

The Bulletin

National Tractor Parts Dealer Association

- Member News
- Retirement “To Do List”
- Norfolk Photos





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INSIDE

	Page
PRESIDENT'S PEN	3
STAFF NOTES	5
RETIREMENT "TO-DO LIST"	7
<i>Craig Shaver</i>	
DID YOU KNOW?	9
MEMBER NEWS.....	10
NORFOLK FUN!	12
LET'S EAT	15
ORLANDO NEXT!	18-19
ADVERTISING/MARKETING TIP	21
<i>Casey Minzenberger</i>	
NEED SHIRTS!	22
GREASY GIRL	25
<i>Terri Stevens</i>	
THANK YOU ADVERTISERS.....	28

NTPD
— ASSOCIATION —
BULLETIN
MICHAEL LIBBIE, Editor

Articles, letters, advertisements and
comments are encouraged. Send to:

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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.

From the President's Pen ... 

Here we go again ... *Are you ready?*

Harvest time! As the fall harvest season approaches, farmers are gearing up for one of the busiest and most critical times of the year. For tractor parts suppliers and businesses, this presents an essential opportunity to ensure their customers' equipment is ready for optimal performance. A well-thought-out business plan can be the difference between seamless service and missed sales during this high-demand period. Are you ready?

Thank you to those of you who joined us in Norfolk for the Summer Mixer. What a city! I've had a crazy summer and it was a much needed break. We had a

great time checking out the city and planning for the future. Kim will cover this in more detail but Orlando is shaping up to be a great trip.

Hope you have a great harvest season. Go reap your rewards!!

See you soon!

Trey



President Trey



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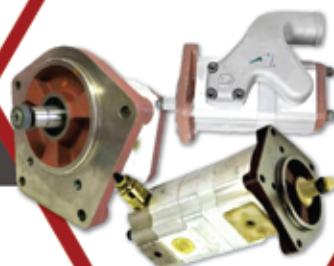
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LIGHTS



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WHO WE ARE

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OUR VALUES

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- State of Art Warehouse to Ensure Timely Delivery
- Affordable Price
- Stellar Customer Service
- US Stocked Supplies Ready to Ship
- BBB Accredited



Staff Notes

Orlando is a favorite place for meetings, events, and family time. It is also the location for NTPDA's 2026 Annual Conference and Trade Show, January 22 – 24. We will be staying at the DoubleTree by Hilton Hotel at the Entrance to Universal Orlando where you will be welcomed with a warm freshly baked chocolate chip cookie at check-in.



Kim Carroll

The conference has changed over the years based on the desires of the NTPDA family in attendance. The survey results last January told us more team building, networking, and additional time for vendor roundtables on Friday were preferred. So, the schedule has been built around what was requested. Organized events include escaping to nature to experience “Real Florida”, networking with friends and family in your best “Buffett” attire in a Margaritaville themed party, dedicating time to share and learn at the Vendor Roundtable Presentations, team building for bonding and strengthening relationships, giving back as a group to some great charitable organizations, and incorporating a corn hole tournament throughout the 3-day event for some family friendly competition. The goal is to bring you meaningful connections and experiences that justify your time and investment.

Our Vendor Roundtable Presentations this past January were such a hit with attendees and vendors that we will be repeating that set up again. Instead of display booths, Vendor Roundtable Presentations are like the timed Marketplace in the past but around a table in a more casual setting like speed networking with a small group. The cost to vendors will be a minimum \$500 sponsorship rather than a booth fee and no shipping of items unless so desired. Vendors still have access to the Whova app to display pictures, videos, promotions, etc. Each vendor will also be assigned a 6-foot rectangular table that will be set up around the perimeter of the ballroom to hold items if needed prior to and after the roundtable presentations. During the roundtable presentation those items can be moved to the roundtable reserved for the vendor. Check out the Program at a Glance for more detailed information and feel free to ask if there are specific questions.

