



BULLETIN

NATIONAL TRACTOR PARTS DEALER ASSOCIATION

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

SUMMER 2023

VOL. 33, NO. 2



A red tractor with a plow is shown in a field of golden wheat under a blue sky with white clouds. The tractor is on the left side of the frame, and the plow is attached to its front.

TRUST AND INVESTING SCHOLARSHIP RECIPIENTS

ADVERTISING – MARKETING TIP



A blue tractor is shown from a first-person perspective, driving on a paved road. The tractor's steering wheel, dashboard, and front end are visible. The road is surrounded by green trees and grass.



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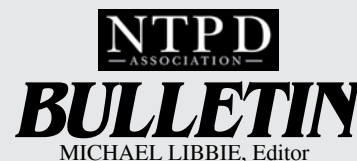
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From the President's Pen ...

Summer is here and I hope this article finds everyone doing great. Summer in the South has been off to a slower than normal start. We've been blessed with cooler temperatures and plenty of rain. The local farmers have most of the crops in the ground and they are off to a good start. Hay farmers are getting in full swing on their first cutting as well. Combining both of these makes for busy days and we are thankful!

Schools are winding down and it seems like there are graduation ceremonies every day. Pictures of scholarship recipients are floating around and it's great to see them excited about what the future holds. YOUR Association has stepped up this year and presented 25 total scholarships. That is AWESOME!! Special thanks to the members of the scholarship committee.

Do your summer plans include a road trip to Pennsylvania? If not, they should! Wengers of Myerstown has been gracious enough to host this year's Summer Mixer. I'm bringing the whole family with plans of making a few stops along the way including Hershey Park in PA. They are super pumped about the trip! I hope to see a large turnout for this event.

Keep grinding....Trey



President Trey

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Staff Notes

Pennsylvania here we come. For the Summer Mixer, July 13 – 15, we are headed northeast to the Lancaster/Lebanon/Myerstown, PA area where the average high temperatures are in the mid-80s in July. Two highlights this year will be touring the facilities of the New Holland Haytools Factory and Wengers of Myerstown.



Kim Carroll

According to the New Holland Haytools Factory website, “The New Holland haytools plant traces its roots to 1895 when a two-man machinery repair shop was founded by master machinist and inventor, Abe Zimmerman. Through the years, New Holland became known as the leader in hay and forage technology, pioneering many firsts following the purchase of Lancaster County farmer Ed Nolt’s invention of the first commercially viable automatic self-tie baler in 1940. Nolt’s automatic self-tie baler revolutionized haymaking and put New Holland on the map. Today, the New Holland plant produces 30 different models of round balers, square balers, pull-type forage harvesters and other haytools exported to 45 countries around the world.” The New Holland campus size is 341 acres, including 150-acre test farm. The manufacturing facility is 700,000 sq. ft. and 47 million pounds of steel is used each year.

After the tour we will have an early lunch at Shady Maple Smorgasbord. They are known as the largest buffet in the U.S. featuring over 200 feet of deliciously authentic Pennsylvania Dutch cooking. Following lunch, we will walk it off at Kitchen Kettle Village where we will experience Pennsylvania Dutch shopping with 40 local shops in an outdoor village filled with homemade Lancaster County food and products.

On Saturday we will have the opportunity to tour Wengers of Myerstown to see their new 20,000 sq. ft. warehouse and renovated showroom. Jake Walmer said there will be plenty of golf carts/gators for people to drive and look around. The combined warehouses add up to about 100,000 sq. ft. You can read about the history of Wengers of Myerstown at <https://www.wengers.com/about-wengers>. They will be treating everyone at their event space called Creekside on Friday evening for dinner and lunch on Saturday.

In addition to the above, the 10th Annual Keystone Diesel Nationals Truck Show is the same weekend and will

It’s already been a very busy Spring and Summer is looking HOT as well. As promised, I was in Washington, D.C. in May for the Annual Greater Des Moines Partnership DMDC event. While not an official NTPDA trip I did visit with congressional leaders about two issues important to the National Tractor Parts Dealer Association.



