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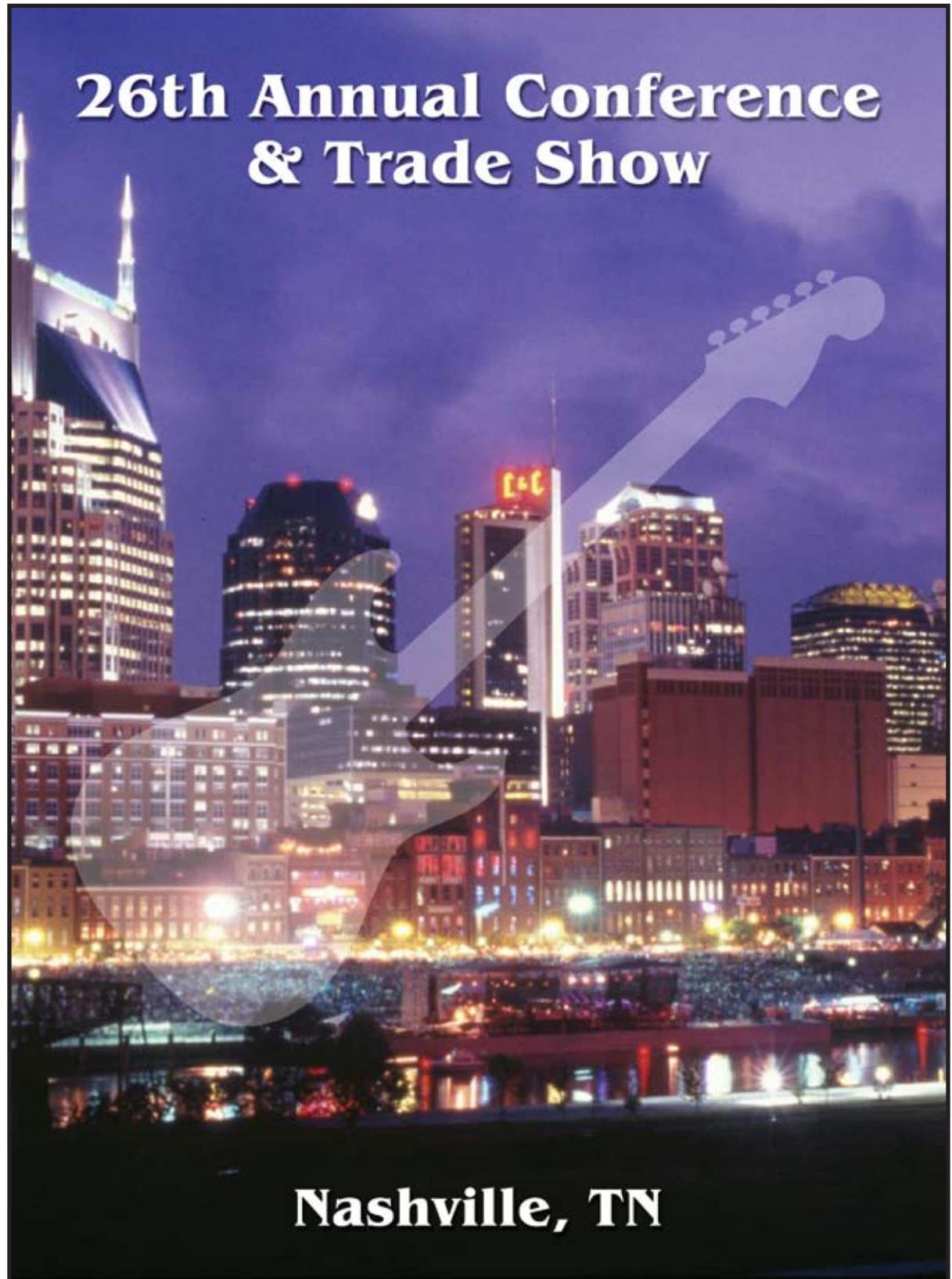
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From the President's Pen . . .



Greetings to the Family of NTPDA:

I am doing the one thing that is very hard for me despite what some think. Writing is a lot harder than talking..but here goes. First, I would like to thank all of you for the support shown to the new board that was elected at Nashville. I feel the board is very well rounded and we should have a lot of good board meetings.

I would like to thank all the people that ran for the board this year and years past.

Even though you may not get to serve on the board this time please keep trying because you are valued members of a great association. I would also like to thank the board members who have finished their term. Your willingness to serve and your hard work is appreciated by all.

