



BULLETIN

NATIONAL TRACTOR PARTS DEALER ASSOCIATION

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

SUMMER 2015

VOL. 25, NO. 2



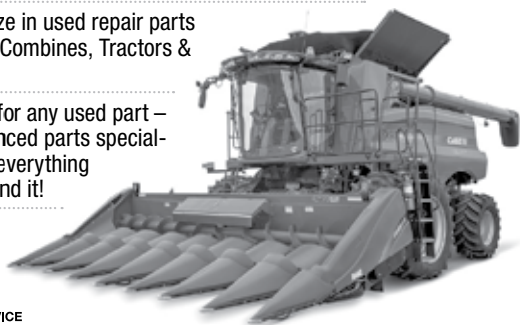
Congratulations 2015 Scholarship Recipients!



USED PARTS SPECIALISTS

*Before you pay a premium for brand-new parts,
see how much we can save you with our great
selection of "brand-used" parts!*

- ✓ Nationwide access to used and rebuilt parts for most brands of farm and construction equipment
- ✓ We specialize in used repair parts for Case IH Combines, Tractors & Sprayers
- ✓ Contact us for any used part – our experienced parts specialists will do everything we can to find it!



CNH PARTS
INDUSTRIAL & SERVICE

HOOBER
HOOBER, INC.
Red Since 1941



INTERCOURSE, PA
800 732-0017

www.hoover.com

russelltractor.com

PARTS NEW USED REBUILT

**Let US
Find That Part
For YOU!**



**1-800-248-8883
Scottsboro, AL**

THANK YOU ADVERTISERS!

A&I Products	Page 7
Abilene Machine.....	Page 12
All States Ag Parts	Page 25
Allied Information Networks, Inc.	Page 8
Area Diesel Services, Inc.....	Page 12
Central Fuel Injection Service Co.....	Page 6
Combine World	Page 9
Diesel Specialties	Page 6
Eisenmann Supplies, Inc.	Page 4
Endurance Power Products	Page 23
Flint Hydraulics	Page 5
Gratton Coulee Agri Parts Ltd	Page 26
Heartland Clutch	Page 22
Herschel	Page 9
Hoover, Inc.	Page 2
JenSales	Page 25

Kaddatz Equipment	Page 19
K&M Manufacturing	Page 19
Leaders	Page 6
MaxiForce	Page 13
Parts Express.....	Page 11
Plastics Unlimited, Inc.	Page 28
Reliance.....	Page 18
R F Engine	Page 21
Russells Tractor	Page 2
Schaefer Enterprises	Page 14
Speer Cushion Co.	Page 6
Steiner Tractor.....	Page 27
Taiwan Dihshiang Ent Co., Ltd	Page 24
Tracto-Parts Center, Inc.	Page 20
Tractor House/Online Auctions	Page 26
Wengers	Page 19



2015 NTPDA OFFICERS

President

Jeff Griggs ~ 866-609-1260
All States Ag Parts • De Soto, IA

Vice President

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

Secretary

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

Treasurer

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

NTPDA DIRECTORS

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

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

Matt Pohronezny ~ 800-451-5240
Wengers of Myerstown • Myerstown, PA

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

Lon Sturgeon ~ 800-345-4456
Sturgeon's Corner, LLC • Meno, OK

Sid Vanderleest ~ 800-563-0112
Westlock Tractor Salvage, Ltd. • Westlock, Alberta Canada

ASSOCIATE DIRECTORS

Lance Hamilton ~ 800-553-1821
Mylex International, Inc. • Mendenhall, MS

Eric Shaul ~ 800-866-0466
Allied Information Networks • Kelseyville, CA



INSIDE

SUMMER 2015 • VOL. 25, NO. 2

President's Pen	4
Message From Phyllis	5
Calling All Members	9
My Four-Year-Old Is A Better Networker Than Me <i>Danny Beyer</i>	10
Car or Truck In The Shop? -- Hertz Benefit.....	11
Genetically Modified For Our Benefit <i>by Tom Winkleblack</i>	14
Scholarship Recipients.....	15-16
Wouldn't You Like To Be Published?	16
Past and Present Generations of Scholarship Winners <i>by Amber Fowler Norris</i>	17
Advertise Your Products Emotion..... <i>by Michael Libbie</i>	22
Don't Panic <i>by Michael R. James</i>	27



BULLETIN

PHYLLIS COX, Editor

NTPDA

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

Fax 940-668-1627

email: kim@ntpda.com

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

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

Home Stretch

I'm in the home stretch of my tenure as your President, and quite honestly I'm kind of panicking because there's still so much to accomplish..... and yet there's so little time.

When I took this on five years ago (thanks again, Carl!) our trust fund was at a point where drastic, game-changing measures were just around the corner (please understand this was the fault of no one on the board, especially the former Prez!). We re-grouped quickly to reduce expenses without affecting the day-to-day operations of the organization, and with the help of intelligent investments made by Craig Shaver (and a friendly stock market) we have recovered to a point where we have been able to spend some money in marketing to: a) attract new members, b) get our non-participating active again, and c) reach out to former members who had dropped out. We've had a couple of different marketing programs in place now for two years, and guess what – so far, they're not working. Why?

Are we doomed as an organization? Is it inevitable that we are headed toward just simply fading away over time? I've worked with the premise that the answer to both of these questions is NO! But now I'm beginning to second guess myself.

Here's what it's down to – are you willing to just let this go away? If so, we can head down that



Jeff Griggs - President

path. But if you're not willing to let it fade away, then help us do something about it. Attend the conference and trade show. Talk to companies who used to be members and invite them to Kansas City next January. Run for the board. **BUY FROM THE SUPPLIERS WHO SUPPORT THE ORGANIZATION.**

We'll continue to reach out to these people, but I can't do it all.....and neither can the board. It's your turn now.

Jeff

Your "All Makes" Parts Center

New, Used & Remanufactured Parts – One Vision...One Team With A&I Products

OFFERING OVER 85,000 AFTERMARKET PARTS FOR ALL YOUR REPAIR NEEDS!

