 2021**. Any reservation request received after that time may be accepted on "space available" basis at the prevailing property rates.

INDIVIDUAL CANCELLATIONS AND CHECK IN

Property allows individual attendee cancellations without penalty up to seventy-two (72) hours prior to the attendee's scheduled arrival date.

OUR ENGINE RANGE BY MODEL

Caterpillar [®]	3013 / 3014 / 3024 / 3034 / 3044 / 3046 / 3054 / 3056 / 3064 / 3066 / C2.2 / C2.2 CRDI / C3.3 / C4.4 / C6.6
Cummins [®]	B & C Series 3.9 Liters / 4.5 Liters / 5.9 Liters / 6.7 Liters / 8.3 Liters
John Deere [®]	300 / 400 / 500 / Power Tech / 3029 / 4045 / 6068 / 6081 / 6090 / Yanmar [®] Series
Perkins [®]	3.152 / 4.108 / 4.203 / 4.212 / 4.236 / 4.248 / 4.318 / 6.354 / 104-22 / 403C-15 / 403D-15 / 403D-15 / 404C-22 / 404D-22 / 404F-22 / 704-30 / 804C-33 / 804D-33 / 1004.40 / 1004.42 / 1006.60 / 1103 / 1104 / 1106
Yanmar [®]	3 & 4TNE84 / 3 & 4TNE84T / 3 & 4TNE88 / 4TNE94 / 4TNE98 / 4TNE106D & T / 3 & 4TNV84 / 4TNV84T / TK486 / TK486V / Marine / 3JH3 / 3JH3E / 3JH3CE / 4JH3 / 3JH4 / 3JH5 / 4JH4-TE / 4JH4-HTE / 4JH5E
Mitsubishi [®]	S4S / S4S DT / S4K / S6S / S6S D / S6S DT / S6K
Shibaura [®]	N4LDI / N843 / N843L / N844 / N844T / N844L / N844LT / N844L-D / N844LT-D / N844LTA-D / N844L-F / N844LT-F
Kubota [®]	V1702 / V2003 / V2203 / V2403 / V3300 / V3800



OUR ENGINE RANGE OFFERS PARTS FOR THE FOLLOWING OE BRANDS







Distribution Centers: • Miami, FL. • Los Angeles, CA. • Indianapolis, IN.




A.U.S. GLOBAL COMPANY

www.maxiforce.com
1-800-414-2095

What can Aggi do for me?

-  Identify your unknown website traffic
-  Build a customized engagement list
-  Deploy real-time, marketing tactics
-  Provide match back analysis for sales attribution



Most of your website traffic goes unnoticed because only a small percentage of visitors take action. Aggi identifies your website traffic so you can build a customized list to engage and directly market to those customers.

Put us to work. We can help you grow.



FASTLINE
MARKETING GROUP



BIG News for Small Business Funding

As we work to get critical information to members of the National Tractor Parts Dealer Association (NTPDA), we thought this conversation about getting capital from the Small Business Administration would be very helpful. There have been many changes to the COVID19 Loan Program. Pay close attention to the new guidelines for gaining capital for your small business. And, second, if you know a person who owns or manages a small business send this link to them. It could make a huge difference.

My guest is Veronica Pugin who is the Senior Advisor in the Office of Capital Access for the Small Business Administration.

Here, too, is your link to the COVID-19 Economic Injury Disaster Loan Program that we talk about. Know there are new guidelines and an easier way in which to apply for business capital.



To listen to this segment, you can go to this link:

<https://bit.ly/399ytGp>

or you can go to our NTPDA Website and check the BLOG: www.NTPDA.com or you can use your smart phone and hover above the QR Code.

We hope this information is helpful!

www.SteinerTractor.com

New! Gas fuel pumps



ACS5548

ACS5548 fits Allis Chalmers D19; Combines: CII & early F **\$198.71 ea**



ACS5551

ACS5551 fits Allis Chalmers 180, 190, 190XT; Combine: G **\$187.49 ea**

Prices are for qualified dealers



OLS5399

OLS5399 fits Minneapolis Moline G550, G750 gas, diesel; Also fits the following diesel only: G850, G940; Fits all: **Oliver** 1550, 1555, 1655, 1950T, 1955; Also fits the following diesel only: 1600, 1650, 1750, 1755, 1800, 1850, 1855 **\$149.99 ea**



OLS5396

OLS5396 fits Minneapolis Moline G850, G940; **Oliver** 1750, 1755, 1800, 1850, 1855 **\$172.49 ea**

Call Brandi at 1-800-STP-PARTS • 1-800-854-1373 fax • Prices do not include delivery and are subject to change without notice

Don't Let Them Forget You

We're all pretty captivated by the power of the Internet when it comes to advertising and marketing. However, there's a huge slug of people and potential customers we may be missing. And when we miss them, they tend to forget we're even here.

