



# ***BULLETIN***

## **NATIONAL TRACTOR PARTS DEALER ASSOCIATION**

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

SUMMER 2018

VOL. 28, NO. 2

# **CONGRATULATIONS Scholarship Recipients!!**

*Every yesterday is  
a memory of dreams,  
Every tomorrow is a vision of hope*





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**BULLETIN**

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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.

Greetings from NW Iowa!

As I write this, we are preparing for the NTPDA Summer Meetings in Minneapolis-St Paul. Phyllis has put together an exciting event that will be a great mix of function and fun. (Because you can't have function without fun!) If you missed us in MSP, you definitely need to plan to join us in Mobile, AL in January for the Conference and Trade Show. We continue to add more and more educational opportunities for the event this year, you won't want to miss it. And after the show join us for a cruise to Cancun!! We still have room for you to join us, and NTPDA group discounts are available!

Congratulations to this year's scholarship recipients! I like to read through the thank-you letters and see what our future leaders' dreams and goals are. As always, the scholarship committee had a difficult task to choose the winners, there are always many highly qualified applicants. Thank you to the committee for your time and dedication to this member benefit, I truly believe it is one of the greatest benefits that the NTPDA offers. Our committee this year was Carol Russell,

Linda Benton, Brian Kitch, Eric Shaul, and Paul Dyke. Also, a big thank you to Kim, she takes all of the applications and removes the name and sponsor member info, assigns them a number, and then sends them to the committee. This makes the process "blind", so the committee only sees the qualifications of the applicant. Each committee member submits their votes to Kim and she tallies them. Again, thank you!



Scott Schelling

The NTPDA board continues to add more member benefits. Check out the website for the recent additions. We added Omaha Steaks and Identity Theft Protection, and are working on several more to have in place before the meetings in January. Thank you to Steve Haas from DLS for doing a lot of work to grow our already long list of member benefits. I say this many times, you really can't afford to not be a member of the NTPDA. Your membership cost can be offset by any ONE of these benefits.

--Scott



---

## About Our Members

We would like to increase the information on our "Members Page." This is more like a personal information page. New grandchild, wedding, anniversary, etc. Send it to us...we love hearing from you!



Saylor Ada, born May 30th, 2018  
Grandparents Terri & Russ Stevens



Kipton Kieffer, born June 9, 2018  
Parents Dakota and Aubrey Kieffer

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# Message from Phyllis



*Summertime....and the living is easy!*

For some reason that came to mind when I was thinking about my article. And...yes, it is summertime...but not sure how easy the living is! We all stay so busy these days with work, family and hopefully some fun along the way. And it seems the older I get the faster summertime rolls around. But I'm thankful for my job, my family and I do try to have some fun along the way.

Right now my fun is focused on making our Summer Mixer a success. We have a great few days planned with the board and few other NTPDA members in Minneapolis. As we've talked about many, many times this is for everyone...and it's why we changed the name to Summer Mixer....we want everyone to join us! Next year we are planning a very different agenda...and for now I'll tell you that it will take place in Sioux Falls! So watch your emails and Bulletin for more information regarding our Summer Mixer/Board Meeting for July 2019!

This issue of the Bulletin will highlight our scholarship recipients. Once again, this was

a daunting undertaking for our Scholarship Committee as there were so many worthwhile individuals who submit applications to us. Thank you Scholarship Committee for taking on this task. And...I never want to forget to thank Kim who keeps track of all the applications and distributes them to the committee members. Thanks, Kim!!!

In this issue we are always excited to have articles written by our members. I would like to present our most recent contributor - Elizabeth Fawcett from Fawcett Tractor. Liz will be writing her quarterly article entitled Liz's Musings. I always enjoy her thoughts and the way she looks at life. Maybe she got some of those skills from her mom, Donna, who is a well-known author as well. Thanks, Liz... welcome to the team!

I hope all of you have an amazing summer. Texas is hot as...well...it's very hot...100+ degrees started a few months ago. I hate cold weather so I'm not going to complain too much!

*Phyllis*

## Priceless advice from some of the world's most successful people:

Bill Gates - Keep things simple

Mark Zuckerberg - The biggest risk is not taking any risks

Oprah Winfrey - When you know better, you do better

Richard Branson - Never look back in regret, move onto the next thing

Mark Cuban - There are no shortcuts

Brian Chesky - Build something people love, not something people just like

J. K. Rowling - Embrace failure

Suze Orman - With success comes unhelpful criticism, ignore it

Rick Goings - Be nice to everyone

Ursula Burns - Stuff happens

Eric Schmidt - Say yes to more things

Warren Buffett - Exercise humility and restraint

Join us next year for our

# Summer Mixer/Board Meeting

in Beautiful Sioux Falls, SD. More info coming soon!