New, Used and Rebuilt Hydrostats, Hydraulic Pumps and Gearboxes

New & Used Parts

HAY EQUIPMENT PARTS FOR:

- Case IH
- New Holland
- Hesston
- Vermeer
- Gehl
- OMC
- John Deere
- MacDon

TRACTOR PARTS FOR:

- IHC
- AGCO
- Ford
- Deutz
- Oliver
- Case
- John Deere
- Case IH
- Allis

COMBINE PARTS FOR:

- Gleaner
- John Deere
- New Holland
- Case IH

Auto Value Auto Parts WIX Filters



**We Stock New
& Used Rims
for Tractors,
Combines &
Farm Equipment**

Fresh Salvaged Tractors

JD 2840	JD 4430	AC 7030
JD 4010	JD 4455	AC 8050
JD 4055	JD 4630	IH 1486
JD 4230	JD 7420	IH 706 & 656
JD 4255	JD 7710	IH 1256
JD 4320		

Fresh Salvaged Combines

JD 9500	Gleaner R70
JD 20 Series	Case IH 1660 & 1680
NH TR96	Case IH 2388
Gleaner R50	IH 1440 & 1460
Gleaner R60	

Used & Rebuilt Engines & Parts

- Allis Chalmers Engines: 226-262-2900MKI & MKII-3500-3700-649-670T
- Cummins Engine From IH 1660 & 2388 Combine
- Hesston-Fiat Engines, Blocks, Heads & Crankshafts
- IH 466 & 436 Engines, Blocks, Heads & Crankshafts
- John Deere Used & Rebuilt 329-404-466 Engines, Blocks, Heads & Crankshafts
- Misc. Engines: Ford 172, 200, V-4

Always Growing to Better Serve You! · www.esiallmakespartscenter.com

EISENMANN SUPPLIES, INC.

55414 Hwy. 32 (Jct. Hwys. 81 & 32) Madison, NE • 402-454-3306

We Ship Throughout North America!

Message from Phyllis

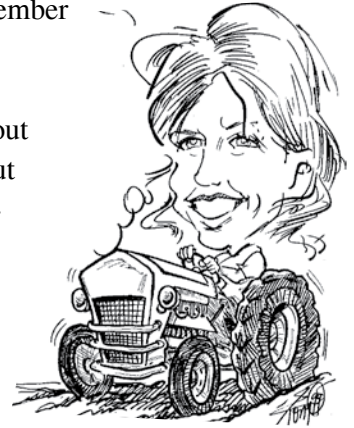
Spring has sprung, fall has fell, summer's here and it's hotter than...usual!!! Looks like we're in for another very warm summer. Hope you are all staying cool and enjoying time with family and friends.

As I write this we are preparing for our Summer Board Meeting in Sioux Falls, SD. We have a fun program planned along with, of course, our board meeting. We have several "non" board members attending this year and it looks like we're going to have a great time. We will have full details and pictures in our next issue. Also, our next issue will contain detailed information about our upcoming conference and trade show in Kansas City...January 20-22, 2016.

In this issue we will be highlighting our Scholarship Recipients. We are always pleased to present you with these amazing students and we feel privileged to help them pursue their educational endeavors. A special thanks to

our committee for volunteering their time for this very worthwhile program and member benefit.

Please be sure and check out Page 10 and read all about Danny Beyer who will kick-off our conference and trade show in Kansas City at our Early Arrival Party. You won't want to miss it!



Kim and I will be sending email blasts out throughout the rest of the year to let you know more about our upcoming conference and trade show. So...please mark your calendars for January 20-22, 2016.

Stay cool...

Phyllis

FLINT HYDRAULICS, INC.
MEMPHIS TN, USA

**WORLDWIDE SUPPLIERS
OF HYDRAULIC PUMPS,
MOTORS, VALVES, AND PARTS**

4099 B.F. Goodrich Blvd. - Memphis, TN USA, 38118
www.FlintHyd.com



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




Transform From Trash to Fabulous




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



Ship By UPS or FedEx



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

Central Fuel Injection Service Co
712-362-4200 • 1-800-548-9464

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

- Turbos
- Nozzles
- Injection Pumps




Home to:
Schroeter Diesel Technology Museum



hours by appt.

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

"JOIN US..." for our 2016 Conference & Trade Show
January 20-23, 2016 - Kansas City, MO

NTPDA - WORKING TOGETHER WE CAN ACCOMPLISH MUCH!

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

Leaders Tractor & Combine Salvage

1144 Toledo Avenue
Dunlap, Iowa 51529

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

e-mail: leaders@iowatelecom.net

A SETTING SUN DOES NOT MEAN THE DAY IS DONE.
THE DAY ENDS WHEN THE WORK IS COMPLETE.



Offering more than
160,000
replacement Ag, Turf, &
Industrial Part Numbers

LET US HELP YOU KEEP YOUR CUSTOMERS GOING

800.657.4343

www.aiproducts.com

sales@aiproducts.com



Technology Solutions for Parts Dealers

Organize & Streamline Your Business

Business Management Software Designed for the unique needs of the Farm Parts Business

Advertise Your Company & Parts

Tractor-Part.com is a leading search engine with over 100,000 parts searches monthly

Develop Wholesale Relationships

Allied has the oldest wholesale parts dealer network in the industry

Website Design & Development

We can create a website for you that integrates with your inventory software and creates qualified leads and parts sales.



Allied
Information Networks, Inc.
www.alliedinfo.net

Tractor-Part.com
www.tractor-part.com

Contact Us Today For a Free Consultation

800-866-0466



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

ALSO STOCK

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

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

Toll Free: 1-800-667-4515

Email: parts@combineworld.com
www.combineworld.com

Hwy #16 East & Kary Road

25 Miles East of Saskatoon, SK, Canada

Calling All Members



It was decided at the last conference call board meeting that we would like to utilize the knowledge that our members have at our next trade show. We would like to put

some break-out sessions together so that you can share that information with the rest of the attendees. If you are interested in participating in this please call the NTPDA office at 940-668-0900 or Phyllis directly at 940-783-3118 or send an email to phyllis@ntpda.com. We look forward to hearing from you and putting an informative and educational program together... Member2Member.