Meet Jeff Greenfield a recent guest on Insight on Business the News Hour. Jeff is the Senior VP, Buy Side at WideOrbit. We are talking advertising and marketing and using the spoken word to get the results you want...and need.



Learn about getting leads (upper funnel) and helping consumers make a buying decision (lower funnel). What works? What about digital advertising? How important is it that you "stay in the game"?

This should not only be required listening for business people but also media salespeople. Understanding the power radio, television and podcasting have been all linked to a higher rate of return for your advertising/marketing dollar. That's what you really want...right? (And, if you listen carefully...toward the end you'll hear Yofi our "Studio Dog"...no, really.)



Jeff Greenfield

You can [click on this link](#):

or use your smart phone camera to hover over the QR code to listen.

Congratulations!!

The congratulations to Don Warmath, Flint Hydraulics is two-fold. He recently celebrated 35 years with Flint and he has retired! I hear his "honey-do" list is long and he will be moving to Middle Tennessee with his wife, Melinda, to enjoy retirement. We wish him the best...and by the way...I'm not too far behind him! I'm sure we're both looking forward to seeing what retirement is all about!



About Our Members

MaxiForce Hires New Quality Control Director

With an eye to beefing up quality control, our member, MaxiForce has hired Juan Gallina as the Director of Product Development and Quality Control. Gallina has over sixteen years of experience in QC and product development. Most recently he served as Turbocharger Service Coordinator for ABB Inc. where he was responsible for supervising the service engineering group, training machinists and equipment calibration.



Juan Gallina

About the hire, Santiago Morales, CEO of MaxiForce said, "In our industry, experience is everything and our clients demand that we understand their needs, in order to deliver the best service possible. For this reason, we are thrilled to have Juan on board, and I'm sure our clients will be as well."

Congratulations to our long-time member, MaxiForce and to Juan Gallina who we hope to meet sometime in the near future. For more about MaxiForce visit: www.Maxiforce.com

Jim Loving Memory

The NTPDA Family regrets to inform you that we recently lost Andy Goranson of Access Payment Systems. Andy died unexpectedly and leaves behind his wife, Abby and two sons, Gus (6) & Max (8). They have one dog, Lola, who Andy loved dearly. May his memory be a blessing.

All States Ag Parts Announces Another Acquisition



The growth of long-time member All States Ag Parts continues as the company announces the acquisition of Summit Supply and Contrax Equipment bringing the number of locations for All States to 34 in North America.

Summit Supply and Contrax Equipment both specialize in aftermarket rubber tracks and undercarriage parts for a wide variety of agricultural and construction equipment. Summit Supply has six U.S. locations including Asbury, NJ; Auburn, WA; Dallas, TX; Chicago, IL; Los Angeles, CA and Atlanta, GA. Meanwhile Contrax Equipment has three Canadian locations including Toronto, Montreal and Vancouver.

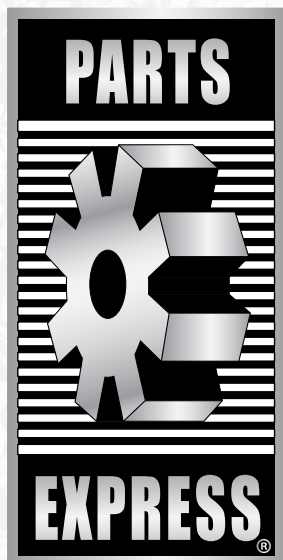
Bill Davidson, President of All States Ag Parts said about the acquisition, "The addition of Summit Supply and Contrax Equipment will further strengthen our ability to serve the ag and construction parts industries. Both companies will be closely associated with our existing H&R Construction Equipment Parts division. This acquisition will tremendously improve our opportunity to serve that segment of our customer base."