Michael Libbie

As you may know the Farm Bill needs to be reauthorized every five years and this is that year. There are so many moving parts to the bill that it is difficult to pin legislators down. However, I can report that the Iowa Delegation headed by Sen. Charles Grassley and Sen. Joni Ernst are fully behind getting this piece of legislation passed. That was also the case with Sen. John Thune of South Dakota.

The other item of interest is Right to Repair. Yes, that... right to repair. This seems to be less a federal issue than a state-by-state issue. Or so I’ve been told. That being the case I visited with Gay Byrne who is the Executive Director of the Right to Repair group and conducted an interview with her. What was surprising was that this effort extends way beyond agricultural equipment.

On the membership side; we continue to reach out to potential members as well as some who have not paid their annual dues. Recently we were able to salvage a member who had lapsed all due to the many benefits we offer. While I don’t have the numbers in front of me we continue to do well with retention and recruitment.

Speaking of recruiting...I’m in Henderson, NV with a bunch of our members during the UPN gathering being hosted by our member, Freight Partners Group. This is a great opportunity for us to network with others in the construction and agricultural industries. I can share that it’s nothing like our annual meeting and trade show...but seems to be very popular. We’ve also been given a booth at the show and dinner. Watch for photos.

Finally, we’ve developed a recruiting and retention brochure for the Association. I believe we had a marketing piece many years ago. This edition drives home the message that we’re here to help our members grow and prosper along with a host of benefits that will more than pay for the annual membership dues. Speaking of benefits check out “Did You Know?” in this edition. It’s all about our Travel Benefit that

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Trust and Investing

with Craig Shaver

A successful family business deserves a succession plan

Provided by RBC Wealth Management and Craig Shaver, Financial Advisor

If you own a family business, you work hard every day to make it successful. Beyond the money you earn, it is a source of personal pride. And you likely feel a strong sense of responsibility to the customers you serve and the employees who depend on you for their livelihoods.

So if you want to exit your business to enjoy a well-deserved retirement — and keep your business going after you leave the scene — it is essential to plan for business succession.

For your business — and your family — to continue to be successful financially, you need to begin your succession planning by considering the human side.

Talk to family members about their wishes. Who really wants to be involved in running the business? What are their personal and financial goals? And how can you be fair to others who may not want to work in the business but may still deserve some of its financial benefits?

Once you have answers to these and other pertinent questions, you can look into the legal and tax aspects of business succession planning. Essentially, you can sell the business or you can give it away. And you have many different ways to transact a sale or make a gift.

To sell your business, you might consider a buy-sell agreement. This is a legal contract that obligates the parties to the succession plan. It can also be structured to create liquidity at the needed time, establish a fair price/create the market for your business, fix the value of your business for estate tax purposes and provide business continuity.

Other ways to transfer your business may include establishing a grant-or retained annuity trust, or you may also consider structuring your business as a family limited partnership or a limited liability company. These strategies may help you transfer your business to heirs.

Should you have philanthropic intentions for your business, a charitable remainder trust may offer a mechanism to create income for you as well as to accomplish your legacy and estate planning goals. A family foundation may be another alternative to explore if you have charitable wishes for your business.

Of course, these are just a few basic ideas. Succession arrangements are often complex, especially since your business may be one of your largest

retirement income assets and a significant estate planning consideration. Be sure to consult with your tax and legal advisors to make sure you are picking a plan that is appropriate for your business and family circumstances.

Once you have your plan in place, you may feel a strong sense of relief. After all, your family and your business are undoubtedly two of your greatest priorities. When you have taken care of both, you will know your life — and your wealth — has been meaningful for yourself and others.

