



# ***BULLETIN***

## **NATIONAL TRACTOR PARTS DEALER ASSOCIATION**

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

WINTER 2015

VOL. 25, NO. 4

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## INSIDE

WINTER 2015 • VOL. 25, NO. 4

President's Pen .....	3
Message From Phyllis .....	4
Board Nominations.....	6
Program At A Glance.....	8
Marketing Masters Boot Camp .....	9
St. Jude .....	11
You Can't Build A Business on Your Couch .....	12
<i>by Michael Libbie</i>	
What's Happened To The Scrap Metal Market .....	14
<i>by Tom Winkleblack</i>	
Speakers and Training .....	16
2016 Conference and Trade Show	
Dirt.....	19
<i>by Dave Weller</i>	
SuperShuttle .....	21
General Information.....	21
2016 Conference & Trade Show Attendees .....	23
Alvin Kaddatz, TAA Auctioneer Champion .....	28
Thank You Advertisers.....	31



## BULLETIN

PHYLLIS COX, Editor

#### NTPDA

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

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### *This Is It*

It feels like I've been your President forever..... and yet it went so fast. My term is up in January and basically all I have to hang on to when my term is up is the answer to this question: "Did I leave the Association in better shape than it was when I was elected to the position?" Let's talk about that, cuz I'm a pretty objective person and I can definitely handle the truth.



**Jeff Griggs - President**

In some ways, I think that overall I am leaving things better than they were (and that absolutely is not a knock on Carl or any previous Prez, by the way!). I think my biggest accomplishment (along with the Board's) was bringing more and better benefits to the membership. Folks – we have some world class benefits that so much more than pay for themselves, and I really feel good about enhancing / expanding that list. Also, I think the conference and trade show is better overall. Seriously, if I go strictly by the content of the three or four days we meet every year, well that, my friends, is a win.

But I also told you I'm objective....and by that I mean objective of myself. Where I think I've fallen short as the NTPDA President is that I truly thought we could attract new members to join, or at the very least get former members to come back. Yep, on that front I fell short and I'm not happy about it! Tried like hell, but nope – didn't happen.

OK, so this really is it. As I close my term out, I want to publicly thank some key people. I really have had excellent board members and officers to work with. I really appreciate those of you who took time to serve on the Board

of Directors – and as I said when we closed every meeting: "Thanks for your commitment to the association".


I lean on Tom Winkleblack a lot and I have really appreciated our many discussions over the years..... and some were even NTPDA related! Thanks Tom. We put together a "Membership Committee" that has done outstanding work behind the scenes to enhance the trade show experience, so thanks to Steve Haas, Michael Libbie, Tom Winkleblack, Shawn Archie and Doug Swanson for helping out with that process – which ended up being some truly game-changing sessions. And then there's Phyllis and Kim – what a handful they are!

You know I'm kidding, right? Anyway, I will tell you that if you ever want to understand the value of what we have as an organization.....when it comes to ORGANIZATION; well just attend another association's get together. I will challenge you to find a better run conference and trade show than ours. Seriously. Ladies – I appreciate you and what you do beyond what you can imagine.

Last thing – thanks to my boss, ASAP owner / CEO John Dyke, who has allowed me the time to work on NTPDA stuff while he pays me to do my real job. That was important and you all need to know that he allowed me that time.

I look forward to seeing everybody in Kansas City. We've got a great program in store for you all. Thanks again for the support over the years.....best of luck to Mr. Doug Swanson as he takes the reigns, and I will close by saying that I have been honored to be your President!

Regards,  
Jeff



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# Message from Phyllis



Is it really time for Christmas?  
You sure couldn't tell it by the  
weather where I live in Texas.  
This week the high was 83  
degrees...makes for an  
interesting holiday season.  
And I know this is such a  
busy time for everyone...  
Christmas then the New  
Year. Then following  
all the festivities we

will be seeing one another in Kansas City for our 32nd Annual Conference and Trade Show. The Board of Directors and Staff have been working hard all year to bring you another informational packed week of speakers, trainings and networking opportunities. Please check out Page 8 for our updated Program at a Glance. This Show Issue of the Bulletin should answer all of your trade show questions. But if it doesn't please contact me at phyllis@ntpda.com or 940-668-0900. Looking forward to seeing many of you in KC!

