



BULLETIN

NATIONAL TRACTOR PARTS DEALER ASSOCIATION

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

FALL 2019

VOL. 29, NO. 3



**Join us for our
36th Annual Conference and Trade Show
FUN IN THE SUN
in beautiful Maricopa, Arizona!**





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INSIDE

	Page
President's Pen	3
Message From Phyllis	4
Expense or Investment?	6
<i>Michael P. Libbie</i>	
Summer Mixer	7-9
Program at a Glance.....	10
Airplane Mode.....	11
<i>Steph Simpson</i>	
2020 Conference & Trade Show	12
How to Achieve the Impossible.....	12
<i>Billy Riggs</i>	
Spouse Program	13
Bowling	13
Current State of Freight.....	14
<i>DLS Worldwide</i>	
Confronting the Chaos of State Taxes.....	16
<i>George Isaacson</i>	
Real ID	17
Greasy Girl.....	23
<i>Terri Stevens</i>	
Thank You Advertisers.....	27



BULLETIN

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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.

From the President's Pen . . .



Hello everyone!

Harvest is upon us!! From my days on the farm, I love this time of year. Bringing in the harvest is like the reward for all of the work for the year. And it is the same for us in salvage; as the activities in the fields ramp up, so do our phone calls and hopefully our sales numbers! It looks like it will be a late fall and possibly wet, muddy conditions and that might mean more phone calls than usual. Hopefully you have a safe and productive fall season!

Thank you to those of you who joined us in Sioux Falls for the Summer Mixer. The site tours were the highlight of the weekend for me, I love to be able to see firsthand how others are doing things. Thank you to Abilene Machine and All States Ag Parts for your hospitality. I would also like to thank all of the employees of Iowa Cutter Supply and Rock Valley Tractor for their extra work to make the stores look good! I've heard a lot of positive feedback on this event and I look forward to doing more like this in the coming years.

We are only a couple months away from the Annual Conference and Trade Show. This year we are going to

Maricopa, Arizona to the Ak-Chin Casino. We are changing a few things up this year again, starting with golf on Thursday. Come early and enjoy some time in the warm weather on a great golf course. Friday will be filled with team building, informative seminars and time to talk shop with your peers over great food and drink. Don't forget to bring something for the St. Jude Auction taking place after dinner on Saturday. St. Jude is really a fantastic place and I love that we, as a group, have supported them. A tour of their facility will really change your perspective of how there is far more to life.



Scott Schelling

I look forward to seeing you all there!!

Scott

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Message from Phyllis



Happy Fall Y'all - at least that's what we say in Texas. Even though fall is still summer here! Our idea of a cold front is 70 degrees!!! But...it's that time of year...cooler weather, holidays and sharing it with our family and friends.

In the NTPDA office it's that time of year for Kim & me... putting the finishing touches on our Annual Conference and Trade Show. This issue of the Bulletin will introduce you to what we have planned for you in Arizona. We have tried to add some new experiences for you. We'll start that on Friday morning with our motivational speaker and magician Mr. Billy Riggs. And on Friday afternoon we'll do some bowling with your fellow NTPDA members. Just another way to get to know each other and network. Check out this issue to see what else we have in store for you!

In this issue we're also highlighting our Summer Mixer/ Board Meeting held in Sioux Falls, SD. It was a huge success! We planned site visits to some of our member

locations and it was well received by all. A huge thank you to Abilene Machine, Salem Tractor Parts and Rock Valley Tractor Parts for the tours and meals! We all had a great time. We're working on another Summer Mixer along those lines next July so watch for more information headed your way.

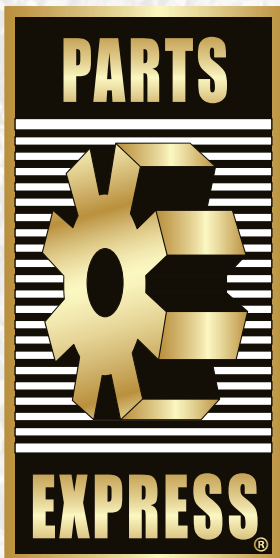
Thank you for your continued support of the NTPDA...we appreciate all of you!

Phyllis

In Memory

NTPDA offers their condolences to the family of Randy Anderson, Anderson Tractor Supply, Inc. in Bluffton, OH. Randy passed away in August. We send our thoughts and prayers to his friends and family.