The special negotiated hotel rate will be offered to the NTPDA family, based on room availability, 3 days before and 3 days after our event dates for those who plan to arrive early or stay to enjoy the area. DoubleTree by Hilton Hotel at the Entrance to Universal Orlando is a Universal Orlando Partner Hotel. It is within walking distance of Universal CityWalk and Universal Orlando's two great theme parks, Islands of Adventure and Universal Studios Florida. A Universal desk is in the hotel where discount tickets can be purchased, and a complimentary shuttle reserved. The hotel also includes an Avis Car Rental, Starbucks, ice cream shop, three restaurants, a bar, outdoor swimming pool and hot tub, fitness center, game room, and washer/dryers. If theme parks do not excite you, the area has many other options such as the entertainment district along International Drive, World War II museums and memorials, golf courses, citrus farms to explore, Winter Park for shopping, museums, and the popular Scenic Boat Tour. Orlando is also a short drive to many beaches, the Kennedy Space Center, Bok Tower Gardens, and much more. The area has so much to offer regardless of age.

Email notifications will be sent out as soon as registration is ready, and the information will also be available on the NTPDA website. Register early and make those hotel reservations so you do not miss out. Orlando will be a great destination to see industry associates who feel like family in one location. So, mark your calendar now for January 22 – 24 to join us in Orlando. You will not want to miss out!

Until next time,

Kim



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Here's your retirement “to do” list

By Craig Shaver

During your working years, you always have plenty of things you need to do and barely enough time to get them done. While retirement will certainly afford you more free time, the fact is that once you decide to retire, you'll still have quite a bit you'll need to tackle right before and immediately after your retirement date to ensure you keep your retirement finances in order. So before you hit the golf course or the beach, you may want to tick off a few items on this list. Here are some things you'll want to do once you hit retirement:

- **Apply for Medicare.** When you're first eligible for Medicare, you have a seven-month initial enrollment period to sign up for Part A and/or Part B. For example, if you're eligible at age 65, you can sign up during the seven-month period that begins three months before the month you turn 65, includes the month you turn 65, and ends three months after the month you turn 65. As long as you or your spouse worked for 10 years or more in the U.S., you won't have to pay a monthly fee for Part A – the hospital insurance component of Medicare – but you will have a deductible. For Medicare Part B – which covers outpatient care – you'll typically need to pay a monthly fee, a deductible and 20 percent of the Medicare-approved amount for some types of care. You'll also need to determine whether you need to add any supplemental insurance.
- **Decide when to take Social Security.** You don't have to wait until retirement before you start collecting Social Security, but if you accept benefits while you are working, your monthly checks may be reduced, at least until you reach your “full” retirement age (which will likely be 66 or 67). You can start collecting Social Security as early as age 62, but each year you wait, your benefits will increase by about 8 percent until they top out at age 70. So, in deciding when to take Social Security, you'll have to factor in your projected longevity and other sources of income, such as your IRA and 401(k).
- **Review your investment portfolio.** As you enter your retirement years, you may need to adjust your investment

mix. You could spend two, or even three, decades in retirement, so you will still need a reasonable percentage of growth-oriented investments to help you stay ahead of inflation. However, at this point in your life, you may also need to adjust your holdings in income-producing vehicles, such as bonds and dividend-paying stocks.



- **Choose an appropriate withdrawal strategy.** You'll have to start withdrawals from your traditional IRA and your 401(k) or similar employer-sponsored plan once you reach age 70 ½, but you don't have to wait that long. (A Roth IRA has no required minimum distribution requirements; you can keep the money in your account for as long as you choose.) In any case, though, you will eventually need to tap into your retirement plans – but how much should you withdraw each year? The answer depends on a variety of factors, including your age and the other sources of income you have available. Obviously, your ultimate goal is to withdraw enough to enjoy a comfortable retirement – but not so much that you run the risk of outliving your resources. A professional financial advisor can help you choose a withdrawal strategy that's appropriate for your needs.
- **Create or finalize your estate plans.** If you haven't already drawn up your estate plans – your will, living trust, power of attorney, etc. – now is definitely the time. And even if you have already created these plans, you may need to revise them based on changes in your life, such as divorce or remarriage. You'll need to work with a legal professional to ensure your estate plans are suitable for your individual situation. These aren't the only steps you'll need to take to make sure your finances are in order, but addressing these points can give you a good start toward reaching the retirement lifestyle you've always envisioned.