CUTTING

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

TILLAGE

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

TRACTOR

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

Manufacturing Quality Ag Parts Since 1887

LEADER

HERSCHEL -
A manufacturer and distributor of cutting and tillage parts.

We also offer over 20,000 new and rebuilt aftermarket tractor parts.

HERSCHEL

www.herschelparts.com • Phone: 800-247-2167

HERSCHEL is the exclusive distributor of the following brands:



My four-year-old is a better networker than me

Danny Beyer

One of the greatest things about having kids, especially little kids, are the life lessons they inadvertently reteach us. We unlearn so many crucial skills in dealing with people as we are taught about political correctness or the history of underwater basket weaving. Don't get me wrong, I'm all for higher education and learning; my wife is a teacher after all. However, most of the time the skills that people find the most difficult to learn (soft skills, people skills) are simply forgotten as all of this new information is presented. Don't believe me? Sit back and watch a group of four-year-olds. You'll be amazed at how easy it is for them to meet new people, build quick bonds, and get to know someone with no actual effort on their part.

Why is it so easy for kids to do this? I think it comes down to three simple things:

1. They smile, a lot. Kids are typically pretty happy and all they want to do is have fun. They play, they run, they tell ridiculous jokes that make no sense, and, most of all, they smile. They are happy to meet new people and are even happier when old friends return. Their smile is genuine and heartfelt. It's impossible to be in a bad mood when the person you are with is constantly happy and smiling.

2. They notice the little things and are quick to compliment. My daughters notice when I get a haircut before anyone else and they tell me how nice it looks every time. All of the little things I take for granted, they notice. New socks get as much attention as if I just brought home a puppy. Their praise may be over the top but they mean every word.

3. They have a real curiosity about each person they meet. Young kids haven't discovered the urge or desire to talk about themselves. They are much more interested in what everyone else around them is doing or saying to let their egos get in the way. And if they don't understand something they are quick to ask "why" for clarification. The more they know about you, the better.

The next time you think networking isn't for you or it's too hard to meet new people, think back to that group of kids interacting on the playground. We all used to be really good at getting to know strangers until the world got in the way. We are all built to build relationships. Put a smile on your face, give a genuine compliment, and listen more than you talk. It really is that simple.



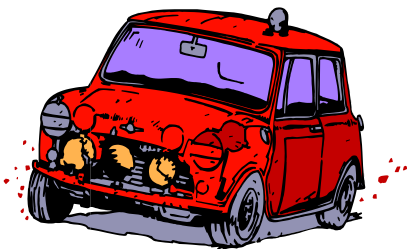
Danny Beyer
Networking Ninja & Author

Danny Beyer is a networking specialist and bow tie aficionado. Through his network he has achieved success in both his professional and personal life. He helped organize the Des Moines Area LinkedIn Social – an event that draws hundreds of professionals from throughout the Greater Des Moines area to build real life connections. In 2013 he co-founded the Bow Tie Ball, a charity event centered on bow ties and networking that has raised tens of thousands of dollars for Young Variety. His book, Ties that Bind: Networking with Style is available at www.dannybeyer.com.

Danny is a keynote speaker on networking and building real connections and frequently blogs on those topics for the Des Moines Business Record. In 2013 he was chosen as the Amy Jennings Young Professional of the Year through the Greater Des Moines Partnership's Young Professionals Connection and was selected to the 2014 Business Record 40 Under 40 group.

Car or truck in the shop?

Do you find yourself needing a rental car at times? There are various instances where you might be on vacation in the U.S. or abroad and need a car to get around, or fly into a trade show location and will want to call on customers while you are in the area, or simply your car or truck is in the shop for a few days and you need a temporary replacement. Did you know that NTPDA has a discount program with Hertz that can save you some money during those times?



Hertz has more than 8,100 rental locations in over 147 countries worldwide. The Hertz Discount Savings Program is available through corporate locations only. There are independent licensee locations and corporate locations but the discount is only valid at corporate locations. I started to list on this page all of the corporate locations in the U.S. but quickly realized there are too many to list here. For a

complete listing of locations visit the Hertz website at www.hertz.com. Once you are on the site you can select locations and then the country, state, and city. The location type (corporate or independent licensee) will be indicated for each Hertz location in each city.

I wanted to test out the savings so I selected 7 days in the month of December and received a pricing of \$307.49 to Pay Later and \$230.62 to Pay Now without our discount. When I put in the NTPDA discount code those same 7 days and car came back with \$204.01 to Pay Later and \$181.33 to Pay Now. So you can see the type of savings you might expect and of course every little bit helps these days. So the next time you need a rental car remember to check out Hertz. E-mail me at kim@ntpda.com or call the office at 877-668-0900 if you need the CDP code or a copy of the Hertz membership card.

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 for years to come!

PARTS

EXPRESS

- COMBINE & TRACTOR PARTS
- NEW AFTERMARKET PARTS
- WHOLESALE ONLY
- QUICK SHIPPING

Sioux Falls, SD

Leesburg, IN

Sikeston, MO

Goldsboro, NC

Quality Parts When YOU Need Them

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

**THE ONLY SOLUTION TO YOUR
HORSEPOWER & FUEL SAVINGS
NEEDS - PERIOD.**

Area Diesel Service,
proud member of the
NTPD
ASSOCIATION

**PERFORMANCE MODULES FOR HUNDREDS
OF AGRICULTURAL APPLICATIONS**

AGCO + APACHE + BOBCAT + CASE + CATERPILLAR + CHALLENGER
CLAAS/JAGUAR/LEXION/XERION + GVM + HAGIE + HARDI + JCB + JOHN DEERE
KRONE + KUBOTA + MACDON + MASSEY-FERGUSON + MCCORMICK + MILLER
NEW HOLLAND + PREDATOR + VALTRA + VECTOR + VERSATILE



THE ONLY SOLUTION.