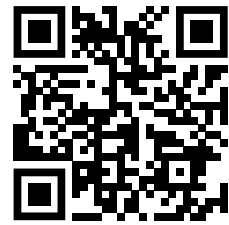
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Expense or Investment? by Michael Libbie

As a person who has spent much of my professional career encouraging others to join...something...this is an important question.

Years ago, as the president of the Iowa Junior Chamber and then Chaplain of the United States Junior Chamber, my job was to lead people to make the choice to join the Jaycees. Thousands did and I believe their lives were positively altered by that decision. In fact, I know that to be true...people still comment on their experiences. It was truly an investment in their community and their careers.

As the CEO of Iowa's largest long term care facility with 600+ residents and 400 employees, I was responsible for encouraging people to donate hundreds of thousands of dollars to our Care Trust Fund so we might be able to care for those who came to us in need. It was an investment in improving the quality of life for hundreds of people.



As the president and then Executive Director of a small chamber of commerce it was my responsibility to encourage businesses to part with a small portion of their revenue so we could build a better business community. They joined because they knew it was an investment in something greater than they.

And so it is with the National Tractor Parts Dealer Association. If we look at our membership and our participation as an investment rather than an expense we and our businesses are destined to grow.

The message in joining and belonging is always the same: If you invest your time and money into something that matters and if you are truly engaged growth will come.

It's always an investment.

Michael P. Libbie is the owner of Insight Advertising, Marketing & Communications and does the only daily business news broadcast, Insight on Business the News Hour, in the Midwest. Michael@InsightCubed.com.

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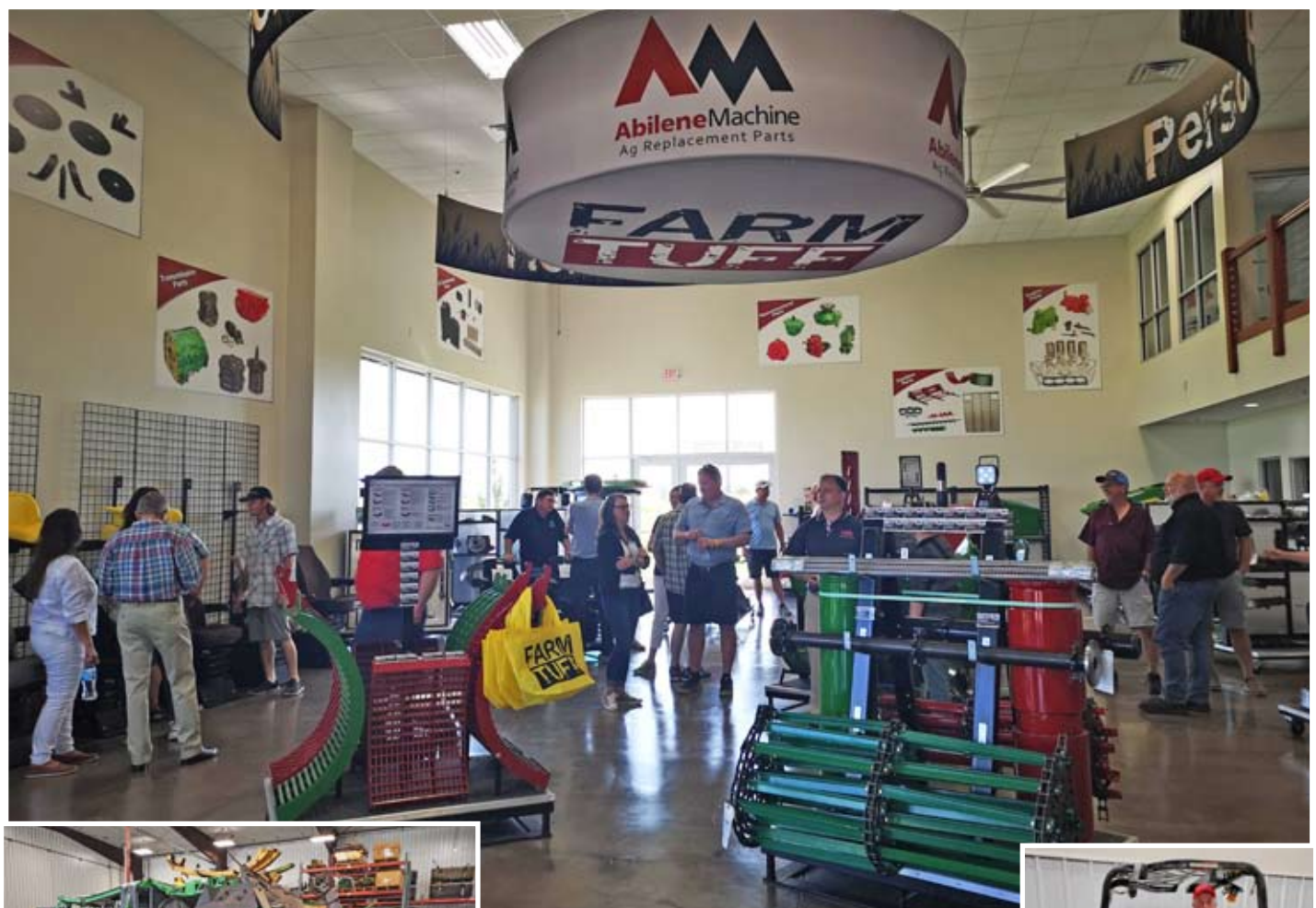