Summit Supply can be reached at 888-888-1249 or www.SummitRubberTracks.com

Contrax can be reached at 888-429-4250 or www.ContraxEquipment.com

All States Ag Parts can be reached at 877-530-4430 or www.TractorPartsASAP.com

**Parts Express carries new, high-end
aftermarket Skid Steer parts.**



Warehouse Locations: Sioux Falls • Sikeston • Leesburg • Goldsboro

Toll Free: 800-247-1237 • www.parts-exp.com

Need E-Commerce?

We Make It Simple!



Our inexpensive and easy-to-use platform lets you offer full-service e-commerce to your customers. And our built-in inventory management system simplifies the back end.

Get started today!



Sign up at
AddAShop.com



We build
your shop



Start fulfilling
orders

AddAShop.com is a product of Sandhills Global, the tech company behind Machinery Trader, Truck Paper, TractorHouse, Controller, AuctionTime, HiBid, OtherStock, and many other leading online brands.

You will receive a \$50 credit per room night with a maximum of 3 nights compliments of NTPDA.

(You will not be eligible for this rebate if you are not in our room block, use credit card points, use your Harrah's points or stay at a different hotel.)

\$50 room credit!

\$50 poker chip!

In addition, when you pick up your registration information you will receive a \$50 poker chip!

Go win some money and give back during our St. Jude auction on Saturday night!



St. Jude Children's Research Hospital

ALSAC • Danny Thomas, Founder

Finding cures. Saving children.

ORIGINAL and REPLACEMENT HYDRAULIC PUMPS and MOTORS for...



Vermeer - Caterpillar
J.I. Case - John Deere
Bobcat - Terex Euclid
Wabco - VME Clark
Ford New Holland
Galion - Prentice
Raygo - Dynapac
Grove - Champion
Komatsu Dresser
Timberjack - Hyster
Gradall - Bomag
JCB - Linkbelt
Pettibone - Koehring
Ingersoll Rand



... and many more!

4099 B.F. Goodrich Blvd.
Memphis, TN, 38118, USA



 (901) 794-4884

 sales@flinthyd.com

 <https://flinthyd.com>

Leaders Tractor & Combine Salvage

1144 Toledo Avenue
Dunlap, Iowa 51529

1-800-831-9290

Local (712) 643-2237

e-mail: leaders@iowatelecom.net

QUICK EXCHANGE OR REPAIR

In Stock – the really old and really new!



- Extensive Inventory
Injection Pumps, Nozzles, Turbos
- Experts to Answer Questions
- Authorized Bosch and
Denso Common Rail Service

**diesel
specialties inc.**

50+
Years of
Service

www.dieselspecialties.com Sioux City, IA (800) 475-4827

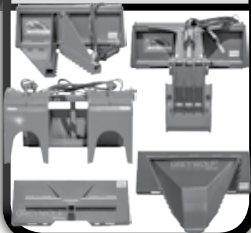
ADVERTISE IN YOUR BULLETIN!



**K&M
Manufacturing**

Leading Aftermarket Seat Manufacturer and Distributor
Nationwide in Agriculture, Construction & Turf Industries

**GreyWolf
Attachments**



**LED
Work Lights**



**Mirrors/Monitor
Brackets**



**Replacement
Aftermarket Seats**



Restoration Seats



**Call for your
FREE 2021 Catalog!**

or Request a Copy Online at:
<http://www.tractorseats.com/t-catalogrequest.aspx>

TRACTORSEATS.com

(800) 328-1752

sales@tractorseats.com

K & M Manufacturing Co. | Renville, MN 56284



Dear Friends,

Happy Fall! It is getting cooler, and the leaves are starting to change. At the Tractor Barn things are changing as well. We decided to clear some land off that had grown up to being a jungle. My Mother and I walked on it and got so lost that we wandered for about 2 hours and finally ended up climbing the fence and walking down the RR tracks. It was a funny day. My Mother is 88 and we didn't take a cell phone or any water. It was sort of like the blind leading the blind.



After that we decided to call the bulldozer and have them do some clearing. Well, as all of you know, there is no telling what you will find at a salvage yard when you start to clear it.