Now...I want to take a few minutes to thank a very special person...our very own out-going President - Jeff Griggs! Jeff has been our President for 5 years and he's done an amazing job. Always willing to go that extra mile for our Association. I know you will want to take the opportunity to thank him when we're in KC.

Another board member we will unfortunately be losing is Glen Leaders...his two terms are up. Glen has been on the board off and on (more on than off) since I came to work for NTPDA almost 20 years ago. He's has worked hard for the Association and worn many hats. He and Jackie have also been good friends and he will be missed on the board. But I know he will continue to support YOUR Association. Thanks, Glen!!!

Please remember that we will be raising money for OUR charity - St. Jude Children's Hospital. We're going to be raffling off another YETI cooler along with some other great items so please come with an open wallet and an

open heart. And because our auction on Friday night was such a huge success in raising some extra money for St. Jude that we are asking attendees to bring an item to auction on Friday evening following our dinner. Big or small...doesn't matter. Use your imagination and let's have a great evening!

Wishing all of you a very Merry Christmas, Happy Holidays and a wonderful New Year!

*Phyllis*



Pictured above a not so happy Caroline and her new baby brother, Paul. AKA Phyllis' grandchildren! Not all of us are crazy about Santa!!!

Merry Christmas and Happy New  
Year.  
Phyllis & Kim



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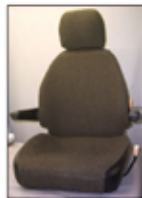
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## NATIONAL TRACTOR PARTS DEALER ASSOCIATION

*“Used, Rebuilt and New Agricultural and Industrial Repair Parts”*

TO: NTPDA Members  
FROM: Nominating Committee  
RE: 2016 Board Nominations  
DATE: December 9, 2015

The NTPDA Nominating Committee would like to present nominations for the 2016 Board of Directors, including President, Vice President, Secretary and Treasurer. This is our present slate of nominees for NTPDA Officers, Board of Directors and Associate Directors. Please be advised that we will continue to accept nominations and will accept floor nominations. The election will be held during our annual business meeting on Friday, January 22, 2016 at our 32nd Annual Conference & Trade Show being held in Kansas City.

### **OFFICERS**

President: Doug Swanson, Abilene Machine, Inc., Abilene, KS  
Vice President: Scott Schelling, Rock Valley Tractor Parts, Rock Valley, IA  
Secretary: Kathie Witte, Gap Tractor Parts, Inc., Cranfills Gap, TX  
Treasurer: Tom Winkleblack, Schaefer Enterprises, Wolf Lake, IL

### **BOARD OF DIRECTORS (4 open positions)**

Matt Pohronezny – Wengers of Myerstown, Myerstown, PA  
Lon Sturgeon – Sturgeon’s Corner, LLC, Meno, OK  
Trey Russell, Russells Tractor Parts, Scottsboro, AL  
Gary Bennett, Bennett Tractor Parts, Aubrey, AR

### **ASSOCIATE DIRECTOR (1 open position)**

Lance Hamilton – Mylex International, Inc., Mendenhall, MS

To nominate someone or if you would like to run for a board position, please contact the office or one of our Executive Committee Members: Jeff Griggs, Doug Swanson, Tom Winkleblack or Kathie Witte.

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NATIONAL TRACTOR PARTS DEALER ASSOCIATION  
32<sup>nd</sup> ANNUAL CONFERENCE & TRADE SHOW  
Sheraton/Kansas City/Downtown/Crown Center  
January 20-23, 2016

Wednesday, January 20, 2016\*

2:00 p.m. – 5 p.m.      Displayers early set-up – Gillham Hall  
6:30 p.m.                “Early Arrival Party” – Let’s “Tie One On”\*  
                                 Speaker – Danny Byer – Networking 101 – Union Station

**\*Please NOTE there is NO Early Registration on Wednesday. Please register on Thursday morning beginning at 8:00 a.m.**