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Thank you for being a member!

Kim & Michael

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TECNOLOGÍA PÉREZ S. A.

Our Member from Argentina, Tecnologia Perez has received a high honor for their work in global expansion and international trade. This award highlights organizations that have significantly expanded their presence and operations globally, establishing effective and sustainable connections that transcend borders.

With the award presentation, the jury decided to grant a special mention to Tecnología Pérez S. A. for its comprehensive approach to global expansion. Juan Carlos Pérez, the company's president, was invited to receive this distinction, which celebrates his remarkable journey.

Tecnología Pérez Sociedad Anónima began as a dream for Juan Carlos Pérez who, at 18, started his path in agricultural machinery repair with a small lathe. His entrepreneurial spirit led him to manufacture alternative spare parts and accessories that improved the performance of harvesters. In 2000, the company took a decisive step towards global expansion by marketing its products in various international markets. Today, after two decades of effort and dedication, Tecnología Pérez's spare parts reach countries such as Ecuador, Peru, Colombia, the United States, Sudan, Spain, Ukraine, Poland, Kazakhstan and Australia, consolidating its presence in the global market.

Congratulations and thank you Hernan Perez for sending us this information!

WE'VE MOVED!

Several weeks ago we visited with Jeff from **Haldeman Supply** who told us they have moved to a larger location because business has been really good. It's always great to get good news from our folks. Their new address is:
318 Falling Springs Road, Landisburg, PA, 17040.

NEW NTPDA LIFE MEMBERS

Congratulations to David Eftink and Kendall Jensen having been recognized by the Board of Directors for their efforts on behalf of the National Tractor Parts Dealer Association. They are new Life Members and we're so grateful for their service.



DAVID EFTINK



RANAE AND KENDALL JENSEN

Meet BJ Moss –

ESTES EXPRESS

While in Norfolk this summer we had a brief conversation with BJ. Scan the QR Code to listen.



Meet Ryan Martin –

GREEN SPRING TRACTOR

Also meet a very grounded young man at 19. Scan the QR Code to listen.



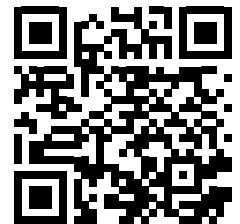
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SCAN ME



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— ASSOCIATION —

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The Summer Mixer was a hit in Norfolk, Virginia!

There were about 33 of us who took in so many great adventures from the USS Wisconsin to the Chrysler Museum of Fine Art, glass blowing and a water trip to check out the many U.S. Navy ships at dock. And, the food? Amazing! If you have never been, put this on your bucket list and enjoy!





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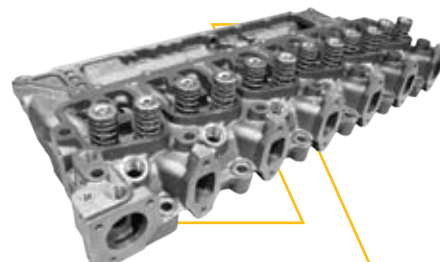
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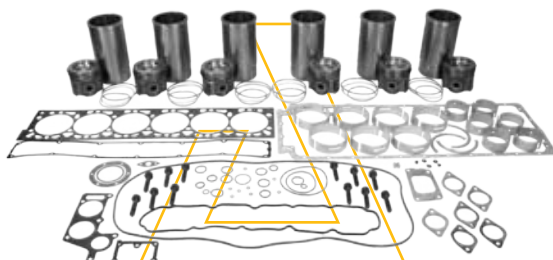
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& PARTS