The machine operator said he had found something that he thought was too good to smash. He found a red International Harvester refrigerator. I looked it up and it was made in the 40s to 50s. I had never seen one before. Russ calls it a "diamond in the rough."

Made me think about both experiences. The grown-over land is like our lives. If we don't stay in check and keep the bad things out of our thoughts and our hearts they will grow up and take over. Before long we won't be able to find our way. So important to ask forgiveness and forgive others when you need to.

The refrigerator was found in the middle of a junk pile. Isn't that so like life? We look at something or someone and think it isn't worth anything and then when it is pulled out from a bad life or from a pile of junk there is someone or something of value.



Jesus loves us all! He sees the good in all of us. The closer we become to Him the more His light will shine in us. Look for the good in others and share the love of God. Our world is hurting and many can't find their way in the jungle. Who knows? You might find a diamond in the rough.

Blessings,
Greasy



*The soul is placed in the body like a
rough diamond, and must be polished,
or the luster of it will never appear.*

DANIEL DEFOE

Reubicon International Inc.

We always aim at "First Time Right"...



~ Specialize in Mahindra Tractor parts

~ All parts are Brand New OEM & aftermarket

~ Stock parts for Case IH

~ Quick shipping

~ Excellent customer service

~ Wide range of various tractor parts



www.reubicontractorparts.com

Reubicon International, Inc.
9701 Brown Lane, Unit 402 D
Austin, TX 78754

Call (512) 843-0130



**EST.
2005**



**AbileneMachine®
Wholesale**



Q-Power® Ag Tracks



**Q-Power® Ag Tracks Are Built to
Weather Even the Toughest Conditions**

"I have been impressed with the traction of the Q-Power tracks – the design of the tread pattern has improved soil clean out and after 1,000 hours of use we have seen very little tread wear."

MT765, 30" wide tracks • Jerry Ellefson, Flandreau, SD

**Ag Parts Built
to Last and
Shipped Fast**

(785) 655-6044

wholesale.abilenemachine.com

RELIANCE™

We Transform Your Engine.

The Right Parts For Your Success



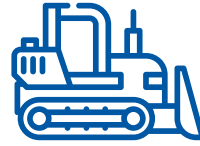
50,000+

Machine Engine
Parts in Stock



5,000+

Applications
Covered



50+

OEM's
Represented

Heavy-Duty Engines | Agricultural | Construction | Trucks

The Largest Selection of Aftermarket Engine Parts in the Industry.



SUCCESS PARTNER

- One shipment, one invoice - delivered in the most economical and timely manner.
- View and mask your wholesale dealer pricing with the MSRP or a custom markup while with a customer.
- Online account management through "My Account"
- Track packages, reference past online orders, view credit line information, and your specific tier level wholesale price.



BROADEST APPLICATION COVERAGE

- Access to over 50,000 engine parts for all makes and all models for agricultural, construction and truck applications.



QUALITY

- High-quality made to match OEM aftermarket parts backed by a limited parts warranty.



SERVICE

- Online configuration tool that matches the right parts to specific or equipment application.
- Our expert aftermarket parts representatives are here to help guide you through the heavy-duty engine repair and replacement parts options available.

**We look forward to supporting your business.
Shop Parts and Become a Dealer Today!**

800.342.2545 | www.reliancepowerparts.com



Spouse Program

Kansas City Gangster Tour

Kansas City is rich in history and if the era of gangsters and mobsters intrigues you -- hop on the Kansas City Gangster Tour's famed 'Bonnet Bus' where you'll witness gangster hangouts, their reported homes, known speakeasys, and even see the bullet holes from the infamous Union Station Massacre.

Boulevard Brewery Tour

The laid-back Boulevard Beer is handcrafted right in Kansas City. The great tour of the hometown hopper makes our top pick as Kansas City's best tour. Hit the brew tour to hear a brief spiel on Bully's history, head through the plant to see the beer-making in action, then head back to the tasting room for a good hour of free tastings of Boulevard's finest ales straight from the tap.

Lunch at Cascones

Kansas City was a favorite spot of the "old timers." The Gangster Tour puts you hot on the trail of this city's most notorious Goodfellas. Don't make us twist your arm. Grab your chopper, hop on the bus and you'll be immersed in a melodramatic look at mob homes and hangouts, turf wars and infamous crimes like the Union Station massacre.