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MEMBER NEWS

Eisenmann Ag Supply LLC

After six long years of battling it out in court the folks at Eisenmann Supplies, Inc. have saved their 65 year old business. This spring the company retired their old name and took on the name of Eisenmann Ag Supply LLC. Over the past several years we've been keeping in touch with Kevin Koenig and Mary Eisenmann about the family issues that nearly erased this long-standing agricultural giant based in Nebraska. Back in May we visited, at length, with Kevin who told us that while it's been a long road, "We battled on behalf of our customers who have counted on us for decades. Both they, and we, are so pleased this is all behind us." He also said the company had been working with a "skeleton crew" but now they are adding employees and hope to be fully staffed in the coming weeks. Congratulations! If you want to reach the company head to their website: www.ag-salvage.com

All States Ag Parts News

Earlier this spring All States Ag Parts announced it had acquired Steel Tracks, Inc. a leading supplier of steel tracks and undercarriage parts for construction equipment. Steel Tracks also provides rubber tracks and ground engaging teeth for construction equipment. Steel Tracks has 2 locations with a warehouse and headquarters in Brandon, MS. and a distribution center in Woodstock, OH.

With the addition of Steel Tracks, All States now operates 54 locations in North America including agriculture and construction equipment salvage yards, distribution centers, remanufacturing plants and customer service call centers. All States employs over 850 employees in the United States and Canada. All current Steel Tracks employees will be offered employment with All States.

Steel Tracks was formerly owned by a trio of partners including Richard (Rick) Farquhar, Robert (Chris) Sullivan, James (Jamie) Dunn, who will all continue with the business. You can reach Steel Tracks at 877-458-6825 or on-line at www.SteelTracksInc.com

Randy Mittlestadt Retires

Following a long career in the salvage parts industry Randy Mittlestadt, a former member of the NTPDA Board of Directors, retired from All States Ag Parts. Randy's career spanned decades having first started as a "Dismantler of Tractors" with Smith Implements back in 1980. He went on to work at Worthington Ag Parts and finished his career as the Director of Salvage Operations for All States Ag Parts this past March. We wish Randy the best in his retirement and thank him for his years of service to the National Tractor Parts Dealer Association. Enjoy that bike...friend!

As always, if you have news you want to share about your business let us help! Call NTPDA at 877-668-0900 or Michael@NTPDA.com

Trust and Investing . . . Continued from Page 7

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In Memory of Steve Haas



This has been tough to take. Our Associate Board Member, Steve Haas, died just as the event he helped create was about to start. The Used Parts Network gathering that took place in Nevada was the crowning jewel in the career of an expert in not only logistics but also in his love of others.

While doing national work that was building business for Freight Partners Group, Steve was also raising significant dollars for UPN23. He created the outings, put together the hospitality room, took both compliments and criticism, some of which he shared. While on the Board of our Association, Steve was always invested in creating value for both regular and associate members. You could always count on Steve. But that also created a ton of stress in his life. I visited, at length, with Steve on Monday night and we made plans to have breakfast together early on Tuesday morning. I was there but, unlike Steve, he didn't show. I called his phone at 7:45AM and it went straight to voice mail. Later that morning Kim and I met, as we always do each Tuesday morning, and I shared with her that I was worried, very worried. Later that day I learned that Steve died in his sleep. He was 62 years old. This is a significant loss for not only Freight Partners Group but all the friends and family who were touched by his generosity. May his memory be a blessing.

NTPD SCHOLARSHIP RECIPIENTS

Academic Year
2023-24

The Scholarship Committee is proud to announce the 2023-24 scholarship recipients. This year there were 5 trade/technical scholarships and 20 collegiate scholarships awarded. The top two applicants were awarded \$5,000 each and the remaining scholarships were \$3,000 each with the sponsoring company contributing \$500 towards the scholarship award per recipient. A special thanks to our Scholarship Committee: Carol Russell, Renae Jensen, Marian Levan, Eric Shaul, and Jake Walmer. The feedback we've gotten tells us that this member benefit is greatly appreciated and one that we hope continues for many years to come.