Summer Mixer 2019



Summer Mixer 2019





Summer Mixer 2019



Who: All Golfers

What: Best Shot Tournament

When: Thursday, January 16, 2020 - 11:00 a.m.

Where: Ak Chin Southern Dunes - Maricopa

If you're interested in playing golf and haven't already notified me please do so!

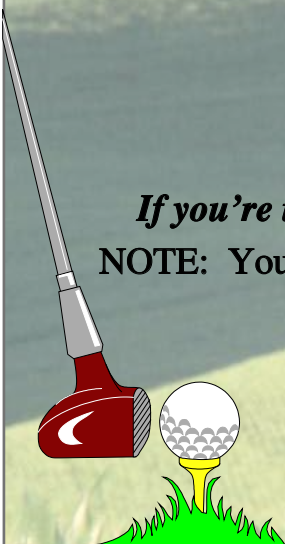
NOTE: You will probably want to arrive Wednesday night so please let Phyllis or Kim know to ensure we have enough rooms!

SWAG BAGS for all golfers - want to sponsor?

See you for FUN in the SUN - beautiful Arizona!!!

Cost: 89.00

Club Rental: \$45



Program At A Glance

NATIONAL TRACTOR PARTS DEALER ASSOCIATION

36th ANNUAL CONFERENCE & TRADE SHOW

Harrah's/Ak-Chin Casino

January 16-19, 2020

Thursday, January 16, 2020

2:00 p.m. – 5 p.m. Displayers – early set-up – B-1 & 2
 6:15 p.m. “Early Arrival Party” – Agave’s Patio – Pool side – Harrah’s
 2:00 p.m. – 5 p.m. Early Registration – M-3

Friday, January 17, 2020

7:00 a.m. Displayers continue set-up. Must be completed by 3 p.m. – B-1 & 2
 8:00 a.m. – 12 Noon Registration – M-3
 8:00 a.m. Continental Breakfast – B-3 & 4
 9:00 a.m. – 10:15 a.m. Billy Riggs – “How to Achieve the Impossible” – Trade Show Area
 10:15 a.m. – 10:30 a.m. Break
 10:30 a.m. – 2:30 p.m. Spouse Program – Queen Creek Olive Mill – Lunch & Tour – Meet in lobby
 10:30 a.m. – 11:15 George Isaacson – “Confronting the Chaos of State Taxes” – B-5 & 6
 11:15 a.m. – 12:00 p.m. Steven Haas & - “Current State of Freight” – B-5 & 6
 12:00 p.m. – 1:30 p.m. Working Lunch with Q&A - Mr. Isaacson – Lunch Provided – B-3 & 4
 1:00 p.m. – 5:00 p.m. Registration – M-3
 2:00 p.m. – 4:00 p.m. Let’s Go Bowling – More details to follow!
 5:00 p.m. – 6:00 p.m. “Welcome to Harrah’s” – Reception/Trade Show Opens/Trade Show Area
 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.)
 7:00 p.m. – 8 p.m. Reception Continues