Thursday, January 21, 2016

7:00 a.m.                Displayers complete set-up. Must be completed by 3 p.m. – Gillham Hall  
8:00 a.m. - !2 Noon      Registration – Outside Gillham Hall  
8:30 a.m. – 9:30 a.m.    “Sandhills Cloud” – TractorHouse – Greg Loseke – Empire Room  
9:30 a.m. – 10:00 a.m.   Break  
10:00 a.m. – 11:30 a.m. “OSHA Audits, Before, During, After” – James Environmental – Mike James  
Noon                      Lunch – On Your Own  
1:00 p.m. – 5:00 p.m.    Registration – Outside Gillham Hall  
1:00 p.m. – 2:00 p.m.    Marketing Masters Boot Camp: The Magic Message  
2:00 p.m. – 3:00 p.m.    Marketing Masters Boot Camp: More Through the Door  
3:00 p.m. – 3:15 p.m.    Break  
3:15 p.m. – 4:15 p.m.    Marketing Masters Boot Camp: Counter Intelligence  
4:15 p.m. – 5:15 p.m.    Marketing Masters Boot Camp: Back-Ending Your Business Offering  
6:00 p.m. – 8:00 p.m.    “Welcome to Kansas City” – Reception/Opening of Trade Show/Gillham Hall  
7:00 p.m. – 8:00 p.m.    **NTPDA Marketplace I** – Regular members meet in small groups for potential business opportunities with exhibitors. (Details to follow.)

Friday, January 22, 2016

8:00 a.m. – 9:00 a.m.    Networking – “Coffee & Conversation” – Spend some time one on one with your  
  
                                 NTPDA friends and colleagues. Gillham Hall – Continental Breakfast served.  
9:00 a.m. – 11:00 a.m.    Registration - Outside Gillham Hall  
9:00 a.m.                Trade Show Opens – Gillham Hall  
10:00 a.m. – 11:00 a.m. **NTPDA Marketplace II**  
11:00 a.m. – 12 Noon    General Session/Election of Officers – Gillham Hall – All members please attend.  
12 Noon                Lunch/Trade Show Area  
1:30 p.m. – 3:00 p.m.    **NTPDA Marketplace III**  
3:30 p.m. – 4:00 p.m.    Displayers Meeting – Trade Show Area – Board members please attend.  
4:00 p.m.                Trade Show Closes  
7:00 p.m.                Cocktails/Dinner/Entertainment – Empire Room

**\*Mr. Byer has a propensity for ties. Let’s make him feel welcome! Wear a tie – get a prize!!!!**

# MARKETING MASTERS BOOT CAMP



Here's what you'll learn when you attend Marketing Masters Boot Camp. This is an overall package and, to get the most out of the sessions, please attend them all.

## 1st hour – **THE MAGIC MESSAGE**

In this session your instructors will introduce the entire program and challenge you to identify your Key Marketing Messages. They will help you identify how your business is unique and how it fills a specific void within the marketplace.

When the session is complete you'll have a sixty second elevator speech and crystallized marketing message that can be utilized in all of your oral and written communications. This message will be the foundation of the four module program and can be leveraged throughout your traditional and online marketing efforts.

## 2nd hour – **MORE THROUGH THE DOOR**

The second module focuses on traffic building techniques... your instructors will help you evaluate your current "marketing mix" and help you arrive at more refined methods of approach.

When the session is complete you will have a synergistically-integrated marketing plan that you can implement with AVAILABLE RESOURCES and key metrics for measurement to ensure optimum impact.

## 3rd hour – **COUNTER INTELLIGENCE**

In the third session, you'll be challenged to look at every aspect of your sales program from selection, to your compensation, to your training and motivation...

When this session comes to completion, you'll have a firm grasp of what you need to do to make your sales pros more effective and key metrics for measurement to hold them accountable to their goals.

## 4th hour–**BACK-ENDING YOUR BUSINESS OFFERING.**

In the fourth and final session, you'll be challenged to evaluate our business offering and determine what additional products and/or services you might provide to your customers.

When it's all said and done, you'll have a clear understanding of how you can "back-end" your business offering and implement up-selling, cross-selling and re-selling techniques that will help increase your average "ticket" and lock your customers down for life.

## **A BIT MORE ABOUT YOUR INSTRUCTORS**

### **Michael Libbie**

is the founder of Insight Marketing and Communications

### **Elsom Eldridge Jr.**

is the founder of the Retail Sales Institute

### **Steven P. Haas**

is the Director of Business Development for the SAV Transportation Group.