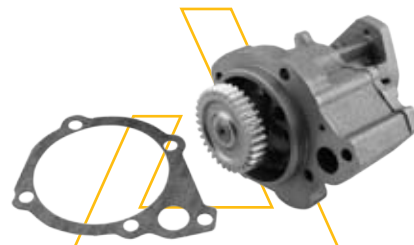
ENGINE CYLINDER
HEADS & PARTS



COOLING SYSTEM



ENGINE KITS



LUBRICATION SYSTEM

Let's Eat!

A Great Salmon Recipe!

Yes, I've tried this recipe twice and each time it was fantastic. Let's dig into this one and you'll need two frying pans.

Ingredients

- ❖ 8oz of fresh salmon
- ❖ Olive or Avocado oil
- ❖ 1oz Ginger
- ❖ ½ Cup Maple Syrup
- ❖ 2 tsp. Vinegar
- ❖ Kosher Salt

Directions

Mince the ginger and place in a pan with a small amount of Olive or Avocado oil on low heat.

Toast the ginger for about two minutes then add the maple syrup and vinegar. Cook on low heat for 5 minutes.

Salt both sides of the salmon with kosher salt; add Olive or Avocado oil to a hot pan.



Add the salmon skin side down and turn the heat to medium.

After 5 minutes flip the salmon.

Add the maple glaze from the first pan and cook for five minutes until the sauce bubbles.

Remove and ENJOY!



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IHS760 Ignition/key switch with (2) keys & mounting nut fits: IH/Farmall Cub SN: 224401 - 239826, (Cub LoBoy SN: 18701 & up), 140 SN: 26801 - 45000, 240, 330, 340, 350, 404, 424, 444, 450, W450, 460, 504, 544, 560, 606, 656, 660, 664, 666, 686, 706, 756, 766, 806, 826, 856, 966, 1026, 1066, 1206, 1256, 1456, 1466, 1468, 1566, 1568, 2404, 2424, 2444, 3444, 3514, 3616, 4100, 4156, 4166, 4186, 4366, 4386; Hydros: 70, 86, 100; Combines: Early 615 - 915; Crawlers: T4, T5, TD-5 (All SN: 3088 & up); Cub Cadets: 70, 100; Also fits Allis Chalmers, Cockshutt, Ford, Massey Harris, Oliver tractor **\$18.50 ea**



JDS513 Horizontal distributor cap (For Delco Distributor with clip held cap) fits John Deere fits A, B, D, G, 50, 60, 70 gas **\$21.95 ea**



ABC121 Horizontal distributor cap (For IH distributor with clip held cap) fits: A, AV, B, BN, C, Cub, Cub Loboy, H, M, MD, O4, O6, W4, W6, WD6, (Supers: A, C, H, M, MD, MTA, MDTA, W4, W6, W6TA, WD6), 100, 130, 140, 154, 184, 185, 200, 230, 240, 300, 330, 340, 350, 400, W400, 404, 424, 444, 450, W450, 544, 600, 650; Ind: I4, ID6, I6, T4, T5, TD5, T6, T9, TD15, TD18, T340, 500, 2404, 2424, 2444, 3444, 3514 **\$9.99 ea**