KASSANDRA G. HORNING

Penn State Berks
Degree: Occupational Therapy
Sponsoring Member: Hooper, Inc.
Parents: Jonathan & Kristina Horning



KENNEDY ROHE

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



TRENTON S. BARNHART

Indiana University - Bloomington
Degree: Media
Sponsoring Member: Bates Corporation
Parents: Kenneth & Teresa Barnhart



LANDRY KEN BOZEMAN

Lubbock Christian University
Degree: Ag Business
Sponsoring Member: Bozeman Machinery
Parents: Derek & Jennifer Bozeman



SAMUEL COBB

Auburn University
Degree: Business Administration - Accounting
Sponsoring Member: Russells Tractor Parts
Parents: Marty & Holly Cobb



PEYTON DAHLER

Blackburn College
Degree: Elementary Education
Sponsoring Member: Area Diesel Service, Inc.
Parents: Gary Dahler & Melia Slightom



ZANDER EHRLICH

Cloud County Community College
Degree: Wind Energy
Sponsoring Member: Abilene Machine, LLC
Parents: Aaron & Jody Ehrich



PRESLEIGH EICH

Northeast Iowa Community College
Degree: Early Childhood Development
Sponsoring Member: All States Ag Parts - Fort Atkinson
Parents: Paul & Alycia Eich



CARSON ELBERS

Dordt University
Degree: Business Administration - Finance/Management
Sponsoring Member: A & I Products
Parents: Carl & Melissa Elbers



JACOB ENNOR

University of South Dakota
Degree: Kinesiology & Sport Management
Sponsoring Member: Worthington Tractor Parts - Sioux Falls
Parents: Travis Ennor & Diana Flora



REESE ESSICK

North Carolina State University
Degree: Business Administration
Sponsoring Member: Sparex, Inc.
Parents: Dustin Essick & Marsha Essick



JEB FINNEY

University of Virginia
Degree: Business Administration - Finance
Sponsoring Member: Finney Equipment & Parts
Parents: Hal & Abby Finney



THEA HOFFMAN

North Iowa Area Community College
Degree: Nursing
Sponsoring Member: All State Ag Parts - Lake Mills
Parents: Travis & Ashley Hoffman



DELANEY LLOYD

University of Wisconsin - La Crosse
Degree: Clinical Laboratory Science
Sponsoring Member: All States Ag Parts - Downing
Parents: Al & Tammy Barstad



KRISTIE MOELLER

University of South Dakota
Degree: Occupational Therapy
Sponsoring Member: Worthington Tractor Parts - Sioux Falls
Parents: Nicholas & Lisa Moeller



BLAKE SCHROEDER

Manchester University
Degree: Accounting
Sponsoring Member: TTP - Diesel Power & Machine
Parents: Travis & Wendy Schroeder



BROOKE ANN SCHROEDER

Ancilla College
Degree: Nursing
Sponsoring Member: TTP - Diesel Power & Machine
Parents: Travis & Wendy Schroeder



HANNAH JANE SHARKEY

University of Michigan - Flint
Degree: Health & Human Services
Sponsoring Member: Steiner Tractor Parts, Inc.
Parents: Dan & Lisa Warren



TREY SHAW

University of Minnesota
Degree: Mathematics
Sponsoring Member: Jensales Inc.
Parents: Tim Shaw & Paige Shaw



KYLE THRUSH

Liberty University
Degree: Mechanical Engineering/ Biomedical Sciences
Sponsoring Member: Hooper, Inc.
Parents: Kevin & DeAnne Thrush



ALLISON VAN OTTERLOO

University of Sioux Falls
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Parents: Wendell & Julie Van Otterloo



SUMMER GRACE OWENS

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Parents: Steve & Lucy Owens



RJ VOPAT

University of Kansas
Degree: Accounting
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Parents: Ray & Sara Vopat



SHELBY WHITAKER

Purdue University - West Lafayette
Degree: Agricultural Communication and Agricultural Sales & Marketing
Sponsoring Member: Bates Corporation
Parents: James & Destiny Whitaker



PAIGE WHITE

Northcentral Technical College
Degree: Veterinary Technician
Sponsoring Member: All State Ag Parts - Black Creek
Parents: Werner White & Dawn White



Thank You . . .

Carson Elbers - Thank you for offering and choosing me as a scholarship recipient for 2023, it is an honor to receive. I greatly appreciate your contribution to my education and my career.

Zander Ehrich - Thank you for selecting me for this scholarship! I have really enjoyed my classes this year while I have been at Cloud County Community College studying Wind Energy. I am

excited for the classes that I will be taking next semester when I go back to school in the fall.