These three professionals have over 100 years combined sales and marketing experience. They have worked with banks, chambers of commerce, tribal councils, trade associations, governmental agencies, economic development groups and educational institutions on both a national and international level. They have served a variety of noteworthy clients including Nestles, Radio Shack, Paramount Pictures and Treasure Island Casino and have inspired, motivated (and educated) over a quarter million seminar participants throughout their combined careers. Together, they possess a unique combination of competence, excellence and experience that makes them the perfect team to challenge you in the ongoing development of your business.

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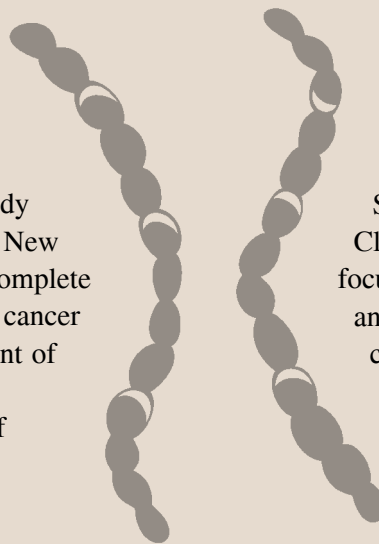
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## New study suggests more than 8 percent of children with cancer have genetic predisposition

New research from the St. Jude Children's Research Hospital –Washington University Pediatric Cancer Genome Project found that 8.5 percent of patients studied had genetic mutations that increased their risk of developing childhood cancer. This study – published in the Nov. 19 issue of the New England Journal of Medicine – is the most complete analysis to date of how genes associated with cancer predisposition contribute to the development of childhood cancer.

The study revealed that more than half of the children who have such mutations had no family history of cancer. This research supports the idea that genomic sequencing might be warranted for all pediatric cancer patients. This paper marks an important turning point in the world's



understanding of pediatric cancer risk and will likely change how patients are evaluated.

St. Jude is uniquely qualified to offer a comprehensive genetic evaluation to cancer patients through its St. Jude Hereditary Cancer Predisposition Clinic – one of the few programs in the world focused on assessing and managing children and families with a known or suspected cancer predisposition. St. Jude has also recently opened a clinical research study that offers comprehensive genomic sequencing to all eligible patients.

We could not provide this kind of pioneering research or cutting-edge care without the support of friends like you. Thank you for all that you do

for the kids of St. Jude.

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.



# You Can't Build A Business on Your Couch



Coming up in Kansas City you're going to receive REAL VALUE for your Membership in NTPDA

and REAL VALUE with the Marketing Masters Bootcamp. So, why is this different and what can you expect?

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Drive potential customers using a purpose driven marketing mix;

Improve existing sales techniques that convert lookers into buyers;

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Extract more revenue from each of your existing customers.

---

There it is; three things you'll learn to do during the Marketing Masters Bootcamp in Kansas City in January. A program that sells for \$500 per person at seminars across the nation...yours FREE with your registration to NTPDA16.

You can stay home and do the same old thing that boosts sales by (maybe) six to eight percent or you can come and learn proven methods that can, if you work it, boost your bottom line by thirty to fifty percent.

It's your call.



Michael Libbie is a long-time member of the association and the owner of Insight Advertising, Marketing & Communications the advertising agency of record for the NTPDA.



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# What's Happened to the Market?

By Tom Winkleblack

Everyone involved in the equipment salvage business has noticed a very significant reduction in the value of scrap iron, one of our major by-products. Metal prices have been steadily falling since the United States-spawned financial crisis of 2008 as worldwide industrial output slows, currency exchange rates fluctuate, and speculators turn to real estate and the stock market for a better return on their investment.

Before the recession started in 2008, scrap iron fetched nearly \$600 a ton and was back up to \$468 a ton in early 2012. According to Raw Material Data Aggregation Service (RMDAS) participants actual order data submitted and processed by Management Science Associates (MSA) as of the 20th of each respective "buy month" No. 1 Heavy Melt Steel was worth \$343 per gross ton on October 2014. One year later the same commodity was quoted at \$164 per gross ton (52% decline in 12 months) or from \$.156 per pound to \$.075 per pound.