Saturday, January 18, 2020

8:00 a.m. – 9:00 a.m. Networking – “Coffee & Conversation” – Spend some time one on one with your NTPDA friends and colleagues. Trade Show Area - Breakfast Served
 9:00 a.m. – 11:00 a.m. Registration – M-3
 9:00 a.m. Trade Show Opens
 10:00 a.m. – Noon NTPDA Marketplace II
 12 Noon General Session/Election of Officers – Trade Show Area – All members please attend. Followed by Lunch.
 1:00 p.m. More Tradeshow Time
 2:00 p.m. Displayer’s Meeting – Board Members please attend
 2:30 p.m. Drawings for Door Prizes
 3:00 p.m. Trade Show Closes
 3:30 p.m. NTPDA Board of Directors Meeting –M-1 & 2
 6:30 p.m. Cocktails/Dinner – B-1, 2, 3 & 4
 Live Auction – St. Jude Children’s Hospital

Sunday January 19, 2020

All Day Departures
Please use your Sunday breakfast voucher - The Buffet
 Have a safe trip home! See you next year!

What Could Happen . . .

If You Don't Put Your Phone on Airplane Mode During Flights

By Steph Simpson

Unlike these 13 things airlines won't tell you (but every flier should know), your flight attendants will let you know loud and clear when you can and can't use your phone. Every airline's rules are different and constantly changing but, it's likely that at some point, someone on your flight will ask you to put your phone on airplane mode.

What is airplane mode?

Airplane mode (sometimes called "flight mode") temporarily suspends signals and WiFi, even as the rest of the device remains fully functional. So you won't be able to send or receive text messages or calls, but you can view messages that are already downloaded and access other stored information, such as your contacts, notes, games, music, and your downloaded list on your Netflix app.

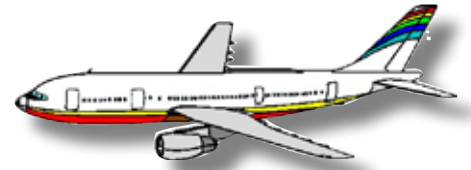
An added bonus? Switching to airplane mode will save battery power on your device. One of the biggest drains on your cell phone is the process of receiving and sending wireless signals. So switching to your phone's airplane mode the next time you're getting ready for takeoff is a very wise move. After all, if you're on a long flight, having a few extra minutes to spend reading or playing games on your phone could be a welcome advantage. Find out the reason airplanes dim the lights before takeoff, too.

Why is it important to turn it on before takeoff?

One of the most commonly cited reasons by airlines for the strict rule is to keep plane communications uninhibited. Our cell phones are constantly sending and receiving signals in the form of radio waves. Even when you aren't actively connecting to the Internet, or placing a phone call, your cell is looking for the nearest towers and trying to find the strongest WiFi connection. All that radio activity can minorly affect the plane's navigational and communication systems. While your phones aren't going to make the plane spontaneously stop working, or cause a crash landing, it can make the pilots' jobs a lot harder. Particularly during takeoff and landing—exactly when your pilots need to concentrate most—congestion of communication across radio waves can make it hard or even impossible for your pilots to communicate with the towers on the ground—and that's pretty important for a safe flight!

Despite airlines still citing this reason for their electronics policies, the Federal Aviation Administration made a press release stating that they would approve airlines allowing full use of cell phones during any and all phases of flight. So if it isn't for safety reasons, why do some airlines still have the policy?

David Young, Aviation Customer Service Consultant at Ideagen, has an idea of why flight



attendants are really asking you to power down during takeoff. "Mobile phones are distracting," Young says. "They draw people away from paying attention to safety procedures during briefings, and the perception that you are using your phone can cause unnecessary alarm or create tensions between fellow travelers—I've witnessed it."

This reason seems particularly likely given that more and more airlines are moving toward allowing the use of mobile phones during flights. Most airlines already accept limited use of mobile phones during ground phases, and others have WiFi access during the entirety of the flight. Regardless of why the airline is asking you to make the switch to airplane mode, the smart thing to do is to follow each airline's guidelines in regards to using airplane mode or leaving your phone on as usual.

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MARK YOUR CALENDAR

2020 Conference and Trade Show

Harrah's Ak Chin January 16-19, 2020 Maricopa, AZ

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Keynote Speaker Billy Riggs will present:

How to Achieve the Impossible

Billy Riggs has been called "The Dr. Phil of Magic," and "a psychologist masquerading as a comedian and magician." He was voted one of America's Top Five Most Entertaining Speakers in a 2014 nationwide poll of conference attendees. As a highly skilled orator Billy moves audiences to action with his message of hope and inspiration. Add in his talent as a master magician, illusionist, and spellbinding entertainer, and he delivers a presentation that audiences will remember long after the event ends.