Thea Hoffman - I just want to thank you and the NTPDA Scholarship Committee for your help and for this scholarship.

RJ Vopat - I would like to give a huge thank you for this scholarship. It was a great honor, and your generosity is greatly appreciated.

Allison Van Otterloo - Thanks so much for the scholarship! I am so grateful and appreciative of this. College has been such a wonderful experience for me and I look forward to the years ahead; to see where it will lead me.

Kristie Moeller - I greatly appreciate that I have been selected to receive the NTPDA scholarship. The scholarship will help me to achieve my educational goals as well as using that education to serve my community. I have a deep connection to the organization from the many years of membership that Worthington Ag Parts has participated in the Association. I especially appreciate the dedication the NTPDA has to serve the farmers in our community through the connections it forms to bring quality parts.

Reese Essick - Thank you for accepting me as a recipient of the NTPDA scholarship.

Jacob Ennor - I am very thankful to have even the opportunity to enter for the scholarship and to be selected is so surreal.

Samuel Cobb - Thank you for selecting me as one of the recipients of this year's scholarships. I am honored to be selected and truly humbled that you have chosen to invest in me and my academic future. I hope to honor your investment by continuing to pursue my accounting degree.

Brooke Schroeder - Thank you for your support through helping to fund my education. I look forward to paying it back to my community through my service.

Blake Schroeder - Thank you NTPDA for the generous scholarship. I am blessed for this opportunity to help me achieve my education goals.

Trey Shaw - Thank you very much for gifting this scholarship to me. I plan to put it to good use as I pursue a college degree. I appreciate your generosity and am thankful for the opportunities it will provide.

Kennedy Rohe - It is an honor to be selected as a recipient, and I am deeply grateful for the financial assistance that this scholarship provides. The NTPDA scholarship is helping me attend the University of Northern Iowa where I am working to attain a Bachelor of Social Work degree. After my BSW, I plan to remain at UNI for the Master of Social Work degree. Someday I hope to be helping others in my day-to-day. I am specifically interested in medical social work, but I know I will be able to find a job I love no matter what social work area I go into. Once again, I want to express my sincerest appreciation for your generous support. I am committed to making the most of this opportunity and using the knowledge and skills I gain at UNI to create a positive impact in my chosen field and society as a whole.

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Kim had to rent a vehicle for our trip to Pennsylvania for the Summer Board Meeting. When she shared the total



cost of the vehicle it was a shock. She saved hundreds of dollars. Now, it may be due to the location or the time of the year; however, it sure beat the rate some of us have had to pay for a rental just a few weeks earlier.

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Let's Eat!

Challah Breakfast Casserole

This is a savory, cheesy casserole that is super simple to make and a great veggie option.

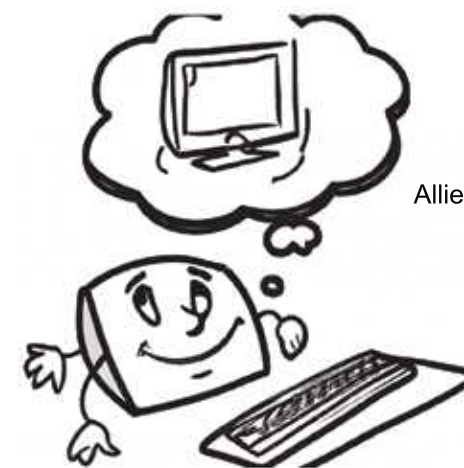
- | | |
|--------------------------|--------------------------------------|
| 5 eggs | 3 garlic cloves, |
| ¾ cup of heavy cream | peeled and minced |
| ¼ cup whole milk | ¾ cup of yellow onion, |
| ½ teaspoon nutmeg | peeled and minced |
| 1.5 teaspoon salt | 1 cup Swiss cheese |
| ½ teaspoon black pepper | 1 cup goat cheese, crumbled |
| 1 teaspoon hot sauce | ¼ cup parmesan cheese, shredded |
| 1.5 cups frozen spinach, | 1 loaf challah bread, cut into cubes |
| thawed and drained | |

Directions

Preheat the oven to 400 degrees. In a large bowl, whisk together the eggs, heavy cream, milk, nutmeg, salt, pepper, and hot sauce until smooth. Fold in the spinach, garlic, onions and cheeses until combined.