Copper peaked in 2011 at \$4.41 a pound and dropped from \$3.12 a pound in September 2014 to \$2.37 a pound September 2015 according to "Construction & Demolition Recycling" November/December 2015.

American Metals Market has been the metal pricing authority since 1882. Their reporters gather information by communicating via telephone or e-mail with a broad sample of market participants closely or specifically involved in the buying and selling of the metal of interest. All the relevant pricing details are then entered into their data base and are subject to peer review. Independent, fair and representative price assessments on the metals market are produced on a periodic basis, most often daily, weekly and monthly per <http://www.amm.com>.

AMM is impartial and has no financial or other interest in the level or direction of the index, and does not pay any market player to participate in its creation.

As scrap prices fluctuate wildly, market players in the U.S., the world's largest exporter of the key raw material, are searching for ways to mitigate their risk. One such vehicle is a futures contract from CME Group that is listed on the New York Mercantile Exchange (NYMEX) and is financially settled against AMM's Midwest Ferrous Scrap Index for No. 1 busheling, which is based on tonnage-weighted transaction data.

Over the last five to ten years many have declared that the high demand for raw materials from the industrial-hungry Chinese have driven the price so high and caused the relative instability in the market.

United Scrap CEO Marsha Selin says, "China sneezes and the market goes down." The price of scrap iron overall fell about 20 to 25 percent over the course of 2014 because of slower economic growth overseas and the strengthening dollar.

The United States, the largest scrap exporter, exported 15.3 million tons, representing 30% of global trade according to Shelley Goldberg's article "One Man's Scrap Is Another Man's Treasure" for the Wall Street Daily. Scrap is an important additive to steel that makes up 10% to 20% of the total raw material mix and 70% of steel production costs.

Turkey, the world's largest importer of scrap, imported over 19 million tons of scrap in 2014, the equivalent of 19% of the global scrap trade according to the London Metal Exchange (LME). I find this interesting as international political discussions always revolve around India and China having populations exceeding a billion people each and yet Turkey is the number one importer?

The biggest factor driving scrap's volatility is currencies, as 50% of scrap trade is sourced from six different countries and priced across four different major currencies; specifically the U.S. dollar, euro, British pound, and the Russian ruble. On November 30, 2015 Christine Lagarde, the managing director of the International Monetary Fund, announced that the Chinese renminbi (also known as the yuan) has been designated as one of the world's elite currencies joining four other currencies; the dollar, the euro, the pound and the yen.

Going forward, China will have a major impact on the scrap market. China produces about 50% of global steel, while its share of scrap in blast furnaces is as low as 8% (compared to 15% to 20% in other countries). Even though their industrial production may have down-shifted, China is being encouraged to consume scrap for environmental reasons.

During our current financial debacle too many people have seen their retirement accounts and real estate investments porpoise up and down like dolphins and some have been taunted to enter the "safe and stable" gold market. High gold prices reflect speculation and no positive correlation to market demand. It is claimed that computer manufacturers use far less precious metal in their motherboards than a few years earlier. Two investment gurus that I have followed over the years, Warren Buffet and Don Reynolds, have stated that they have never had gold in their portfolio! Hummm?

Two potential bright spots in a bottoming scrap market might be that as prices plummet, so will the incentive to steal it and some complete machines with usable life yet will be resurrected instead of being sold for scrap.

In conclusion, scrap metal is an important commodity whose value fluctuates in a free market as supply and demand moderate the extremes and risk may be mitigated by utilizing futures contracts.

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## Speakers/Trainings

**Wednesday, January 20**

### **NETWORKING 101**

*Presented by Danny Byer*

6:30 p.m. - Union Station

This fun and interactive seminar will show how easy it is to network no matter how comfortable, or uncomfortable, you are with it. Learn how to get through boring small talk and build relationships that will result in both professional and personal success. Find out how easy it is to get out of bad conversations. Networking is easier than you think!

**Thursday, January 21**

### **SANDHILLS CLOUD**

*Presented by Greg Loseke - TractorHouse*

8:30 a.m. - 9:30 a.m.