I have been quite busy with the farm show season as show manager for Worthington Ag Parts. I get to see many different areas of the country and get to meet lots of new people. This year we have been very consistent with weather, SNOW, SNOW and more SNOW. I am ready for spring and have not heard anyone complain about the snow beginning to melt.

I feel the NTPDA is changing, some due to the financial picture in the US, but we are a strong organization and have good people in place to assure that we will stay around for years to come. The fund is continuing to recover and we will keep close watch on it with the help of the trustees. I would like to thank them for their work during a difficult year they have just gone through.

As we see the changes in the office take place, I am confident Kim and Phyllis will continue to work well together and have a great year.

At Louisville we had a good turn out for the meal, even though SNOW prevented Phyllis from getting in to the show. Thanks to all the people that came to have some fellowship and good food.

I hope that if any members or associate member have questions or comments, please feel free to contact Kim or myself at any time.

Wishing you all a HAPPY SPRING!!!!!!

—Carl



*Carl Vande Weerd
President*

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BULLETIN

PHYLLIS COX, Editor

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

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Message from Phyllis

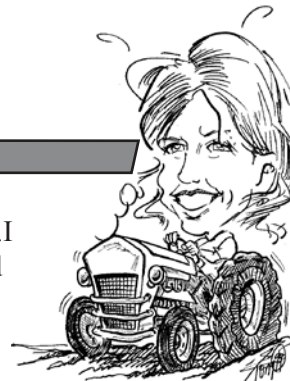
2010...hard to believe. As I like to say each year..."Time flies when you're having fun!" Actually, this is a great job and I get to work with some amazing people. Kim and I have had some restructuring in the office and the transition has gone very smooth. I want to take this opportunity to thank her for all she does and for being so easy to work with. We make a great team and I hope we continue to meet YOUR association needs. If any of you need anything please give us a call.

The year really flew by. It seems we finish with one trade show and before we know it it's time for another one. And in the course of that year there is a lot of planning that takes place. We also have the Farm Show in Louisville (which I missed this year due to SNOW in Texas) and then before we know it it's time for the Summer Board Meeting. This year because of budget constraints we will be having a very short board meeting in Kansas City. The board enjoys face to face meetings twice a year and we also have two conference call board meetings each year.

Speaking of the board...I want to thank all of the board members for what they do for the Association. Their support and dedication is greatly appreciated. And as Carl noted in his President's Pen...a big thank you to the board members that recently went off the board. We also appreciate all you have done for the Association.

I hope you enjoy a recap of our Nashville trade show. I think everyone had a great time and had several opportunities for socializing, networking and doing some business with your fellow members. You'll also find information regarding our upcoming trade show in Orlando. I think several of you are planning to bring your families maybe a few days before or a few days after the trade show. We have provided you information to make that happen. If you have any questions please call Kim in the NTPDA office at 877.668.0900 or call me on my cell at 940.783.3118.

Again...thanks for your continued support of YOUR association and if we can do anything for you please let us know.



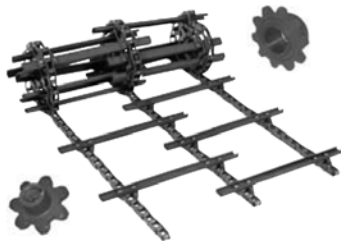
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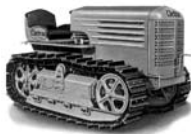
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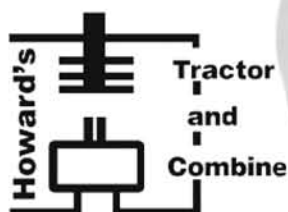
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DID YOU KNOW?

By Kim Carroll



With the start of the New Year, even a new decade, comes to me the opportunity of new responsibilities and challenges. As the Operations Manager of NTPDA, I want to remind you each quarter of different benefits that YOUR Association offers. Are you utilizing the benefits to your

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In this day and age everyone is looking to save money, and we can get busy and tend to forget what is available to us. YOUR Association benefits such as the OfficeMax discount program is what I will remind you about each quarter here in the *Bulletin*. A full listing of benefits is mailed each year with your membership invoice. It is also available on our website at www.ntpda.com for you to review at any time. If there is a benefit that you want us to check into and you think would benefit several members in the Association, send me the suggestion. I will do some research and go from there. 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!