**Remember you don't need to be a Board Member to join us.**

*It's a great time to visit and network with your fellow NTPDA members.*

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Thanks to everyone involved in awarding the scholarships to a very deserving group of young people. The NTPDA board of directors would like to thank the committee members for their time and commitment to work through all of the applications and award the scholarships: Carol Russell (Abilene Machine), Brian Kitch (Bates Corp.), Eric Shaul (Allied Information Networks), Paul Dyke (All States Ag Parts) and Linda Benton (Southeast Tractor Parts). This year we want to thank the presenting companies for contributing \$250 toward the \$1,000 awarded to these recipients. We sincerely appreciate everyone involved. We hope you enjoy this section of the *Bulletin*.

Academic Year  
**2018-19**



**COBIE ENGBARTH**

Minnesota West  
Degree: Veterinary Technician  
Sponsoring Member:  
Worthington Ag Parts  
Grandparents: Roger & Shelly Brunk



**ANDREA  
BLANKESPOOR**

St. Luke's College  
Degree: Nursing  
Sponsoring Member:  
A & I Products  
Parents: Loren & Phyllis  
Blankespoor



**TY NELDON**

Southeast Missouri State  
University  
Degree: Business  
Administration  
Sponsoring Member:  
Worthington Ag Parts  
Parents: James & Jessica Neldon



**JAMIN MANUS**

Iowa State University  
Degree: Agriculture Studies  
Sponsoring Member: A&I Products  
Parents: Dan & Sherry Manus



**JONATHAN HUEY**

Liberty University  
Degree: Strategic  
Communications  
Sponsoring Member:  
Hooper, Inc.  
Parent: Chris Huey



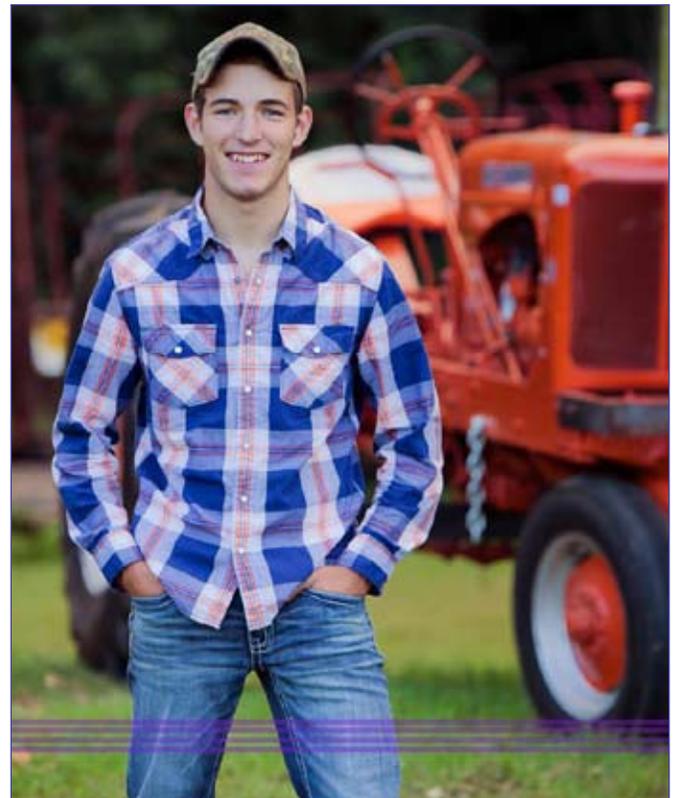
**RAYLEE BROWN**

Texas A&M University  
Degree: Pre-Veterinary Medicine  
Sponsoring Member:  
Ray's Used Equipment, Inc.  
Parents: Chad & Sherry Brown



**LEXEE LEMLER**

Manchester University  
Degree: Doctor of Pharmacy  
Sponsoring Member: Bates Corporation  
Parents: Zak & Tracy Lemler



**JOSEPH OBERMUELLER**

Wisconsin Indianhead Technical College  
Degree: Agricultural Power & Equipment Technician  
Sponsoring Member: All States Ag Parts  
Parents: Rick & Lori Obermueller