Learn about our new interface for our hosted business tools, the Sandhills Cloud. The system features quick, easy access to many of the business tools and resources that have served our customers for decades. Also get an early look at how we are expanding our Inventory Management there to make it much more feature rich, user friendly, and accessible on mobile devices.

### **OSHA AUDITS, BEFORE, DURING, AFTER**

*Presented by Mike James - James Environmental*

10:00 a.m. - 11:30 a.m.

Utilizing current OSHA Audit interactions with Recycler across the country and my own 40 years of experience dealing with OSHA on probably 15 different OSHA Audits and providing information on the November 2015 change in how OSHA calculates penalties Mike will bring a current perspective to what is happening between industry and OSHA.

### **MARKETING MASTERS BOOT CAMP**

*Presented by Elsom Eldridge, Michael Libbie, and Steven Haas*

1:00 p.m. - 2:00 p.m.

The Magic Message

2:00 p.m. - 3:00 p.m.

More Through the Door

3:15 p.m. - 4:15 p.m.

Counter Intelligence

4:15 p.m. - 5:15 p.m.

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Deadline for submission is February 28, 2016.

We would love to publish YOU!

*David Weller of Weller Tractor Salvage, Inc., Great Bend KS will receive a \$50 gift card from Cabela's for his article entitled "Dirt" (page 18).*

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by Dave Weller

dirt (dûrt) n. 1. Earth or soil 2. a. Filthy or soiling substance, such as mud or dust. b. Excrement. 3. A squalid or filthy condition. 4. One that is mean, contemptible or vile. 5. a. Obscene language or subject matter. b. Malicious or scandalous gossip. c. Information that embarrasses or accuses. 6. Behavior or practice; corruption. 7. Material, such as gravel or slag, from which metal is extracted in mining.

Definitions of dirt evoke harsh images of filth, decay or general nastiness.

But dirt is dollars to a contractor or a farmer. They see it as a material to be dug, scraped, graded, stabilized, moved, augered, drilled, compacted, plowed, pushed, dozed, piled, or any one of a thousand other things.

To a farmer the condition of his dirt (which he likes to call soil) is his utmost concern. Dirt is where fruits, vegetables and grain are grown. Grass grows in dirt. Livestock eats grass. We eat livestock. Bad dirt equals bad crops. Good dirt means good crops and the chance to buy a new combine! Bad dirt means sticking it out with the 25-year-old Gleaner Combine for another year. Good dirt means your banker and your spouse are happy.

To a contractor, dirt is why the machines keep rolling. Like the eskimos, who have hundreds of different words for snow, the dirt contractor has many words for dirt:

**Sandy Dirt.** Some dirt has more sand than other dirt. It's easy to move, but hard on the components that contact it. Abrasive wear due to running in sandy soil is a frequent cause of early undercarriage destruction.

**Rubber Dirt.** Other dirt has no sand content at all. One of my good friends in soil conservation calls that dirt "rubber." Working it is like trying to move rubber around. It takes patience and skill to get unruly dirt to do what you want.

**Wet Dirt.** When dirt becomes wet it changes. Like some Mr. Wizard experiment gone horribly awry; nice, even tempered dirt that was doing just as you asked one day becomes an evil, soulless thing when moistened. You can't walk on it. Instead you sink into it. Machines get mired and stuck. Tempers flare, deadlines pass. And after much

wishing, cussing and irascibility the rain stops and the dirt dries out. (Careful what you wish for!)

**Cement.** Dirt gets really hard when the mud dries. Instead of grading, your graders are moving large chunks of what appears to be cement. The smooth surface you were crafting becomes a cratered, pock-marked mess.

**Dust.** Dry dirt is as cantankerous as wet dirt. Out come the water wagons to settle the dust. Dust is airborne dirt that gets in everything. It clogs air filters, sinuses and eyeballs. When you sweat, balls of mud flow. Dust gets in your hair (provided you have any left), your eyes, your mouth, and your ears. It seems to invade your pores. Add a little wind and suddenly the job deadline that looked like a sure thing fades like the sun behind a cloud of dust.