Fold in the challah bread until coated, and press into a 13" x 9" casserole dish, Bake for 25 – 30 minutes or until the inside is fluffy and the outside is golden brown.

Serves 8 - 10



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News News News June 2023

Retailers Worry

U.S. retailers are sounding the alarms about the future of the economy. Recently both Target and Costco issued statements that said consumers are switching their buying habits and purchasing necessary household items rather than furniture, electronics, and clothing. Persistent high food and housing costs are being blamed for the change. Both companies have said they will be promoting throughout the summer to rid their overstock of items deemed “non-essential”. Meanwhile Walmart seems to be better able to adjust as shoppers there also stock up on household essentials and food; things the retailer had prepared for.



Apple News

While several new things were released during Apple’s World Wide Developer’s Conference the one item getting lots of attention is the new Vision Pro mixed reality headset, the company’s most significant hardware innovation in years. The headset, expected to be for sale early next year for about \$3,500, will give users the chance to connect to apps from Apple and others in an entirely new way. Among its hardware announcements, Apple also announced updates to MacBook Air and Mac Pro. And updates for several other items like the iPhone, Mac, iPad, AirPods and Watch.

Airlines

The International Air Transport Association or the IATA has said the global airlines should make roughly ten billion dollars in profit this year...despite any economic downturn. IATA more than doubled its 2023 profit forecast for the global airline industry despite a looming economic downturn. Airlines are expected to make \$9.8 billion in net profit in 2023, up from a December forecast of \$4.7 billion. Stronger profitability was supported by cargo revenues, China’s reopening and lower jet fuel prices. All of that may be an interesting thing to learn...as pilots hold strike votes...

Recession?

We just mentioned an economic downturn...but is that reality? Economists, big bank CEO’s and major manufacturers said that, without a doubt, the United States would be knee deep in a recession...right now. However the reality of a 2023 recession is crumbling and why?

The healthy U.S. job market. Those in the know thought that the US economy would grind to a halt because the Federal Reserve was effectively slamming the brakes to halt inflation. That, in turn would cause businesses to lay off workers and high inflation would stop Americans from buying stuff. But when the U.S. added 339,000 jobs in May and saw the April jobs number was revised upward to state that 294,000 jobs were created that month...well if a recession is going to take place it better hurry because time is running out. All of this could change...as more companies are reporting lower profit expectations which could create more job losses... But for right now...the economy seems to be chugging along.



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Advertising – Marketing Tip

by Michael Libbie

It's OK to Steal...

Several years ago I was in Washington, D.C. doing some work on behalf of my community. Along with a host of government buildings and monuments there is a thriving restaurant scene in the District. I was walking along a street and noticed some guys hauling some sound equipment into one of the restaurants. I wondered what was going on so...I followed them inside.

There at a table with notebooks and mics sat Major Garrett who now is the CBS chief Washington correspondent. (He's been at active at a host of newspapers and news outlets for years and, yes, I'm a fan.) I walked over to the table and said, "Hi Major, what's all of this? What are you doing?" He looked up and said, "This is The Takeout Podcast." I needed a bit more information because I didn't know what the heck he was talking about. He explained that it's a political podcast he had recently started and he invites politicians to lunch, asks questions and records the entire conversation. "Yeah, I invite everybody from all sides of an issue. I never edit the conversation. What I hear is what my listeners hear."

Brilliant! I made up my mind to steal that idea and do the same thing for my podcast where I don't do politics... only business. It took me a year to get it done and we had a great run with "Out to Lunch with Michael Libbie" until the pandemic took us out of the restaurants. (We're back now...)

Last month Major Garrett spoke to our group who, once again, were in D.C. on behalf of issues important to our region. He talked about politics, politicians, past elections and more. It was great to see him again and after his remarks I caught up with him and shared this story about how I stole his idea. I

also gave him the information card (that also has a QR code on it) we give to restaurant servers who then hand those off to their customers who will ask what the heck is going on with cameras, lights and microphones. He said, "That's a great idea, I'm gonna steal it!"