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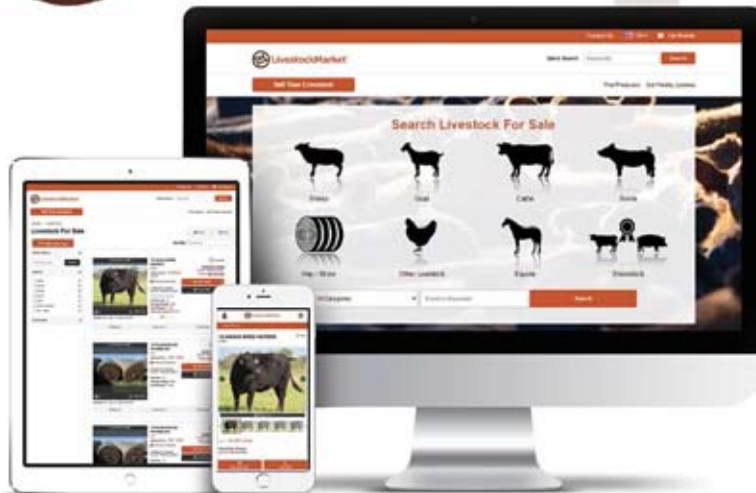
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AT THE ENTRANCE TO UNIVERSAL ORLANDO

THURSDAY, JANUARY 22, 2026

Pre-Conference Networking

10:00 a.m. – 3:00 p.m. **Boggy Creek Airboat Adventures**

Experience “Real Florida”! We are going to get off the beaten path to discover nature and wildlife in the breathtaking beauty of Florida’s wetland. This one-of-a kind experience will combine thrill, nature, and connection. From high-speed airboat tours and interactive wildlife zones (including a butterfly garden and gator oasis) to a group dining experience all in one beautiful location.

3:30 p.m. – 5:30 p.m. **Early Registration – Seminole Registration**

3:30 p.m. – 5:30 p.m. **Vendor Set-Up – Seminole C**

Set items (e.g. parts, supplies, informational material, swag, etc.) on 6’ rectangular tables assigned to each vendor until roundtable presentations.

3:30 p.m. – 5:30 p.m. **St. Jude Auction Set-Up – Seminole C**

Auction Items Needed for St. Jude. Bring the actual item or picture to display. Live auction will be on Saturday evening. Items will be set up and displayed for viewing during the trade show with live bids accepted on Saturday evening.

WELCOME TO ORLANDO (Margaritaville) - Hotel Pavilion

Wear Your Best “Buffett” Attire & Plan to Enjoy a Night Under the Pavilion with an Island Escapism Vibe with Friends

6:00 p.m. – 9:00 p.m. **Drinks/Dinner/Music/Cornhole Tournament begins**

FRIDAY, JANUARY 23, 2026

7:30 a.m. – 8:45 a.m. Breakfast – Seminole CD

7:30 a.m. – 9:00 a.m. Extra time for Vendor Setup & St. Jude Set-Up – Seminole C

8:00 a.m. – 6:00 p.m. Registration – Seminole Registration

9:00 a.m. – 11:30 a.m. BEST CORPORATE EVENTS - **Competition to Collaboration** – Seminole C & E
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 Program Elements: Collaboration & Accomplishing Common Goal, Individual & Team Development, Performance & Continuous Improvement, Relationship Building & Networking

11:30 a.m. Lunch – Seminole CD

12:30 p.m. Vendors & Attendees Orientation for Roundtable Presentations & Poker Run – Seminole C

1:00 p.m. – 3:00 p.m. Trade Show Open/Vendor Roundtable Presentations & Poker Run – Seminole C
 Round tables around the room will have a tent card to note where each vendor will be for the Vendor Roundtable Presentations & Poker Run

Vendors – 20 minutes to present products/services with time for questions/answers. (Ex. 10-minute presentation/10-minute q/a)

Attendees – Visit vendor roundtables and spend time at each as noted above.

Poker Run – Vendor passes out one card per Attendee who visits table.

Attendees – Redeem tickets for best hand turned into Dealer (NTPDA table) on Friday and Saturday morning.

Royal Flush – 7 tickets/Straight Flush – 6 tickets/4 of a Kind – 5 tickets/Full House – 4 tickets/Flush – 3 tickets/Straight – 2 tickets/3 of a Kind – 1 ticket

Tickets will be drawn for prizes at lunch on Saturday. Must be present to win.



3:00 p.m. – 4:30 p.m.

Break / Happy Hour / Cornhole Tournament continues – Seminole D

4:30 p.m. – 6:30 p.m.