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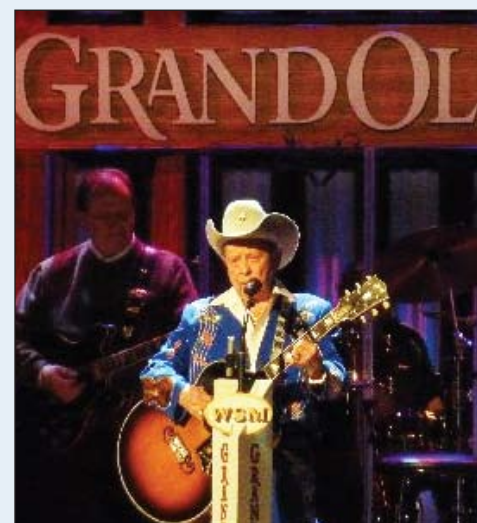
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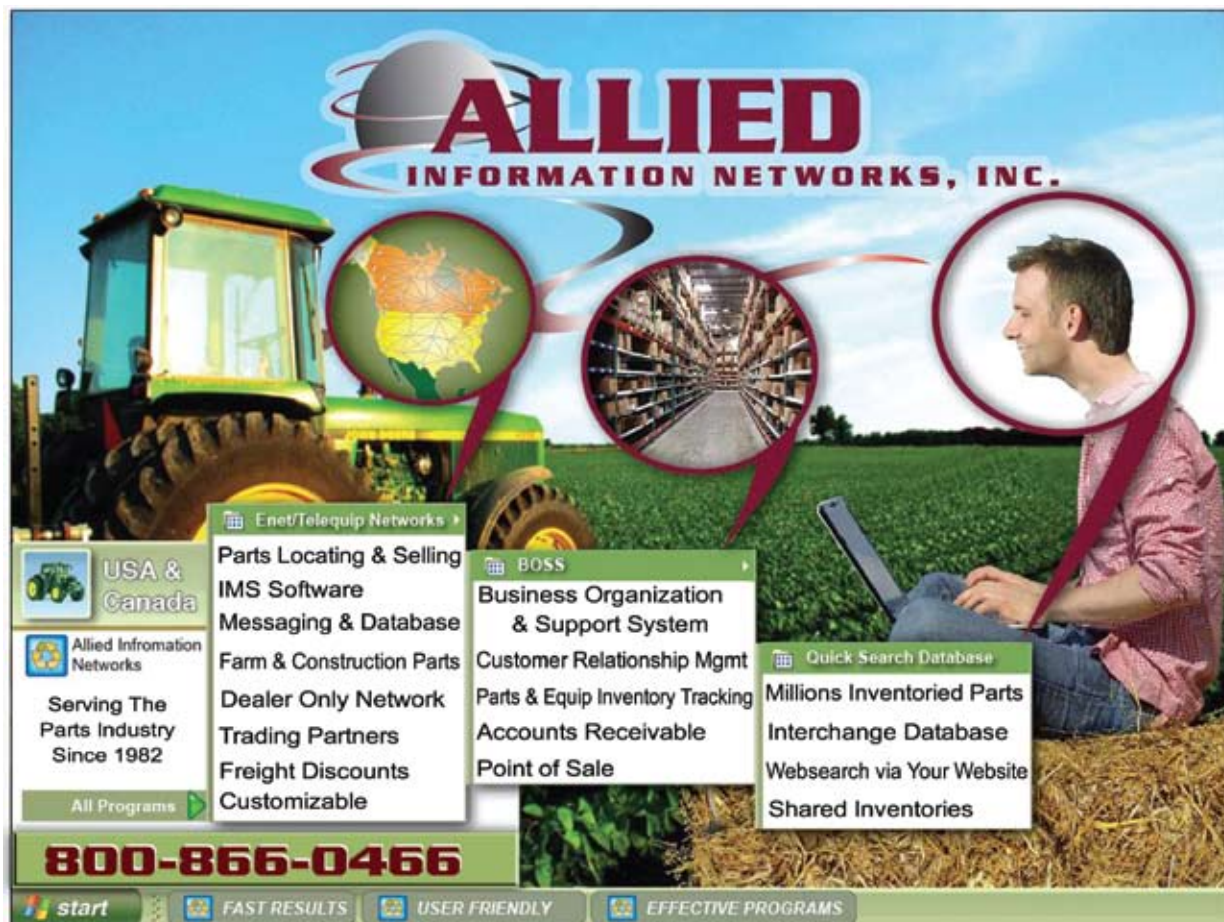
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Greetings from

Greasy Girl

By Terri Stevens

Dear Friends:

It is spring! Yippee! I am so glad! I don't know about you but it has been a long cold winter in Missouri. We didn't get a lot of snow just a lot of cold. Everyone is so excited about mowing the yard, the hay fields, the anything...just to get outside. I am one of those who cannot wait.