Area Diesel Service, Inc. | areadiesel.com

(Carlinville, IL) 800.637.2658 + (Pleasant Hill, IA) 800.237.4692

Also available -
**TRUCK
EDITION**
- LIFT, WEIGH
& SHUT OFF



**FARM
TUFF**

**New, Remanufactured & Recycled
Ag Replacement Parts**



5 LOCATIONS NATIONWIDE: Kansas • South Dakota • California • South Carolina • Montana

Concaves



Made of heavy-duty,
high-carbon steel cross
bars & high-carbon steel 1/4" wires.

Reman Transmission Assemblies

Available for John Deere® 6000,
7000 & 8000 Series

Our qualified
technicians
disassemble,
clean, inspect
and rebuild the
assemblies in our
new reman facility.



Units are built to OEM specs and must operate
efficiently under a load on our test stand before
receiving our "stamp of approval."

Draper Belts

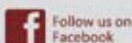


Great selection of
H-D draper belts for Ford®/New Holland®,
International®, John Deere® and MacDon®.



800.255.0337

AbileneMachine.com



Follow us on
Facebook

MFWD Hub for Case IH® Magnum®

For: 7110, 7120, 7130, 7140,
7150, 7230, 7240, 7250,
8910, 8920, 8930, 8940, 8950



Product
#AMX411116

©2015 Abilene Machine, Inc. Abilene Machine® is a registered trademark of Abilene Machine, Inc.

think inside the box



ISO 9001:2008 CERTIFIED



and find the answer to the OE's



REPLACEMENT PARTS FOR:

John Deere®, Cummins®, Caterpillar®, Perkins® & Yanmar® engines.

SHIPPING FROM: DORAL, FL - LOS ANGELES, CA

maxiforce.com

ISO 9001: 2008

Genetically Modified for our Benefit

By Tom Winkleblack

According to the World Health Organization genetically modified organisms



(GMOs) can be defined as organisms (i.e. plants, animals or microorganisms) in which the genetic material (DNA) has been altered in a way that does not occur naturally by mating and/or natural recombination. The technology is often called “modern biotechnology” or “gene technology”, sometimes also “recombinant DNA technology” or “genetic engineering”. It allows selected individual genes to be transferred from one organism into another, also between nonrelated species.

GMOs are the source of genetically modified foods and are also widely used in scientific research and to produce goods other than food.

The term GMO is very close to the technical legal term, ‘living modified organism’, defined in the Cartagena Protocol on Biosafety, which regulates international trade in living GMOs (specifically, “any living organism that possesses a novel combination of genetic material obtained through the use of modern biotechnology”).

Genetic modification involves the mutation, insertion, or deletion of genes. Inserted genes usually come from a different species in a form of horizontal gene-transfer. In nature this can occur when exogenous DNA penetrates the cell membrane for any reason.

Humans have domesticated plants and animals since around 12,000 BCE, using selective breeding or artificial selection. The only difference between natural selection and artificial selection is whether the difference in reproductive success is driven by naturally occurring processes, or whether the selection is imposed by humans. The process of selective breeding, in which organisms with desired traits (and thus with the desired genes) are used to breed the next generation and organisms lacking the trait are not bred, is the oldest form of genetic modification by humans.

Because of the simplicity of their genetics bacteria were the first organisms to be modified in the laboratory. Genetically modified bacteria are used to produce the protein insulin to treat diabetes. Similar bacteria have been used to produce rapidly growing poplars and other forms of organic mass known as biofuels.

There is controversy over GMOs, especially with regard to their use in producing food. The dispute involves consumers, biotechnology companies, governmental regulators, non-governmental organizations, and scientists. The key areas of controversy related to GMO food are whether GM food should be labeled, the role of government regulators, the effect of GM crops on health and the environment, the effect on pesticide resistance, the impact of GM crops for farmers, and the role of GM crops in feeding

the world population.

The FDA.gov/consumers website notes that food products made from GE microbial and plant sources have been in the food supply since the 1990s. The first food product from a GE microbe was an enzyme preparation used in the production of many cheeses.

Cotton, corn and soybeans are the most common GE crops in the U.S., according to USDA. In 2012, GE cotton accounted for 94 percent of all cotton planted, GE soybeans accounted for 93 percent of soybeans planted, and GE corn accounted for 88 percent of corn planted.

While hosting the U.S. Farm Report Orion Samuelson stated that some fanatical group had labeled him a murderer for supporting GMO’s and he challenged his audience to “Show me the Bodies”.

There have been no reports of ill effects proven in the human population and there is broad scientific consensus that food on the market derived from GM crops poses no greater risk than conventional food.

Let’s disregard the liberal media induced consumer hysteria and focus our attention on feeding the world!

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

NTPD
— ASSOCIATION —

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





SCHOLARSHIP

Recipients

Academic Year
2015-16

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: Jeff Fawcett (Fawcett Tractor Supply), Carol Russell (Abilene Machine), Brian Kitch (Bates Corp.), Eric Shaul (Allied Information Networks) and Bob Waggoner (TEMCO H-M Parts Co.) 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. Also a special thanks to Kim Carroll who made sure all the applications were complete, in order and were sent to all appropriate committee members in a timely manner. We hope you enjoy this section of the Bulletin.

COLLEGIATE SCHOLARSHIPS

KATELYN RAEANNE ASMUS

Yale University

Degree: English

Sponsoring Member: All States Ag Parts

Parents: Stephen & Sarah Asmus

ERIN BRADLEY

Converse College

Degree: Music

Sponsoring Member: Hooper, Inc.

Parents: George Bradley & Melissa Bradley

CONNOR CURTIN

Marquette University

Degree: Biomedical Engineering

Sponsoring Member: Fastline Publications

Parents: Mike & Michaelleen Curtin

I am sending this email to tell you that it is very much appreciated that you chose me for this scholarship. I am also sending you a pdf of my class schedule for next fall (2015) and a picture of me.