Trade Show Open/Vendor Roundtable Presentations & Poker Run – Seminole C

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Tickets will be drawn for prizes at lunch on Saturday. Must be present to win.

6:30 p.m.

Drinks & Dinner – Seminole CD

7:30 p.m.

Cornhole Tournament continues – Seminole D

SATURDAY, JANUARY 24, 2026

7:30 a.m. – 8:45 a.m.

Networking – Breakfast & Conversation – Breakfast Served – Seminole CD

8:45 a.m. – 10:45 a.m.

BEST CORPORATE EVENTS - **Putting for Pets** – Seminole E

Putting for Pets is a fun corporate philanthropy event requiring your group to design and build unique one-of-a-kind, animal-themed, miniature golf holes using pet supplies and other building materials. Both newcomers and experienced golfers can enjoy this fun event and the winning team will be anyone's guess! Once the tournament is complete, the pet supplies will be boxed and presented to a local animal shelter. Your team will feel a sense of accomplishment and the joy that comes from giving to fuzzy paws and a worthwhile cause!

Program Elements: Creativity & Resourcefulness, Friendly Competition, Fun & Engaging Interaction

11:00 a.m. – 11:40 a.m.

Trade Show Open/Vendor Roundtable Presentations & Poker Run – Seminole C

Round tables around the room will have a tent card to note where each vendor will be for the Vendor Roundtable Presentations & Poker Run.

Vendors – 20 minutes to present products/services with time for questions/answers. (Example 10- minute presentation/10-minute q/a)

Attendees - Visit vendor roundtables and spend time at each as noted above.

Poker Run – Vendor passes out one card per Attendee who visits table.

Attendees -Redeem tickets for best hand turned into Dealer (NTPDA table) on Friday and Saturday morning.

Royal Flush - 7 tickets/Straight Flush – 6 tickets/4 of a Kind – 5 tickets/Full House – 4 tickets/Flush – 3 tickets/Straight – 2 tickets/3 of a Kind – 1 ticket

Tickets will be drawn for prizes at lunch on Saturday. Must be present to win.

11:40 a.m. – 12:00 p.m.

Network & final chance to turn in best hands to NTPDA table for tickets

12:00 p.m.

General Session/Election of Officers – Seminole C

12:30 p.m.

Lunch & Poker Run Ticket Drawings. Any Vendor drawings can be done during this time too.

Must be Present to Win

1:30 p.m.

Vendor Meeting/Trade Show Close – Seminole C

2:15 p.m.

Board Meeting – Gold Coast I

6:00 p.m.

Happy Hour/Dinner/Awards/Live Auction/Cornhole finals – Seminole C

SUNDAY, JANUARY 25, 2026

Day to Enjoy the Area / Departures

Theme: Margaritaville

Program subject to change.



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Advertising – Marketing Tip

By Casey Minzenberger, Director of Marketing, Fastline Marketing Group

Your Website Is Still Your #1 Salesperson



At Fastline Marketing Group, we work with clients across the ag equipment industry who want to improve their presence — both online and in print. The common goal? More business and more sales. Naturally, a common request we hear is: “Can we put more money into our digital campaigns?”

But here’s the truth we always share: throwing more money at digital ads doesn’t guarantee more sales.

Before ramping up ad spend, you need to evaluate your most important sales tool — your website. Think of it as your #1 salesperson. Is it doing its job?

Ask yourself:

Is your website easy to navigate and mobile-friendly?

Is it indexed properly on Google so people can find it?

Most importantly, is it built to convert visitors into leads or sales?

We often say, “We can send all the traffic in the world to your site but, if it’s not set up to convert, you’re wasting your ad dollars.”

That’s why we created a free Website Assessment tool. It helps businesses identify if their site is holding them back from better results. You can check it out here:

fastlinemarketinggroup.com/checkmysite

Before investing in more traffic, make sure your site is ready to close the deal.