I have been teaching on relationships at church. Last week I thought we touched on something that is worth sharing. It is the word Forgiveness. Do you realize that in every relationship including your relationship with God we all need to be forgiven and give forgiveness. It is the key!!

I have a funny story to tell on myself. My husband Russ (some of you know him and know this is true)—well, he loses everything. It is a joke between us. He spends half of his life looking for whatever he has lost at the time. Yesterday we had a pretty day and we were

cleaning out the winter filth from our garage. We even had so much stuff that we had a trailer to haul it off to the salvage yard. Can anyone relate? Well I told him I would go with him so I jumped in the truck and as we were driving off I realized I didn't have my purse and

didn't even know where it was. He said no big deal he had the keys to get into the Tractor Barn so I didn't really need it. Well by the time we got home I was a little concerned that I had lost my purse and we both made a search of our garage and home. So it seems that the very thing that bugs me so bad about him.....I now have done. That is when forgiveness enters into the relationship.



Not one time did he say "I cannot believe that you have lost your purse!" He even helped me look for it. I tell that story to say that I have a forgiving husband and I am thankful for that.

As we celebrate Easter and remember what the Lord did for us let's try and remember to be a little more forgiving. Our world would be a different place if we all would forgive more and realize that none of us are without sin.

Happy Springtime,
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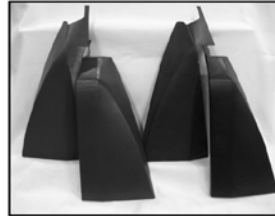
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NTPDA/I-NEDA program:

Min. monthly fee: **NONE***

Annual fee: **NONE**

Statement fee: **NONE****

Setup fee (non-internet): **NONE**

PCI compliance fee: **NONE**

Elec. deposit time: **24-48 hrs.**

Online reporting tool: **YES*****

Terminal lease fee: see purchase info below

Processing fee: **Cost + pricing**

(contact NTPDA for rates)

* no activity during the statement cycle, no fee

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*** Clientline (for info at your fingertips, visit the
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You may already have satisfactory processing equipment that is compatible with the processing network. If so, it can be reprogrammed. If not, equipment is available at reasonable rates.

To enroll, call Kim at the NTPDA office for an application packet.



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10 Ways to Reduce Supply Chain Costs

Companies are under pressure to design and execute an efficient, productive, predictable supply chain, working in a business environment that is creating unprecedented challenges. Shippers often ask us how they can save money. Most frequently this comes as a request for a lower price on shipping, but as we talk with shippers, we often find that simply lowering the transportation price is not always the best way to lower overall costs. In fact, by understanding how they use transportation and work with service providers, most companies can lower their costs beyond what they could by simply finding a lower price. What follows are the ten ways we have seen companies reduce their supply chain costs beyond a lower price for shipping:

- 1. Check with Your Association.** NTPDA has partnered with YRC to bring you shipping benefits that leverage the full scale of the association, passing savings along to you. It comes as a benefit of your paid enrollment, and usually saves thousands of dollars per year on shipping. Enroll in the YRC shipping program at www.enrollhere.net to take advantage of your discount.
- 2. Properly Complete the Bill of Lading.** The bill of lading (BOL) states exactly what is being shipped, where it's coming from, and where it's going. It is important to accurately complete the BOL to insure your shipment is not delayed or acquire extra charges. One of the important fields on a BOL is freight class. Freight classes are rough estimates of a product's density and value. In general terms, the more dense a product, the more favorable the transportation rate. Likewise, the lower a product's liability, the less a provider will charge you to move it. Accurately noting the shipment's class and release value on the bill of lading ensure that you are paying the lowest rate possible for your transportation. Class a shipment too high and you'll pay unnecessarily for product density less than what yours actually is. Class it too low, and the shipment may be subject to an inspection charge to correct the mistake. If you have any questions, contact YRC customer service to verify that you are classing your shipments correctly.
- 3. Time is Money...**so pay the attention to your shipping that will eliminate delays. Label your shipments properly, so that the consignee (destination and recipient) is unmistakable and impossible to miss, regardless of the angle from which a dockworker is looking at your shipment. On international or cross-border shipments, make sure that the appropriate paperwork has been completed and is moving with the shipment. If you have questions on how to prepare a shipment, YRC is more than willing to help.
- 4. ...And Money is Time.** If a shipment doesn't need to arrive the next day, don't ship it overnight. In other words, communicate with the receiver of the shipment to understand exactly when it needs to be there, and ship based on that schedule. While you may hear, "I've got to have it", your customer may mean, "I've got to have it, no later than Monday after next." Knowing the urgency will help you save costs from unnecessarily over-delivering on a promise.
- 5. Make the Carrier Your Customer Service Agent.** Using my.yrc.com, you can establish automatic email notifications for both you and your customers when shipments pass major status