Thanks again,
Casey J. Vermeer



CASEY J. VERMEER



K. JANA E HERR



TAYLOR SWINSON



SHANNON PUSEY



CONNOR CURTIN

TANNER DICKERHOFF

Purdue University

Degree: Mechanical Engineering Tech

Sponsoring Member: TTP – Diesel Power & Machine

Parents: Doug & Kelly Dickerhoff

Continued . . .

SARAH DYKE

Concordia College
 Degree: English Literature/Minor - Spanish
 Sponsoring Member: All State Ag Parts
 Parents: Paul & Lori Dyke

CASEY GRABOW

University of Wisconsin
 Degree: Industrial and Systems Engineering
 Sponsoring Member: Farm Equipment
 Parents: Brian Grabow and Susan Grabow

K. JANA E HERR

Penn State University
 Degree: Agriculture & Extension Education
 Sponsoring Member: Hooper, Inc.
 Parents: Eric & Melissa Herr

SHANNON PUSEY

Delaware Technical Community College
 Degree: Agribusiness
 Sponsoring Member: Hooper, Inc.
 Parents: Wayne & Sharon Pusey

KELSEY LAINE SCHNORENBERG

University of Central Missouri
 Degree: Exercise Science
 Sponsoring Member: Cooke Tractor Parts
 Parents: Dave Schnorenberg and Jennifer Owens

TAYLOR SWINSON

Texas Tech University
 Degree: Agricultural Business
 Sponsoring Member: Broke F Farm Supply
 Parents: Guy & Amber Norris

CASEY VERMEER

Northwest Iowa Community College
 Degree: Associate of Arts
 Sponsoring Member: VH Manufacturing
 Parents: Chris & Cara Vermeer

KAYLA VAN BEEK

University Center/University of South Dakota
 Degree: Dental Hygiene
 Sponsoring Member: A&I Products
 Parents: Randall & Karen Van Beek

CALEB WYNIA

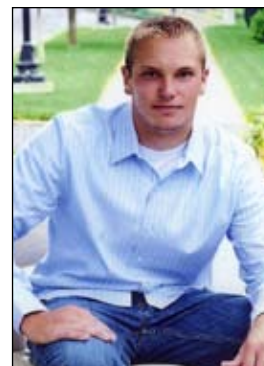
University of Sioux Falls
 Degree: Criminal Justice
 Sponsoring Member: A&I Products
 Parents: Jerrold Wynia and Rhonda Wynia



CASEY GRABOW



KAYLA VAN BEEK

KATELYN RAEANNE
ASMUS

TANNER DICKERHOFF

Wouldn't You Like To Be Published?

Wouldn't you like to say "I've been published."?

We would love to have you write an article for the Bulletin. Write a human interest story, something that's happened in your community, an experience at work that members can relate to, or maybe something you're passionate about. Not only would we like you to share your summer experiences and pictures with us, we would be glad to highlight you in one of our quarterly issues.

I keep being told by the "powers that be"....that we need more "meat" in our Bulletin. But I would like that to come from you...our members. You are the ones with expertise and experience in the "used, rebuilt and new agricultural and industrial repair parts" world...so share it with all of us. We would like to hear about you...your family...and friends.

Please send information, pictures, etc. and you and your family will be recognized in our next issue. Deadline for submission is August 31, 2015. Have a great summer!

If your article is printed (and you must send me the author's name and permission to print the article)...unless that person is you...then I will send you a \$50 gift card from Cabela's.

Be well...

Phyllis

PAST AND PRESENT GENERATIONS OF SCHOLARSHIP RECIPIENTS

Tractors are not just a business, but a way of life!

By Amber Fowler Norris

For as long as I can remember I have been involved in some aspect of the tractor business. As a young child I helped my father restore my grandfather's Ford 9N, raked hay on a tricycle Farmall and later went on to sell tractor parts in our family business.

My parents believed in teaching their children the value of hard work along with appreciation for industrialized agricultural mechanics. My father, Bill Fowler has been in the tractor business for over 45 years. During that time he bought, sold and repaired tractors. Today Bill and Karen Fowler own and operate Broke F Farm Supply and Salvage which provides new, used and rebuilt parts to the public. Broke F has been a member of NTPDA since 1992. As a child working for my parents in our family business, I can recall the sincere interest they had for helping others repair or troubleshoot their tractor problems. I quickly learned that a customer's problem became our problem, and to this day believe that is the heart and soul of what makes Broke F so successful. I was fortunate enough to be awarded the NTPDA scholarship in 1994 which helped fund my college education at Texas A&M-Commerce and Texas Tech University.

I continued working through college at Broke F Farm Supply to earn a degree in agriculture. After college I married and had two children. My husband jokingly tells others that I knew more about his tractor than he did and that's why he married me.

Today we breed and raise club lamb sheep in Northeast Texas. I have taught agricultural science for 15 years, but continued to work during the holidays and summer months at our family salvage business. Over the years, I have grown to appreciate the interaction with customers and take pride in helping get them back into the field.



Left to right - Guy Norris, Tanner, Taylor and Amber Fowler Norris.

My parents and I both wanted to see my children learn the family business and develop a strong work ethic so they did not bat an eye when my daughter Taylor asked for a job. Taylor was quick to develop a love and understanding for the agricultural industry. I take pride in knowing that working at Broke F Farm Supply and Salvage allowed Taylor to acquire an agriculture knowledge base and improve her communication skills.

This year Taylor was awarded the 2015 NTPDA scholarship. Taylor will begin college this fall judging livestock for Clarendon College in Amarillo. She will finish her education at Texas A&M College Station and major in Agribusiness. Taylor hopes to one day return to Commerce and help run the family business at Broke F Farm Supply and Salvage. Scholarship opportunities that NTPDA and salvage dealers support are essential to helping today's agricultural youth fulfill their dreams. My family is grateful to have benefited from this opportunity two fold!

RELIANCE

POWER PARTS

During 2014, Howard Enterprises made two exciting acquisitions - Tom's Agri-Diesel and Reliance Parts Corporation. These companies bring significant product, manufacturing, sourcing and customer service expertise to our organization, and we are now excited to announce the consolidation of our engine parts business!