The point of this story is that it's OK to steal a great advertising and/or marketing idea and make it your

own. Of course, you can't run foul of copywrite issues but if you tweak it enough it will usually escape any legal issues. So, the next time you see a great idea for your business, feel free to whip up your own version. After all it is a sincere form ofattery.



What's going on?

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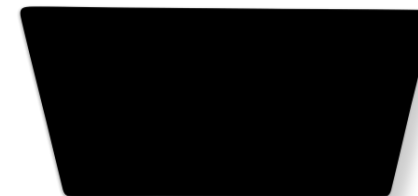
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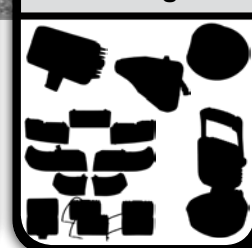
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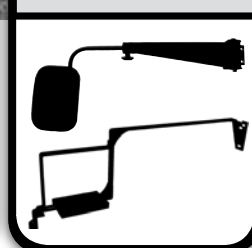
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GENERATIONAL DIFFERENCES -KEYNOTE SPEAKER GARRISON WYNN, CSP



Mark your calendar to join us in Southern California in January 2024. Our keynote speaker will be Garrison Wynn speaking on generational differences. This extremely informative, entertaining, solutions-based keynote explores why younger and older people don't see eye to eye and what to do about it in the workplace. From pointers on motivating, managing, and retaining younger employees to ways of preventing older managers from losing their minds, this research-based program shows it's possible for baby boomers and Gen X and Y employees to work well together.

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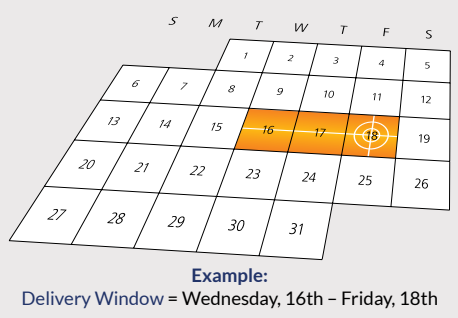


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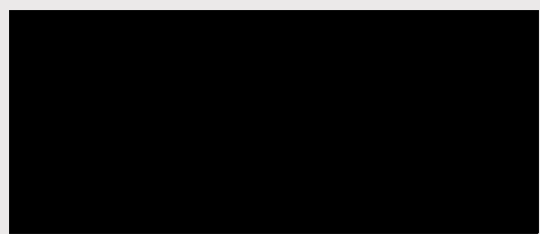
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Greetings from Greasy Girl

By Terri Stevens

Dear Friends,

Happy Summertime!

Where does the time go? Russ has recently retired, and I am still hard at it (or maybe hardly at it not sure which.) The first Monday morning that I went to work and he stayed in bed I thought, 'this is different.' He had to make some adjustments but he has made them. LOL

When you think about a career in a certain field and how much of your life is spent working it is amazing. It becomes who you are as a person your identity.

As I turned the Medicare age this year, I have been giving a lot of thought to life and my identity. Yes, I have been in the tractor business for 47 years and yes, I have some knowledge about the ag business. But do I want a tractor on my tombstone? NO! I want my identity to be for the person that I am.

I love the Lord with all my heart, I love people with all my heart. I want to be a person that encourages people and to see the glass half full.

What is your identity?

We live in such a negative world. I took my grandson to a movie and it had a lot of name calling and putting people down. It has become a way of life. I do not want to be like that. It is difficult to not look for the bad in this world and the people that are in it. But we can make a difference when we show kindness and be thankful to people for opening the door or for doing a great job.

Appreciate your spouse and all the many things they do for you.

Let your kids know that you are proud of them. Tell your employees what a great job they are doing. Find some good in everything. There is always some good. GOD IS GOOD ALL THE TIME. ALL THE TIME GOD IS GOOD. So, when I get up on Monday morning to go to work and Russ is sleeping in I'm thankful for him and all the years of hard work that he spent working.