Billy's presentations change lives, improve attitudes, turbocharge sales, and inspire exceptional service. Through television, radio, books, videos, and live keynote speeches Billy continues to spread his message and



currently more than a million people on five continents have benefited from his work. Billy starred in his own television special, "The Magic of Attitude."

Awarded the prestigious CSP designation in 2002, Billy's skill as a professional speaker has been perfected over nearly 4 decades.

Audiences find themselves so stirred by his sincerity and power on the platform that he caught the eye of the promoters of the prestigious Million Dollar Round Table and he was invited to present as a featured keynoter for their conference this year.

When Billy Riggs appears, things on stage disappear, time flies, and no one leaves the room! Using Las Vegas-quality magic and illusions to drive home his points, Billy's presentations have transformed hundreds of otherwise ordinary conferences into events that are truly special. His quick wit and quicker hands spread laughter and raise morale as listeners learn to reshape their destinies by eliminating their "Grand Illusions" and embracing even grander realities.

Demolishing the false beliefs that prevent managers from producing spectacular results!

"Impossible usually means no one has thought creatively enough, believed passionately enough, or worked diligently enough to achieve a goal." –

Current State of Freight



Steven P. Haas

In alignment with our “Fun in the Sun” theme, the folks from **DLS Worldwide** will be providing an insightful industry update along with some wacky prizes & give-aways...

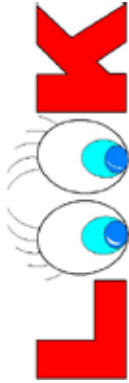
Bryan Bartz and Steven Haas will share the “Current State of Freight”, outline industry trends and realities and share insights and strategies that will help you optimize your overall freight spend.

Participants will also learn:

- Where and How Carriers are Making their Money
- How to protect themselves from unnecessary up-charges
- How they can enroll in the NTPDA freight program new Small Parcel program

When it’s all said and done you’ll have a better understanding of the carrier climate and learn how other dismantlers and recyclers have turned their own freight into a profit center.

DLS will also share a handful of war stories about some of the strangest freight they have ever moved and will be sharing some fun and interesting give-aways with at least a dozen lucky participants.



Who: Spouse Program

What: Tour & Lunch to Queen Creek Olive Mill

When: Friday, January 17 - Meet in hotel lobby at 10:00 a.m.

Where: Queen Creek, AZ - just a conversation away!



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SPOUSE PROGRAM

The Spouse Program this year will be a tour of **QUEEN CREEK OLIVE MILL** in Queen Creek, Arizona. Below is an article from their website.

What is a Tapenade and 7 Ways to Use It!

Tapenade is a staple in our family kitchen. So, we wanted to share some of our favorite ways to use it with the rest of our Queen Creek Olive Mill family!

What exactly is a tapenade?

Tapenade is an incredibly versatile accompaniment most commonly found in the form of a spread or dip. The word 'tapenade' comes from the French Provençal word for capers ('tapenos'). However, the Italians were the first to have a written recipe of the spread way back in the first century AD. Now that we are familiar with what exactly is a tapenade, here are 7 ways to use it...

Crostini with Manchego

These crostini's make the perfect appetizers for a pre-meal teaser or contribution to bring to a get-together with friends. Pair our Spanish Olive Tapenade with a slice of Manchego Cheese atop a lightly toasted slice of baguette, and everyone will thank you for it.

Pasta Sauce

Although this may sound too simple to be real, don't be fooled! Add a spoonful or two of our Sundried Tomato & Herb Tapenade along with some extra virgin olive oil on low heat in a pan and season as you please to create a deliciously uncomplicated and impressive pasta sauce.

Grilled Chicken Enhancer

Who doesn't want an easy way to spice up your classic grilled chicken? Add a dollop of Caramelized Red Onion & Fig Tapenade to your grilled chicken, and it's as simple as that!

Mediterranean Salad with Garbanzo Beans

Slice up some cucumbers and tomatoes, combine with

garbanzo beans, feta cheese, and Muffuletta Tapenade. Finish it off with a drizzle of EVOO and white balsamic and salt and pepper.

Hummus Topper

Yes, add a scoop of Sweet Red Pepper Olive Tapenade to your favorite hummus, and it will suddenly become your new favorite hummus!