events, keeping everyone associated with a transaction up to date on its fulfillment. Some services also have a proactive notification capability. The carrier will monitor your shipment's status and inform you when a possibility arises that it might not arrive on time. Finally, most carriers have an arrival notification service. It's not likely free, but it will be less expensive than a redelivery charge for a consignee that wasn't present to receive their shipment on the first delivery attempt. Use YRC's free my.yrc.com and 800-610-6500 services. Available 24 hours a day, these services save you time and give you complete visibility of your shipments.

- 6. Package Products Properly to Avoid Damage.** While damage happens from time-to-time, you dramatically reduce the likelihood that it will happen when you ensure the shipment is packaged, stacked and seated on the pallet properly. Damage from poorly packaged or stacked product is preventable, and eliminating it reduces delays in fulfillment, claims costs and administrative costs, and improves customer satisfaction.
- 7. Carpooling for Shipments.** Often, your shipment will not need the space of a full trailer. Shipping less-than-truckload lets you share space with other merchandise moving to the same destination in order to reduce the cost for each shipment that rides. Even if you need your shipment to be separated from other products, innovative solutions such as YRC Sealed Divider™ allow your shipment to travel behind a secured bulkhead within a trailer, so that you still only pay for the space you use.
- 8. Understand Your True Supply Costs.** If your supplier adds freight costs to your orders, you can request that they bill you collect so that your discount applies to the shipments. It's not uncommon for suppliers to up-charge their shipping costs to increase their margins on customer orders. Have the supplier run a quote without shipping costs and comparison shop using your available discount to see if you'll benefit from this method.
- 9. Don't Forget about Accessorials.** Accessorials are services provided to you in addition to the linehaul transportation. These include lift gate trailers, residential delivery, limited access delivery, shipment notification, HAZMAT, and COD. You can save time and money by choosing the needed accessorials for your shipments. For example, if you're shipping to a location without a dock, make sure that a lift gate trailer is requested. If the request is not made, redelivery fees will apply and the delivery of the shipment will be delayed.
- 10. Consider Consolidation.** If you ship many parcel-sized shipments to the same destination, consider whether you could combine them into a single less-than-truckload shipment to save on multiple parcel shipping charges. If your service requirements to your customers allow for it, overall cost will generally go down.

These ten ways have helped many companies reduce their supply chain costs beyond just a lower price for shipping. Now that you've seen how to use transportation efficiently and work with service providers, you can start lowering your costs with YRC. For more information, please call 800.647.3061.

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JD Headlamp Assembly (Black)

S.61787 6 Volt
S.67761 12 Volt



Case Headlamp Assembly (Red) Original Style

S.61872 6 Volt
S.67762 12 Volt

Replaces: 53522DA, 142309, 53527D, 350478R1, 5939960
Fits: IH: Cub, Cub LoBoy, A, Super A, B, C, Super C, H, M, Super M



Ford Headlamp Assembly Side Mount

S.66731 - RH
Replaces: 957E13002

S.66732 - LH
Replaces: 957E13003

Fits: Dexta, Fordson Major, Fordson Power Major



MF Worklight Kit (6") Chrome Ring Assembly Required

S.43377 6 Volt
S.43378 12 Volt

Replaces: 1750692M91
Fits: TE20, TEA20, TO20, TO30, (TO35 -> SN 161249 (TO35 SN 161250->), F40, MH50, MF50, MF65, MF85)



MF Headlight Kit (6") Primer Assembly Required

S.43370 - LH - 6 Volt
S.22342 - RH - 6 Volt
S.43371 - LH - 12 Volt
S.22343 - RH - 12 Volt