Combining decades of excellent service, superior product quality and broad product selection, three powerhouse companies – Howard Enterprises, Reliance Parts Corporation and Tom's Agri-Diesel are now under one name: Reliance Power Parts.



INDIANA: 1.800.342.2545



NEVADA: 1.800.778.3113



IOWA: 1.800.377.1297



CYLINDER KITS
OVERHAUL KITS
ENGINE BEARINGS
GASKET SETS
CLUTCHES

FUEL SYSTEM
COOLING SYSTEM
PISTONS & RINGS
CRANKSHAFTS
CYLINDER HEADS

LONG BLOCKS
VALVE TRAIN
COMBINE PARTS
LUBRICATION SYSTEM
RADIATORS



ALLIS CHALMERS
CASE
CATERPILLAR
CUMMINS
DAVID BROWN

HESSTON
INTERNATIONAL
JOHN DEERE
KUBOTA
NAVISTAR

NEF IVECO
OLIVER
PERKINS
FORD NEW HOLLAND
MASSEY FERGUSON

A
HOWARD PERFORMANCE GROUP
COMPANY

WWW.RELIANCEPOWERPARTS.COM

Please be thinking about your donation to St. Jude Children's Hospital during our 2016 Conference and Trade Show in Kansas City. For those who participated last year - we thank you again. We raised over \$12,000 and we want to raise even more next year! Please open your hearts and give to a very worthwhile cause.



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



KADDATZ
AUCTIONEERING & FARM EQUIPMENT SALES
www.kaddatzequipment.com

AUCTIONEERING AND FARM EQUIPMENT SALES

Office: 254-582-3000

Fax: 254-582-1034

Web Page

kaddatzequipment.com

Email: akaddatz@yahoo.com

535 HCR 4223, Hillsboro, Texas 76545

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



**WENGERS
OF MYERTOWN**
Agricultural Division

Quality Used Tractor Parts



Over 9,500 tractors dismantled for parts.
More than 155,000 part numbers in stock.

1-800-451-5240

www.wengers.com

**K&M
Manufacturing**

Seats



NEW

**OEM Rear LED
Work Light Kits**



**Plug-and-Play
Wiring**

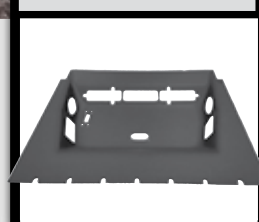
NEW

**John Deere
A/C Bezels**

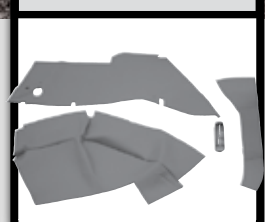


NEW

**IH 86-88 Headliner
(Plastic or Plastic w/Vinyl)**



Cab Interior



**Call for your
FREE 2015 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 | Renville, MN 56284



**SPECIALIZING IN
REPLACEMENT
PARTS FOR**

FORKLIFT

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



TRACTOR

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



INDUSTRIAL

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



TRAC-PRO®

YOUR ENGINE PARTS SOURCE:

- INDUSTRIAL
- MARINE
- TRACTOR
- COMBINE

WE ARE PROUD MEMBERS OF:



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



©TRACTO-PARTS CENTER INC.

TOLL FREE: 1-877-371-5235

FAX: 951-328-5239

SALES@TRACPRO.COM

WWW.TRACPRO.COM

AGRICULTURAL • MARINE • INDUSTRIAL • TRUCK • CONSTRUCTION



CONNECTING RODS

NEW, REMAN & GOOD USED AVAILABLE
NEW REPLACEMENT CON RODS FROM...

Case® 207D • **\$135**
Cummins® B Series • **\$55**
IH® BD154 • **\$80**
IH® DT407 • **\$138**
Perkins® 4.236 & 6.354 • **\$85**
Deere® PowerTech • **\$135**
Detroit Diesel® 60 Series • **\$145**
Komatsu® 6D105 • **\$90**



ENGINE OIL PUMPS

NEW, REMAN & GOOD USED AVAILABLE
NEW REPLACEMENT CAMSHAFTS FROM...

Case® 188D & 207D • **\$175**
Case® 401D • **\$395**
Cummins® B Series • **\$75**
Cummins® C Series • **\$175**
Deere® 4.5L & 6.8L • **\$135**
Deere® 300 Series "4-Hole" • **\$85**
IH® D310 & D358 • **\$225**
IH® D282, C291 & C301 • **\$109**



CAMSHAFTS

NEW, REMAN & GOOD USED AVAILABLE
NEW REPLACEMENT CAMSHAFTS FROM...

Allis Chalmers® D2900 & D3500 • **\$235**
Case® 188D & 207D w/Lifters • **\$195**
Case® 301D & 336D • **\$145**
Cummins® B Series • **\$125**
Deere® 300 Series 4-Cylinder • **\$159**
Deere® 4.270D • **\$185**
Deere® 6.404D & 6.466D • **\$235**
Ford® 3-Cylinder • **\$135**
Ford® 401 • **\$235**
IH® 263, 282, 291, 301 • **\$195**
IH® 414, 436, 466 • **\$195**

ENGINES

NEW, REMAN & GOOD USED
SURPLUS COMPLETES FROM...

Cat® 3306 DI • **\$11,295 Ex.**
Cummins® 4BT • **\$5,650 Ex.**
Cummins® 6BT • **\$7,885 Ex.**
SURPLUS LONG BLOCKS FROM...
Cat® 3306 DI • **\$7,985 Ex.**
Cummins® 4BT • **\$3,485 Ex.**
Cummins® 6BT • **\$4,095 Ex.**
Cummins® 6CT • **\$6,175 Ex.**

SPECIALS, NEW FROM...

Ford® Short Block • **\$2,595**
Kubota® 7.5kw Gen • **\$5,995**



NEW TURBOCHARGERS FROM...