Cook Tractor Parts – Site Visit

Road Trip! One of the fun and interesting things about a site visit is the ability to learn more about the recycling business. Board Member Richard Cook has cooked up (sorry, had to) a great event at his yard in Clinton, Missouri.

We'll board a bus for the less than 90-minute ride and head to his place to check out both his combine and tractor yard. We'll get a tour of the warehouse, get an idea of what they do and how they do it and be able to ask questions. Then it's lunch on site and our bus trip back to the hotel.

This all takes place on Friday the 21st of January and there is a place on the registration sheet to indicate if you'll be joining us.

Thank you, Richard and Crew, for this opportunity!





Tractor-Part.com

Your Partner for Software Services & Support

- **Inventory & Business Management Software** - Scalable For Your Needs
- **Parts Hotline** - For Locating & Selling Parts
- **Tractor-Part.com** - List Your Inventory For Increased Sales
- **Website Development & Tools** - Turn Website Visits Into Sales
- **eSeller** - eBay Integration & Synchronization



CONTACT US FOR A FREE CONSULTATION

800-866-0466

www.alliedinfo.net sales@alliedinfo.net



WE'VE JOINED TOGETHER TO SUPPLY TRACTOR &
COMBINE PARTS FOR ALL OF CANADA'S FARMERS



FAWCETT

TRACTOR SUPPLY LTD.
An All States Ag Parts Company



An All States Ag Parts Company



2126 ROAD 120. ST. MARY, ONTARIO
1-800-372-7149

CALL US TOLL FREE FOR
ALL OF YOUR AG PARTS NEEDS

SASKATCHEWAN
SK-16, ELSTOW, SK S0K 1M0
1-800-667-4515

JOIN US ON SOCIAL MEDIA



MANITOBA
HWY. 1 & SAND HILL RD (119), ALEXANDER, MB R0K 0A0
1-866-814-3800

TRACTOR PARTS • COMBINE PARTS • SKID STEER PARTS • HAY EQUIPMENT PARTS



We Supply Success

Offering over 50,000 agricultural parts from our strategically located distribution centers across the Country, SMA is positioned to deliver exactly what you need, when you need it, directly to your parts counter. The SMA Way—a focus on service, responsiveness, professionalism, and fair dealing—has been the bedrock for our family-owned business for 57 years. We are committed to continuously improving for what matters most—our customers.



www.smalink.com

800-643-0091

PO Box 2247 • Jonesboro, AR 72402

AGsmart



TISCO

ICEBURN



PICKSMART

TRUPOWER

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 - parts@sewlparts.com



Hwy 3, PO Box 136
Wolf Lake, IL 62998



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**



www.centralfuelinjectionservice.com
service@centralfuel.com

Central Fuel Injection Service Co.
The Schroeter Diesel Technology Museum

Facebook:
Central Fuel Injection Service Co.

THANK YOU ADVERTISERS!

A&I ProductsPage 6
Abilene Machine.....Page 26
Allied Information Networks, Inc.Page 29
Area Diesel Services, Inc.....Page 8
ASAPPage 4
Central Fuel Injection Service Co.....Page 31
Diesel SpecialtiesPage 24
FastlinePage 17
Fawcett Tractor/Combine World.....Page 29
Flint HydraulicsPage 23
Gratton Coulee Agri Parts LtdPage 32
KaddatzPage 8
K&M ManufacturingPage 24

LeadersPage 24
Maxiforce.....Page 16
Parts Express.....Page 21
Plastics Unlimited, Inc.....Page 3
Reliance.....Page 27
ReubiconPage 26
Russells TractorPage 8
Schaefer EnterprisesPage 31
Steiner Tractor.....Page 18
SMA/TISCO.....Page 30
Tractor House/Online AuctionsPage 21
WengersPage 4



NTPDA

P.O. Box 1181
Gainesville, TX 76241

PRESRT. STD.
U.S. POSTAGE
PAID
Sherman, TX
75090
Permit No. 125

RETURN SERVICE REQUESTED



**GRATTON
COULEE**

Agri Parts Ltd.

Your Farm Parts Headquarters

E-mail: 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

We buy late model tractor and combine units for salvage

**Exceptional Quality & Experience
For Over 30 Years**

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 ◀