Continued



**ANNA HERSHEY**

Misericordia University  
Degree: Speech-Language Pathology  
Sponsoring Member: Hooper, Inc.  
Parents: Brad & Sandy Hershey



**ALEXIS FABIAN**

University of Northern Iowa  
Degree: Social Work  
Sponsoring Member: Worthington Ag Parts  
Parents: Derrick & Jessica Rohe

I would like to thank the NTPDA for the scholarship that I received in 2010. The scholarship helped me attend Iowa State University where I graduated with a bachelor's degree in three years in Business Management. I returned home to Preston, IA to help at the family business, Plastics Unlimited. Since then I married my wife Aubrey in 2015. She is a third grade teacher at Delwood Community Schools in Delmar, IA. On January 1st, 2018 my brother Travis and myself purchased Plastics Unlimited from our parents Terry and Nancy. Terry and Nancy are still active at Plastics Unlimited. We all work on the family farm as well. On June 9, 2018 our son Kipton was born.

Thank you,  
Dakota Kieffer





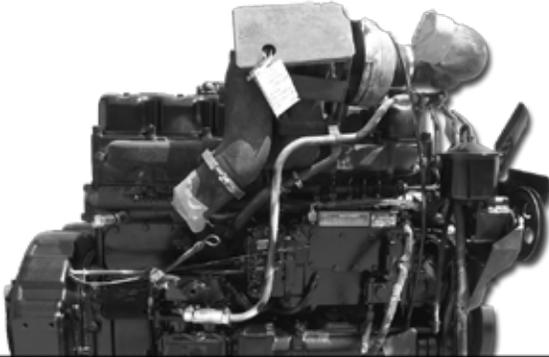
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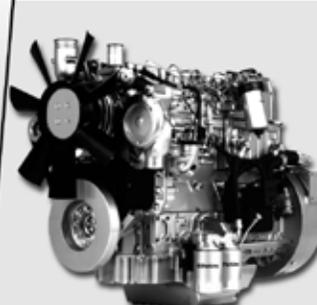
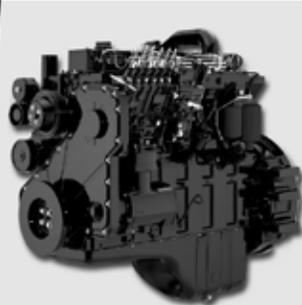
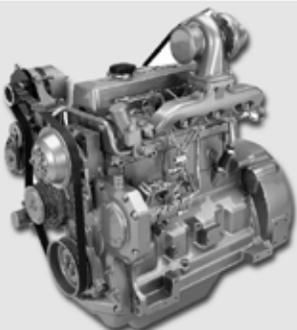
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# Liz's Musings

---



As I sit here at my desk with my coffee in hand, I take some fleeting moments to reflect on the year.

I thought that when I turned thirty life would start to level out and I would start seeing patterns of habits; get up early, head to the barn, breakfast, beat the employees to work, drink my third cup of coffee, put out fires, celebrate the guys finding a new way to take off a part without breaking it, drink my fifth cup of coffee, make those final phone calls you didn't get to earlier, head home to make the most of the remaining daylight, have dinner, realize your house work is piling up, fall into bed, rinse and repeat....

For the most part, this does happen but we all know there are many more details that get crammed into that list of habits; the finer details of life in an agribusiness, political turmoil in the world, expectations of the next generation, and personal relationships that need to be maintained – I can't be the only one in a family business....

But why reflect on the year now, half-way through?

Well, January may be the start of the Gregorian calendar but now is the start to summer. The start of vacations (one of those other things to juggle in a business), the finish of a fiscal year, and most notably for some, the end of kids being occupied in school.... errr... I mean, graduation!!

It wasn't so long ago that I remember my summer breaks and the reality of preparing for what comes next. I sometimes forget to value the stress of what a life change these kids are going through; some are planning what courses to take in high school, some are trying to sort out a job to support themselves until they make a decision, and some are starting the process of working endlessly and tirelessly for the next four years of their lives so they can go to a college or university with the hopes of coming out with minimal debt and an education that gets them into a good career.

At this point, I value my consistent habits of my daily schedule. I remember those days and I have come to value the foundation laid out for me by my family and support system; the foundation that allowed me to transition from the family home into adulthood where the decisions I make have much more impactful consequences. We girls headed off to university with a direction and some room for change and dream-chasing.