Let's all try to be a bright spot and share love and encouragement with those we are around.



Ephesians 4:29 says: *Do not let any unwholesome talk come out of your mouths, but only what is helpful for building others up according to their needs that it may benefit those who listen.*

Let's be world changers by seeing GOOD!

Happy Summer!

Greasy





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The Other Side of the Fence

by Chap Ramsey

Nobody Wants to Work!

The other day I went to town and stopped in at the Widow Perkins café, The Rutabaga Restaurant. Yeah, it’s a pretty strange name but it sorta ts the town. There in the window was a well-worn help wanted sign. The bell on the door dinged when I pushed it open and there stood the widow...rag in hand and lookin’ “rag-tired.”

“Howdy Widow, good to see ya”, I hollered over the din of a near full dining room. “Well, it’s good to see you too Chap. Wanna lend a hand? I’m swamped!” And she was. The widow was runnin’ back and forth between the kitchen and the dining room serving up breakfast, wiping off tables and, at the same time, wiping the sweat from her forehead. It was quite a sight

I grabbed a clean rag and went to cleaning dishes off the tables. Hauled them into the kitchen sink while the widow was pouring out some gravy over a plate of biscuits. “Where’s Sally and Jane?” I asked. The widow spun around, re in her eyes, and spit out, “They quit them damn hussies! Walked outa here this mornin’ and left me with a room full of hungry folks. But, good riddance they was only here for two weeks and while they was easy on the eyes they was



damn lazy. Hell, it’s getting’ bad. Nobody wants to work anymore!”

I hear that a bunch these days and it don’t matter where you’re at. From the big cities to little towns everybody is lookin’ for workers who wanna work. I’m not too sure what to think. Might it be that folks have more choices then before? Might it be that folks just don’t wanna work for peanuts? Might it be that some gure it’s better to stay home and take care of the family rather than doin’ day-care and drivin’ miles away just to swap a paycheck for caring for kids? There’s plenty of reasons and I got a feelin’ that maybe, in the case of the Rutabaga Restaurant, it’s more to do about the boss than it is about them workers.

Some thoughts from the other side of the fence.

Staff Notes

..... Continued from Page 5

Kim Carroll

be located across the road from the hotel. According to the organizer, the event is family friendly with vendors inside and outside. One vendor brings antique tractors. There will be live music provided by Tony Justice who is a truck driver and successful music artist, selling over 100,000 albums. The main goal of the event is to promote the trucking industry in a positive way plus help the local breast cancer organization called Help the Fight. Admission for the 2-day event is \$10 per person with proceeds bene ting the charity. There will be time on Friday evening and Saturday afternoon for those who choose to attend.

You can see the full itinerary on the NTPDA website. If you haven’t made plans to join us yet and would like to attend, complete the registration form on the NTPDA website. We look forward to seeing many of you there!

Until next time,
Kim

Michael Libbie

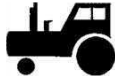
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Looking forward to seeing many of you in Pennsylvania this July.

Catch you later!

Michael



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In Loving Memory *Jerry Schaefer*

We are saddened to share of the passing of Jerry Schaefer. Jerry was one of the founding members and director of NTPDA. As so perfectly stated on the Schaefer Enterprises Facebook page:

"It is with the deepest of sorrows to announce the passing of a man with a presence and heart so large there is not enough paper in the world to truly describe. A man that has touched the lives of so many, helped so many, and inspired countless more people there isn't a number in existence. Jerry (Gerhardt) Schaefer left the Earth Sunday evening at the age of 84 surrounded by his family and loved ones. The world lost a great man, and heaven gained an even greater angel. Jerry loved what he did and the people he worked with, Jerry was the best mentor, friend and family anyone could ever hope to have. It was a true pleasure to have known and gotten to work with a man as wonderful as he was.

Jerry's obituary can be viewed here:

<https://www.rendlemanhilemanfuneralhome.com/obituary/GehrhardtJerry-Schaefer>

If you would like to send condolences to the family, you may do so online through the link above. Our thoughts and prayers go out to his family.