Detroit® 12.7L • **\$710**
Detroit® 11.1L • **\$595**
Cat® 3304 • **\$600**
Cat® 3306 • **\$585**
Cat® 3406 • **\$1,065**
GM® 6.5L • **\$715**
Cummins® 6BT & 6BTA • **\$510**
Cummins® NT855 • **\$515**
Cummins® N14 • **\$645**
Case® 504BDT • **\$310**
IH® 7.6L & 9.4L • **\$335**
IH® DT466 • **\$515**

OVERHAUL KITS • CRANKSHAFTS • HEADS

HUNDREDS OF NEW, REMAN, REMACH, GOOD USED & CORE
CYLINDER HEADS AND CRANKSHAFTS AVAILABLE!

REPLACEMENT OVERHAUL KITS, CRANKSHAFTS & CYLINDER HEADS FROM...

	KITS	CRANKS	HEADS
Case® 188D	\$645 Free S&H	\$450	\$625 Ex. Loaded, Rebuilt
Case® 207D	\$685 Free S&H	\$450	\$625 Ex. Loaded, Rebuilt
Cat® 3406E	\$2,350	\$2,185	\$2,690 Ex. Loaded, Rebuilt
Cat® C15	\$2,450	\$2,185	\$2,690 Ex. Loaded, New
Cummins® 4B/BT/BTA	\$450	\$470	\$495 Loaded, New
Cummins® 6B/BT/BTA	\$575	\$465	\$495 Loaded, New
Cummins® 6C/CT/CTA	\$975	\$695	\$1,250 Loaded, New
Cummins® N14	\$1,750	\$1,850	\$365 Ex. Loaded, Reman
Detroit® 60 Series	\$1,995	\$1,895	\$1,585 Ex. Loaded, Reman
Deere® 4.219	\$695 Free S&H	\$445	\$525 Ex. Loaded, Rebuilt
Deere® 4.239 & 4039	\$695 Free S&H	\$550	\$745 Ex. Loaded, Rebuilt
Deere® 4.276	\$845 Free S&H	\$550	\$585 Ex. Loaded, Rebuilt
Deere® 4045 (4.5L)	\$845 Free S&H	\$495	\$585 Ex. Loaded, Rebuilt
Deere® 6068 (6.8L)	\$1,050 Free S&H	\$675	\$985 Ex. Loaded, Rebuilt
Deere® 6081 (8.1L)	\$1,895 Free S&H	\$1,895	\$1,585 Ex. Loaded, Rebuilt
IH® D239	\$540	\$435	\$845 Ex. Loaded, Rebuilt
Komatsu® 6D95	\$890	\$680	Call For Pricing
Komatsu® 6D125	\$1,295	\$1,250	\$710 Ex. Bare, New



NEW REPLACEMENTS FROM...

"Engineered to be equal to or better than OEM"

Allis Chalmers® B & C • **\$185**
Allis Chalmers® CA • **\$185**
Allis Chalmers® WC • **\$195**
Allis Chalmers® WD • **\$195**
Allis Chalmers® WD45 • **\$195**
Case/IH® 66-86 Series • **\$495**
Case® 570LX2 • **\$475**
Case® 580 & 590SL • **\$475**
Farmall® H • **\$315**
Farmall® M & MD • **\$350**
Farmall® Super M • **\$350**
Ford® 2000 & 3000 • **\$210**
Ford® 4000 • **\$210**
Ford® 2N, 8N, 9N • **\$195**
Ford® 5000, 6600 • **\$245**
Ford® 600, 700 & 800 • **\$185**
Ford® 900 & 2000 • **\$185**
IH® 460 & 560 • **\$425**
IH® 656, 706 & 756 • **\$475**
IH® 806, 826 & 856 • **\$465**
IH® 1256 & 1456 • **\$465**
IH® A, B & Super A • **\$295**
Deere® 3020 • **\$325**
Deere® 4000, 4020 • **\$445**
Deere® 4430 • **\$595**
Deere® 4440 • **\$750**

RE ENGINE
YOUR ENGINE PARTS EXPERTS!

800.828.6943
WWW.DIESELCRANKS.COM



**ACCREDITED
BUSINESS**

NTPD
ASSOCIATION
www.NTPDA.com



Advertising Your Product's **Emotion**

by Michael Libbie

I'm an advertising guy. Our goal is to create messages, images, videos, audio and more that drive consumers to our clients' products and services. We create desire...it's what we do. It is our craft. We're not guessing.

So, we create advertising that is effective. And if you are creating your own advertising messages you should focus on effective messaging.

Here is a tip:

Emotional advertising is more effective than "fact-based" creative. Why? No matter what you are selling; people still (and I know this is wacky talk) buy from people. And because that's still the way we conduct our business, building on those relationships by using emotion works...every time.

It's how you build the creative that is important.

If your business is focused on how technologically superior your product is, or if you are dealing in a commodity such as agricultural/construction parts, the marketing will often focus on the hard-core nuts and bolts of your "Frapinstat" and not on the human outcomes of actually using it.

Yet your "Frapinstat" might change lives, might save lives, might make work easier, might change the way people live, might alter production, might save money so that going about life is easier.

Get it?

And, this doesn't mean you scrap all the "high-tech" jargon but you should use a mix that is effective. It doesn't mean your message has to be tearful or sappy but it should move something in the viewer that connects with the human vs. the cold, hard facts of why you think your company/product is...superior.

Hope that helps and thanks for reading!

One more thing...want to see how Whirlpool made cold hard steel...emotional? The result was a 6.6% increase in sales which, in this crowded market, is huge. Use your smartphone and QR Code Reader to watch this video or head to YouTube and search for Whirlpool Every Day Care.





SERVICE. POWER. PARTNERSHIP.

Original supplier for:
Case IH, Claas, Daimler-Benz, Fahr, New Holland, JCB, John Deere, Lamborghini, Landini, Laverda, Massey Ferguson, Renault, Same, Ursus, Valmet, Zetor, and more.

Contact us today to obtain an OE LUK clutch from your Authorized Distributor - NACD. Our friendly and knowledgeable staff is ready to help you today.

Toll Free (800) 354-3031
Fax (815) 282-9160

www.naclutch.com



ENDURANCE

POWER PRODUCTS, INC.