We also headed off with an extra little something from

the NTPDA scholarship fund; something that reminded us that a whole Association was behind us in our next step. I wouldn't say that I recognized it then but I see now how the care and diligence of something as simple as a scholarship cheque goes

into the support of the next generation; something that needs to happen now more than ever and not always on an financial level – more so an interpersonal level. As parents raise up their kids and send them off to jobs or further education, take a moment to support these young kids and their parents; they are our next leaders of our government, churches, businesses and associations.

They will make the decisions when we no longer can and we need to realize that the most valuable thing we can do for ourselves is invest in them and encourage their voices to rise. I'm not talking about molly-coddling these kids, I'm

talking about investing time and taking the opportunity to transfer the many years of experience into them. Society isn't raising them up to be mindful farmers and agribusiness operators, that is what we do every time we spend a couple of minutes celebrating the kids who go out and work hard every summer to prepare for their education or to save up for their

next adventure or follow mom and dad out to the field or the tractor yard.

Maybe this article is more about asking you what you are doing for the next generation of leaders. Are you pushing them to be the new foundation of the agricultural market or are they confused with the generational bias imposed on them and the struggle to change?

I challenge you to have a conversation with a young person and send them away with some nuggets of wisdom and encouragement. I know I wouldn't be here without the support of my family and individuals inside and outside the Association.

Just some thoughts from a millennial interested in making my corner of the world as great as it can be.

Liz



**“I challenge you to have a conversation with a young person and send them away with some nuggets of wisdom and encouragement.”**



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# It's All About the Future

by Michael P. Libbie

In just days your NTPDA Board will be meeting for a Summer Adventure in Minneapolis. Hey, they say it is cooler up there. As these volunteers and paid staff gather I'd like to take a minute of your time to "catch you up".

That volunteers will take the time away from their business and meet to discuss future plans for your Association is one thing. The other is it needs to be done. Over the years NTPDA has struggled to maintain a healthy annual meeting and trade show. There are lots and lots of factors that can account for low attendance from declining membership, to a cost/value proposition to location to poor marketing to changing what it is we do once a year.

Those are thorny issues and each will be addressed by your Board of Directors in July. Me? I'm sort of a "tag along". I've been fortunate enough to be a member of this organization for close to 20 years. As a member (just like you) we are entitled to visit and participate and to offer

some suggestions for the future. That's why I'm going (in addition to the cooler weather!) and I hope to be able to bring ideas and support for this fine organization and the volunteer leadership that will gather in Minneapolis.

In the meantime I'd ask you to make contact with your president Scott Schelling and offer your thoughts and ideas as to who we are and where we may be going. In the end this organization exists because of you, the member businesses and individuals. As always, should you wish to visit with me...that too is easy. My direct phone is 515-331-3207 and email is Michael@InsightCubed.com See you in Minneapolis!



*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.*

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*We are excited to welcome back Karen McCullough when she joins us in Mobile to present . . .*

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*Karen McCullough*

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Lori Pflughaupt, Recruitment Coordinator  
Iowa Department of Transportation

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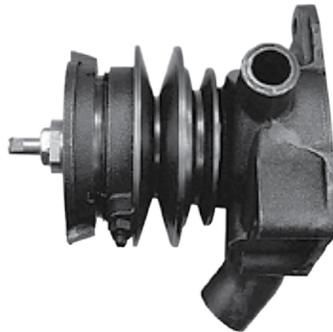
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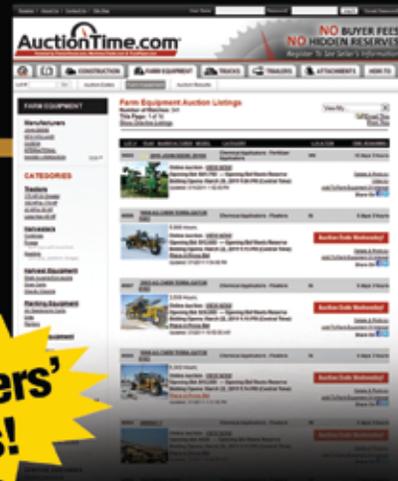
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# PROFILES IN PROGRESS

## Fawcett Tractor Supply – St. Mary’s Ontario



**F**awcett Tractor Supply was established in 1977 by Keith & Barb Fawcett as a small salvage operation specializing in used tractor parts. Over the years, under the direction of their son and daughter-in-law, Jeff & Donna Fawcett, they have expanded to become Eastern Canada’s largest tractor salvage yard.