Stuffed Portobello Mushroom

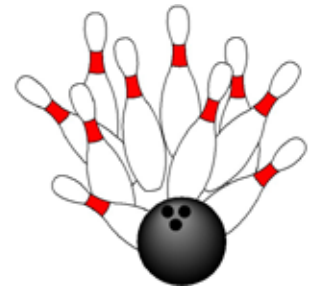
Place two tablespoons of our Artichoke & Roasted Garlic Tapenade into a big, juicy mushroom and grill or bake it for a delicious and healthy meal!

Avocado Toast

Everyone enjoys a good avocado toast, but everyone LOVES an avocado toast with Asiago Parmesan Tapenade! The Asiago Parmesan Tapenade elevates it by adding extra texture and a delicious savory flavor!

BOWLING

Our "Fun in the Sun" will continue on Friday afternoon (though not directly in the sun) with our team building bowling tournament! This should be a great time to network with your old friends from NTPDA and meet new ones! So, be sure to sign up for this event when you send in your Tally Sheet!



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CONFRONTING THE CHAOS OF STATE TAXES

By George S. Isaacson | BRANN & ISAACSON

The 2018 Supreme Court decision in *South Dakota v. Wayfair* radically changed the limitations on state governments to reach beyond their borders and impose tax obligations on out-of-state sellers. The result is that companies now have increased exposure to a variety of state taxes, as well as being confronted with burdensome new compliance obligations. Businesses that are not aware of these dramatic changes are likely to find themselves on the receiving end of crushing back-tax assessments and penalties. Our speaker will describe these risks and suggest practical measures that retailers and wholesalers can take to reduce their vulnerability. Ten topics to be covered are:

- What exactly was the Supreme Court ruling in the *Wayfair* case, and what are the implications of replacing the long-standing “physical presence” test with a new “economic presence” standard?
- There are 12,000 sales tax jurisdictions in the United States. Following the *Wayfair* ruling, how can a company determine in which states and localities it must collect sales tax?
- How aggressive are state tax auditors in pursuing out-of-state companies for uncollected sales tax?
- How many years back can states reach in assessing companies for uncollected taxes?
- Why are states also auditing out-of-state companies for failure to file state income tax returns?
- How does a federal law, known as P.L. 86-272, offer many companies protection from state income taxes?
- What do companies need to do to qualify for the “safe harbor” provisions of P.L. 86-272?
- What is involved in challenging a tax assessment issued by a state revenue department?
- How can a “nexus self-audit” help a company evaluate its sales tax and state income tax exposure?
- How does the so-called Streamlined Sales and Use Tax Agreement to which 24 states are signatories simplify sales tax compliance for multi-state sellers?
- What are the prospects for federal legislation requiring greater uniformity of state tax regimes?

##

Our Speaker

George Isaacson has spoken to business and professional groups throughout the country on tax issues affecting the national economy. He has acquired a reputation for explaining complex and arcane legal issues in an easily understandable and entertaining way. Moreover, as a public speaker, Mr. Isaacson injects humor, history and anecdotes into his presentations. He is a senior partner in the law firm of Brann & Isaacson and represents companies across the United States in connection with state and local tax matters. He is also counsel to several major trade associations and, for over three decades, has been a professor of Constitutional Law at Bowdoin College.

Mr. Isaacson was recognized by State Tax Notes as one of the “top 10 individuals who influenced tax policy and practices” and was named as State Tax Notes “Person of the Year” for 2016. He is also the author of a quarterly column entitled “Eyes on e-Commerce.” He has testified on multiple occasions before congressional committees concerning constitutional limitations on the scope of state taxation and regulatory authority and is the author of numerous articles on the subject. George lives in Maine, where he is an avid fly fisherman and kayaker.



George Isaacson

GREAT LEADERSHIP!



Greg Stai and associates attended the DLS Worldwide carrier conference in Chicago in September. DLS' Minneapolis was recognized as top station among 140 stations for the 10th time in the past 11 years. Pictured from left to right are Steven Haas, Tom Griffin (company President), Greg Stai, Dave Colon, Jeff Stai and Bryan Bartz.