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

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



Endurance Power Products
(800) 467-5545

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

6200 Arbor Road
Lincoln, NE 68517
Website: www.endurancepower.com

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



TCM Inc.

Remanufactured Clutch Specialists

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



TCM Inc.
(800) 447-2161

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

106 E Main St
Stacyville, IA 50476

- Large inventory
- Parts Professionals
- Dedicated Service

TEKYO

Agricultural Tractor Parts

Tie Rods, Tie Rod End, Drag Link, Rack End

cars

ATV

Forklift

Tractor

Taiwan Dihshiang Ent Co., Ltd

www.dihshiang.com.tw

No.19 Lane 313 Sec 5 Changping Road

Shenkang Taichung 42944 Taiwan

Tel : + 886-4-25611921

Fax : + 886-4-25611920

sales@dihshiang.com.tw

wholesale distributors wanted



JOHN DEERE



WORLD'S FINEST MANUALS!

Best Content

Factory Service, Parts,
Operator's including
Technical Bulletins
& Value Added
Content.

Best Binding

Comb Binding is
strongest and lays
flat on bench, no
need for that wrench
to hold it open!

Best Service

25 years of
providing high
quality manuals
means we know
how to do it right!

Boost Sales with the Perfect Related Product...

Become a Jensales Dealer Today!

- ♦ Drop Ship Program and Volume Discounts
- ♦ 16,000 Titles in Stock
- ♦ Data Files and Images available for website/catalog presentation



Manchester, Minnesota

Contact:

tim@jensales.com or 800-443-0625



We have manuals for nearly every make: Adams Allis Chalmers Austin Western Avery Bantam Crane Bobcat Bucyrus Erie Case Case David Brown David Bradley Case-IH Caterpillar Clark Cletrac Cockshutt Continental Engines Deutz & Deutz Allis Ditch Witch Engines (Hit & Miss) Euclid Farmall IHC MC Deering Ferguson (Little Fergie) Fiat (Hesston) Ford Fordson Galion Gehl Graham Bradley Gravely Hart Parr Hercules Engines Hesston Hough Ingram Road Roller John Deere Komatsu Kubota LeTourneau Link Belt Speeder Leyland Long Lorain Cranes Magnetos Massey Ferguson Massey Harris McCormick Deering Michigan Minneapolis Moline Mitsubishi (Nuffield) New Holland Equipment & Tractors New Idea Oliver Oliver Cletrac Owatonna (Mustang) Rumely Same Satoh Sheppard Stieger Twin City Versatile White just to name a few!

ALL STATES AG PARTS



7 GIANT SALVAGE YARDS TO SERVE YOU!

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



Downing, WI
877-530-1010



Black Creek, WI
877-530-2010



Ft. Atkinson, IA
877-530-3010



Salem, SD
877-530-4010



Bridgeport, NE
877-530-5010



Hendricks, MN
877-530-6620



Sikeston, MO
877-530-7720

**NEW, USED
& REBUILT**

877-530-4430

www.TractorPartsASAP.com

**ALL MAKES
& MODELS**



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

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 ◀

Agricultural Equipment ■ Construction Equipment ■ Trucks ■ Trailers ■ Attachments

ONLINE AUCTIONS

Get Everything You Need At

AuctionTime.com

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

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

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

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

No Buyers' Fees!



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

(800) 334-7443 www.AuctionTime.com



DON'T PANIC!

By Michael R. James

Don't Panic, June 1, 2015 is the next deadline in a series of deadlines as the world changes from MSDS to the new Safety Data Sheet. Beginning June 1, 2015 the manufacturers must start providing the New Safety Data Sheets for all shipments of hazardous chemicals to the downstream customer.

When the Hazard Communication Standard (HCS) was published some years ago, it included the requirement for the new GHS (Global Harmonization Standard) format we will all come to know as SDS to be shipped with the chemical.

I talked with one of my fellow safety buddies today and so far neither of us has seen the new SDS shipped with a chemical. If you are getting them already, please send a few in to let us know the system is working or not.

What does this mean to you the employer of folks that use those chemicals?

OSHA states that all employers must make available to employees the most recent MSDS or SDS for each hazardous chemical in the workplace, regardless of the format. If you do not have either the MSDS or the SDS at this time, you should be concerned and should be taking corrective action to get them in place at your facility. Many of you have already heard me say, don't wait for somebody else to do this for you. Pull out your Chemical List and contact each of the manufacturers for the SDS. If you are not sure what the Chemical List should look like, read next month's Environmental Guyde newsletter and we will show you.

However, OSHA says it will not be issuing citations for maintenance of MSDSs when SDSs have not yet been received. Employers may, but are not required to, contact manufacturers of distributors of products they have previously ordered to request new SDSs, and the SDSs must be provided. Folks, I personally believe the only way to make sure this is done is for you to actively pursue the information from the vendors. Ultimately it is my intention that James Environmental will put together a composite of the most common SDS you will need and then you will have a reliable source to start your search.

Where an employer is maintaining MSDSs in addition to SDSs, the employer's Hazard Communication program and information and training program must reflect this. This ensures that employees are aware of potential differences between MSDSs and SDSs and how to utilize both the MSDSs and SDSs. What this says is that both of us have some work to do to make sure your HazCom Program is accurate and reflects what you have, even if it is a blended SDS and MSDS program.

By the time we get to June 2016, you will have to have all of these SDS in your book on the wall and available for use by your employees. So, start now. For those we are working safety programs with collectively we must start rewriting your HazCom Written Plan to reflect all of this.

Don't Wait, Start Today

www.SteinerTractor.com



**FREE
SHIPPING
EVERY THURSDAY**

Not set up as a dealer? Call and ask for Tricia.
1-800-234-3280 phone • 1-800-854-1373 fax

Enjoy free shipping every Thursday
from now through November 19, 2015.
Qualifying wholesale orders must be
\$250.00 or more and placed on a
Thursday. Exclusions apply.



NTPDA

P.O. Box 1181
Gainesville, TX 76241

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

RETURN SERVICE REQUESTED

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- 8000 Series Cab Top**

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

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

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