As leadership and ownership expanded to include family members Liz, Micah & Audrey (Fawcett) Tavares (third generation), they continue to grow into a business that strives to make meaningful contributions to the agribusiness community, their local community, and the farming community as a whole.

Their staff is comprised of approximately 35 employees with nearly 200 years of combined experience and their vision is to be an engaging resource, continually committed to searching for new ways to bring value to our customers, staff and community.

They function under the structure of departments with sub-categories including sales, admin, yard management, inventory control and shipping. Each department has a designated supervisor and they have found that cross-training helps their employees gain a 360 view of the organization which in turn enhances the overall customer experience.

FTP’s slogan, “We’re more than used parts” points to an ever-growing inventory of new, used and re-manufactured agricultural and industrial parts for most makes and models. Their main customer base is from Eastern Canada, however, they do attract customers from all corners of the globe.

Their new inventory is supplied by multiple vendors whom they’ve connected with through their 20+ years of active involvement with NTPDA. Their used inventory includes 15 acres of salvage but they also sell used tractors & light industrial equipment and tend to focus on attachments rather than implements

Overall, they have a great team of people who continue to push the industry “envelope”. They continue to find new and better ways to super-serve their customers while keeping three generations of strong family values in-view and intact.

NOTE: If you are an NTPDA member company and would like to be featured in an upcoming edition of the NTPDA Newsletter then contact Steven P. Haas at 612-296-1806 or online at [shaas@dls-ww.com](mailto:shaas@dls-ww.com). Profiles are selected on a quarterly basis and will be featured in upcoming editions of the NTPDA newsletter.



This old photo is of the company matriarch, Barb (Standeaven) Fawcett and her brother when they were young.

Some other tidbits:

The company is located on the family farm with the 4th generation living there now.

It is now transitioning to the 3rd generation of ownership.



*The "Wheelie" tractor is the original design from Keith Fawcett who started the business 41 years ago).*



Steven P. Haas is a board certified marketing consultant, a seasoned sales professional and an Association Accounts Representative for DLS Worldwide. He administers the NTPDA freight program and has negotiated special freight rates and carrier concessions for NTPDA members. He can be reached at 612-296-1806 or online at: [shaas@dls-ww.com](mailto:shaas@dls-ww.com)



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**Please note that the trade show in January will begin with the Early Arrival Party on THURSDAY....and close on SATURDAY. That will allow one day to prepare for the cruise which leaves out on MONDAY!**

**Please call the NTPDA for more information regarding the conference and trade show and the cruise! Can't wait to see you!**

### Calling all Cruisers!

You still have time to join us on this amazing Carnival cruise following our conference and trade show in Mobile.

Here is the itinerary:

**Monday, January 21 - Depart Mobile 4 PM**

**Tuesday, January 22 - Fun Day at Sea**

**Wednesday, January 23 - Progreso, Mexico**

**Thursday, January 24 - Cozumel, Mexico**

**Friday, January 25 - Fun Day at Sea**

**Saturday, January 25 - Arrive Mobile 8 AM**

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Greetings from

# Greasy Girl

By Terri Stevens

Happy Spring, Summer, Fall, and Winter! It seems the weather cannot make up its mind. Hopefully, wherever you are, it is 70 degrees with sunshine and possibly rain showers when needed.

In Missouri we had the coldest April and the hottest May and now June feels more like August. Pretty strange!

I wonder why we always talk about the weather. It seems it is a great subject with anyone. It affects everyone. It is like our sin...when we sin we think, "Oh, that won't matter." . . . but it does. If only we could see the effects that our choices make.



I love to see a new born baby (by the way we have a new granddaughter); they have their whole life ahead of them. Wouldn't it be neat if we could see ahead and know that what we say or do is wrong. However, we have God's word and He tells us how to live our lives. I hope as you all are dealing with the weather and the many changes, you realize our lives are just like the weather. Hopefully, by the choices, the attitudes, and the words we choose we are like a day full of sunshine instead of HOT or COLD.

As I write this I am heading to Minnesota where it is 75 degrees and sunshine. Hopefully my attitude will reflect God's amazing love.

Have a blessed summer no matter what your weather.

Greasy



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