*“Evaluate your most
important sales tool!”*

Shirts Needed!!

Last year as a collective group we were able to donate to St. Jude Children's Research Hospital over \$42,000! Some of the auction items were pieces made of t-shirts that you donated, and Jennifer Evers used to create quilts, pillows, and teddy bears. She is looking for your new or used t-shirts again with your logo, where you are from, or tractor related to make more creations for our next St. Jude Auction in Orlando, January 24. You can mail the t-shirts to:

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She needs them by October 15th. We can't wait to see what she creates this year. Thanks for doing this!

Kim & Michael



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Greetings from . . . Greasy Girl



Dear Friends,

Happy Fall y'all! In our last *Bulletin* I wrote to you all about how quickly life can change. Well, I am living evidence of that. I have been diagnosed with breast cancer. I have always thought how I would react if that happened to me. I read it on the portal and was in a bit of shock because no one has ever had cancer in my family, and my parents are 92 and 89.



By Terri Stevens

After I got over the shock I started praying. I think the main fear is the unknown. I immediately felt the Lord leading me to get out of Springfield, and go to KU Med center in KC. I called them and got an appointment in 12 days, which I know is one of the many miracles I have experienced. I went yesterday and I felt like I got great care and encouragement and a lot of hope.

The Bible says in James 5: 15-16: The prayer offered in faith will make the sick person well; the Lord will raise them up. If they have sinned, they will be forgiven. Therefore, confess your sins to each other and pray for each other so that you may be healed. The prayer of a righteous person is powerful

and effective. I probably had 50 people praying for me. It is a wonderful feeling to walk in the peace that only God can give.

I have a problem with MRIs and I told them immediately the only way I could have one was to be sedated. They said they couldn't do that, but they could give me a different test. Yeah God!

I met with 6 doctors from 8:30 til 1:30. Another miracle that would have taken two months in Springfield. I got good news; it is slow growing and only in two spots so they think they can remove it and then I will have radiation. I am hoping no chemo but I won't know for sure until after the test next week.

I wanted to tell you all about this for two reasons. Number 1 is getting your mammograms every year. If I hadn't gotten mine, I would have never known. Number 2 is check out your faith in God. If you have faith but haven't been walking close to God, now is the time. As I said last time, life can change in a minute, so we have to be prepared so when the storms in life come, we are standing on solid ground. So, to GOD be the GLORY, great things He has done!

Blessings,
Greasy

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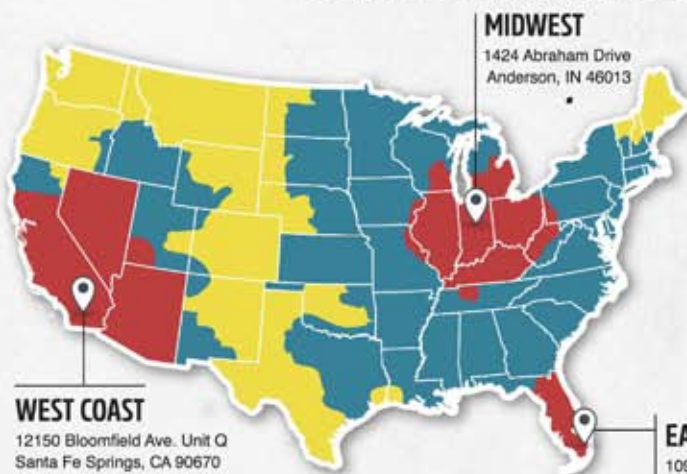
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Central Fuel.....	9	Reliance.....	14
Corteco	3	Reubicon	4
Diesel Specialties	25	Russells.....	22
Estes	23	Schaefer Enterprises	26
Fastline	6	SMA TISCO.....	13
Gratton Coulee	15	Steiner	16
K&M.....	20	TRACKO	24
Kaddatz	20	Tractor House	17
Leaders	22	Wengers	26
Maxiforce.....	27		