REAL ID AFTER OCTOBER 2020, A NEW REQUIREMENT

In 2005, Congress passed the REAL ID Act. One of the goals of the act was to raise the security standards for driver's licenses and other personal ID cards. The Department of Homeland Security rolled out new enforcement in phases, with the final phase set to begin on October 1, 2020. From that date forward, all travelers in the United States will be required to show an ID that is compliant with REAL ID requirements.

What does that mean for you? First, some documents, like U.S. passports, are already compliant. If you prefer to use a passport as ID, these requirements won't affect you. But if you do show a driver's license as ID at the airport and you haven't already been issued a REAL-compliant license in the last few years, you'll have to either get one or use your passport as ID until you do.

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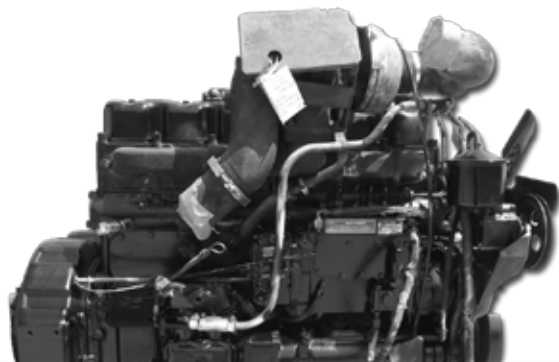
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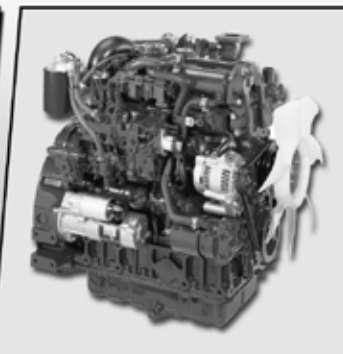
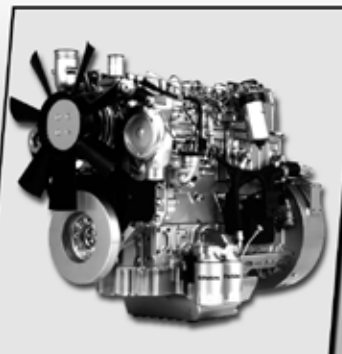
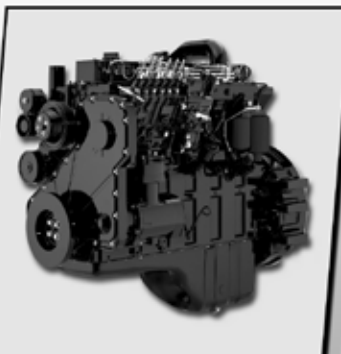
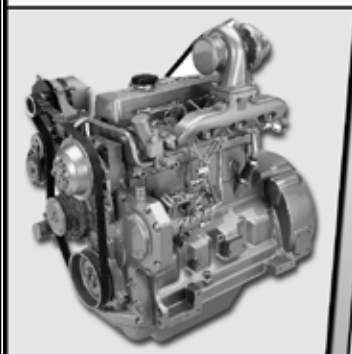
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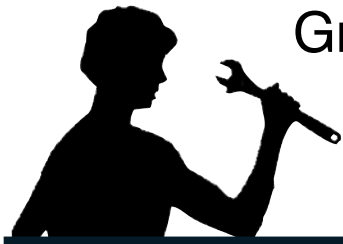
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Greetings from

Greasy Girl

By Terri Stevens

HAPPY FALL!

I love this time of year when the weather starts cooling down and the leaves begin to change. It is a happy time.

Phyllis and Kim are working hard for the annual trade show and one of the things they have planned is a team exercise. I started thinking what makes a team. A team is when people come together to achieve a common goal. I think that requires humility and the ability to work together and see it through. I have really been thinking about humility and being teachable. Humility is not thinking less of yourself, it is thinking of yourself less. In our businesses it is so important that we have the right people in place and that they are willing to be part of a team, have humility, and be willing to be taught.

I always feel like the Bible is the place to go for answers in



life. In the book of Nehemiah they had to work as a team to rebuild the wall and the city. They cooperated with each other, they had unity, and they worked hard together to accomplish their goal. As we run our businesses may we be people who have humility and be teachable. It is satisfying when we have a goal and work together to attain it and then accomplish it.

This summer we had the opportunity to go to South Dakota and we went to three businesses that are members of the Association. It was interesting. The many years that people have worked together to attain goals was very evident. The hospitality and the pride of the workers was cool to see. A big thank you to all who were involved to make our visit great.