Replaces: 231495M91, 190740M91, 190741M91
Fits: TE20, TEA20, TO20, TO30, TO35



Allis Chalmers Headlamp Assembly

S.67873 6 Volt

Replaces: 70236969
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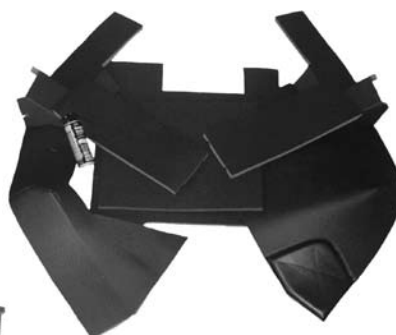
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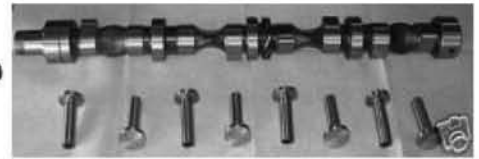
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The Jugg Sisters and the Nash Trash Tour turned out to be more than we expected – for everyone involved (right, Glen & Russ??) We were having a great time and laughing like crazy. Then we see a film crew on the corner and it turns out to be the Judd's....Wynona and her mom, Naomi. We were thrilled to have Wy join us on the bus and hang out for a while. She was great and it made our day! I think that's one of the best tours we've had and I was actually able to go on the tour! Thanks to everyone who joined us....it was a fun time for everyone!



Thanks Mike, Deb & Matt!



Thanks Mike, Deb and Matt for joining us in Nashville. We couldn't do it without you. Hope you're making plans for Orlando!



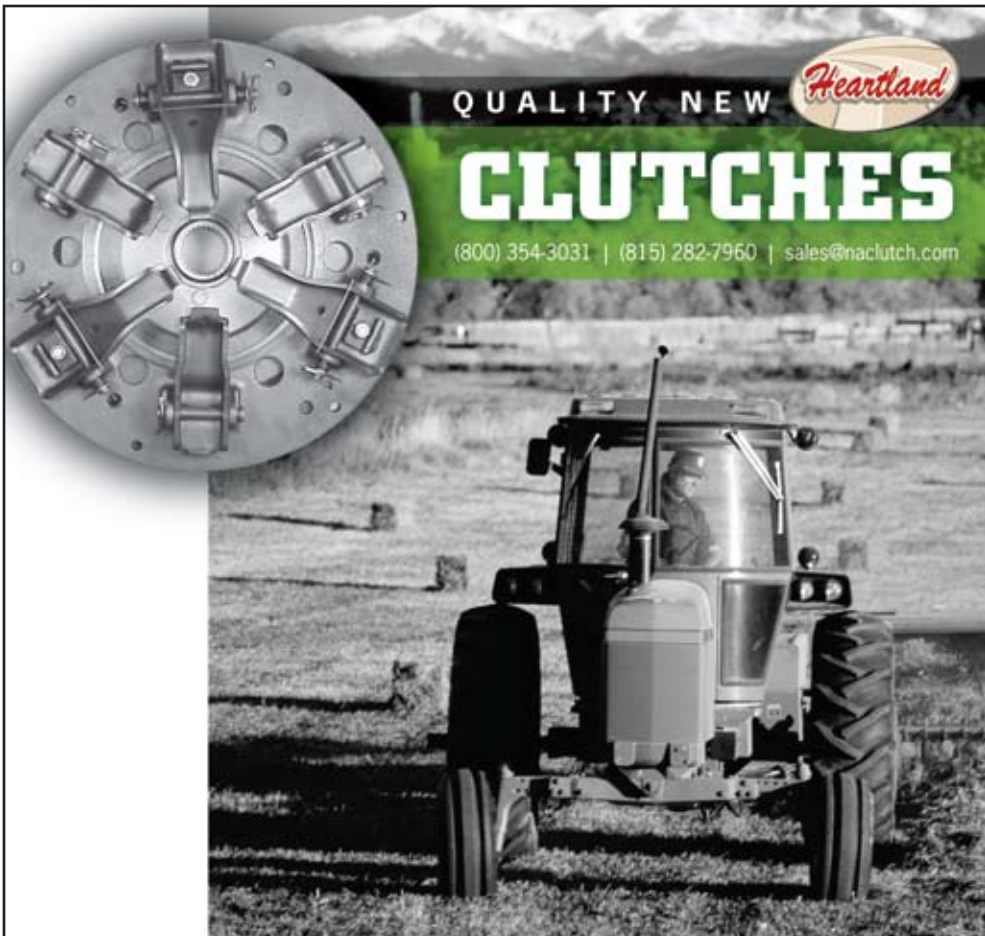
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