**Frozen Dirt.** Those of you down south may not appreciate this, but in the winter here in Kansas, dirt freezes. Solid. Out come the rippers, the scarifiers, the dynamite. Frozen dirt does not move well. It comes out in chunks and hunks. And as it's moved it begins to transform. It becomes mud or RUBBER - half frozen gunk that sticks to everything it touches.

But dirt is what keeps the contractor and the farmer coming back for more. There is immense satisfaction in seeing a flat expanse of dirt turned into a pond, a swimming pool, a basement, or a compacted grade for a roadway. Or rough, uneven ground turned smooth as silk by the loving touch of a 12 G grader. Or stalks of corns turned under by a disc. Or a perfectly plowed field. We change the earth with our machines, And as long as men and women have their machines and a vision of what can be, there will be plenty of dirt to move and shape into something different. And better.

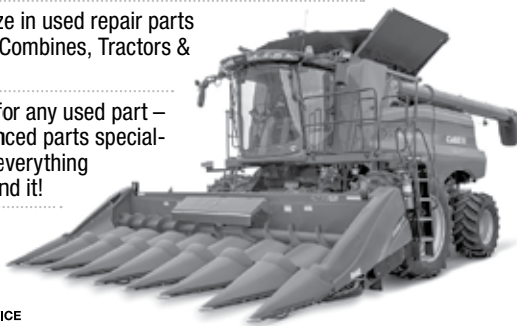
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Mikes's title?? - OSHA...?? (sorry...don't have it in front of me!)

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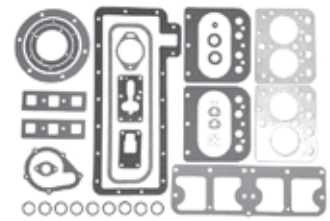
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# Alvin Kaddatz



## TAA Senior Auctioneer Champion of 2015

Alvin Kaddatz has a long list of credentials and needed one more to add! He is a TAA Hall of Fame member, TAA Leadership Award Recipient 2009, Past TAA Board of Director, FCAI Chaplain, NAA member, member of the following: National Tractor Parts Dealer Assn. (NTPDA), the Western Equipment Dealers Assn., Texas SW Cattle Raisers Assn., Texas Farm Bureau, Family Research Council, American Family Assn., Certified Appraisers Guild of America (CAGA), and has been a Deacon at his church for 10 years.

A few years after graduating from Texas A&M University and working at a dairy co-op and in the oilfield business, Alvin returned to the family business, Kaddatz Auctioneering and Farm Equipment Sales and graduated from Missouri Auction School in 1983. Currently he owns a successful company that consists not only of auctioneering but also appraisals, agricultural equipment sales, agricultural parts and salvage sales, ranching, and farming. By farming, he still farms almost 1000 acres, so his extended business of implements, tractors and aftermarket parts is based on experience.

Alvin's oldest, Travis Kaddatz, is also an accomplished auctioneer and current member of the TAA Board. His grandson, Carson, age 14, seems to be following in the footsteps of two generations selling an item or two at the TAA Fun Auctions. Alvin's youngest son David, also works at the business and does setup and clerking for the auctions in addition to being a fireman and paramedic.

The Kaddatz family exudes dedication and strong family values. Alvin was proud that he and his wife, Brenda, toured the Holy Land in Israel in 2015.

Winning TAA Senior Auctioneer Champion of 2015 now adds to his long list of accomplishments. Congratulations Alvin!



Alvin Kaddatz - Also pictured is Kate Phillips - Champion Ring & Rookie 2015 & Logan Thomas- Champion Auctioneer 2015.

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*"But they that wait upon the Lord shall renew their strength; they shall mount up with wings as eagles; they shall run, and not be weary; and they shall walk, and not faint."*

*Isaiah 40:31*

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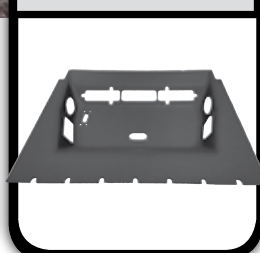
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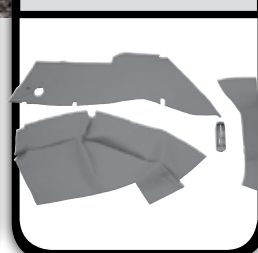


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