Get ready for the trade show. It is going to be so much fun!

We are all going to learn some new skills so that we will make a better team. Go NTPDA!!!

Blessings,

Terri

FROM OUR MEMBERS



Cayden Zboril, grandson of Phyllis won Grand Champion Steer at the Burleson County Fair in Caldwell, Texas. With a lot of help from his brother Rylan and support of his parents this was a great win! Congrats, Cayden!!!

What does the farmer say to the cows in the evening?



It's pasture bedtime!

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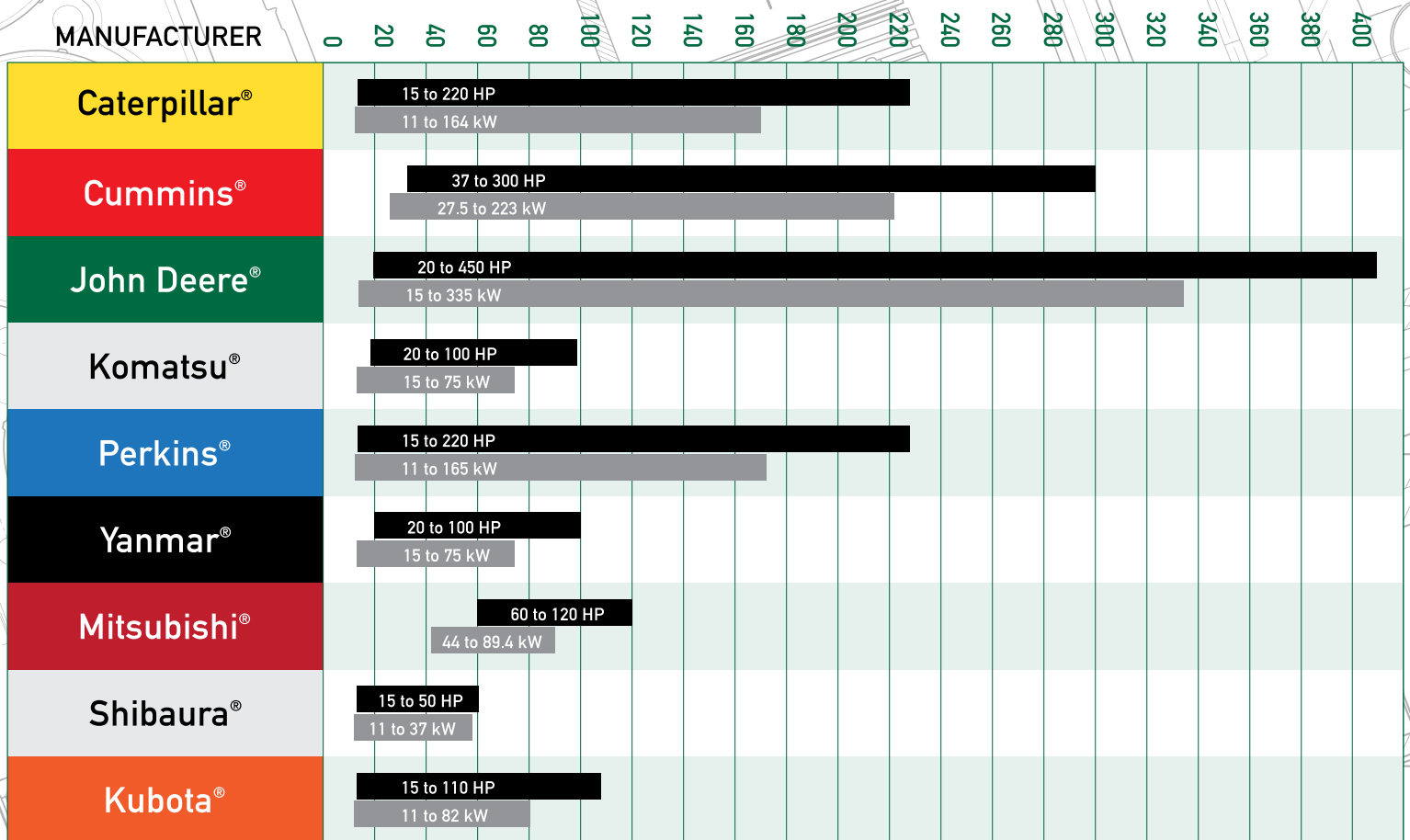
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