



# ***BULLETIN***

## **NATIONAL TRACTOR PARTS DEALER ASSOCIATION**

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

SUMMER 2021

VOL. 31, NO. 2



***EDUCATION IS NOT  
A DESTINATION***

***BUT A  
LIFELONG  
JOURNEY***

***Congratulations to our Scholarship Recipients!!***



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## INSIDE

	Page
President's Pen .....	3
Message From Phyllis .....	5
Let's Do It Again! .....	7
Going To Kansas City .....	8
<i>Michael Libbie</i>	
Greasy Girl.....	13
<i>Terri Stevens</i>	
Do It Yourself Solar Energy .....	11
<i>Charles Niemann</i>	
Sweetening The Deal.....	23
The Value of Membership .....	17
About Our Members featuring John Danielson .....	19
All States Ag Parts In The News .....	24
Thank You Advertisers.....	27



## BULLETIN

PHYLLIS COX, Editor

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## From the President's Pen . . .

Hello Everyone!

I hope each and every one of your businesses are having much success in this volatile market. It seems all of the members that I talk to are facing the same things; Supply chain issues, freight costs and longer delivery time, shortage of help, and a tougher time buying salvage due to higher prices. Everyone is fighting these same battles and that has kept the phone ringing as well as the cash register. With many new parts unavailable or not able to ship in a timely manner, just having the part on hand can make the sale for you regardless of price. I can't tell you how many times our customers have said. "We don't usually buy used parts, but I can't get a new one for 1-2 months or longer."

Our associate members and members that deal with new parts are not as lucky; logistics for them can be positively infuriating. Shortages of ships, dock



Scott Schelling

workers, trains and trucks all have created a backlog that can be months long or longer. Our customers seem to be even less patient than ever!

Things have been really quiet on the NTPDA side for the last year. Michael continues to retain and recruit members, and Phyllis is working on putting together a great meeting in Kansas City in January. I think this may be the best one yet! Kim finalized and sent out all of the information to the scholarship winners and does the day-to-day work. They have all helped make it smooth sailing.

Speaking of the scholarship program, the board voted to increase the percentage of scholarships that the NTPDA hands out, so this year we gave 19 scholarships to deserving college students! This is truly a great program, and it couldn't be done without the committee; Carol Russell, Erica Russell, Jake Walmer, Eric Shaul, and Katie Shaw, and of course Kim. THANK YOU! THANK YOU!

Have a great summer!!

*Scott*

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# Message from Phyllis



Happy Summer!

I hope this finds you staying cool and enjoying your time with family and friends.

As usual it's extremely hot in Texas but I really wouldn't have it any other way. We are in the middle of 2021 with our 2nd quarterly Bulletin which will be highlighting our NTPDA scholarship recipients. Each year it seems it gets more difficult for our Scholarship Committee to award these scholarships.

This year we received 27 scholarship applications. In this issue we will highlight the very deserving students awarded these scholarships.

We want to thank our Scholarship Committee: Carol Russell, Erica Russell (no relation), Eric Shaul, Katie Shaw and Jake Walmer for all the time and effort awarding these scholarships.

We have a wonderful group of people within

the Association and we welcome your thoughts and comments anytime.

Have a safe and wonderful summer.

*Phyllis*



Chuck Cox 1948-2021  
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*Our 2016 Meeting in Kansas City was one to remember! We had a great time so . . .*

**LET'S DO IT AGAIN IN 2022!!**





# Goin' to Kansas City...

By Michael Libbie

It is going to be a big deal and you need to join us. I'm talking about the Annual Meeting and Trade Show happening in January 2022 and, nope it's not too early to plan.

If you are a Regular Member of NTPDA you should come to learn how to build a better business and to socialize with your fellow members. If you are an Associate Member and your goal is to sell more of your products or services then you should come and share who you are and what you do.

It's that simple.

Over the past year I've had the privilege of visiting with our membership. The vast majority tell me they have had a remarkable sixteen months of record-breaking sales. "Never been better!", "We've smashed every sales goal we made two years ago!" ...stuff like that.

What's the secret sauce? What are they doing that has made a difference? That is what you'll learn when you join us in Kansas City.

Wouldn't it be great to have a Member Forum where we

have a panel of our members share their success stories, how they got there and how they are planning for the future? Maybe we can make that happen. It would be refreshing to listen to our very own experts. Right?

This is your National Tractor Parts Dealer Association and I can share with you that a large number of "first time" Associate Members are eager to join us in Kansas City along with several who have missed the past five or six events. What new products and services are out there? How can their expertise better impact your business?

Yep, we'll have a good time, and that's important. But we're also there to learn and to grow.

Join us in Kansas City January 20 – 23. It's not too early to plan. See you there!



*Michael P. Libbie is the owner of Insight Advertising, Marketing & Communications and does the only daily business news broadcast, Insight on Business the News Hour, in the Midwest. Michael@InsightCubed.com.*

## **MARK YOUR CALENDARS** **for our 38th Conference & Trade Show** **January 20-23, 2022** **Harrah's Kansas City**

**It's been awhile since we've all gotten together so  
we're looking forward to this being a great time  
to see old friends and make new ones!**

***Our next issue of the Bulletin will focus on  
what we have planned for you in January 2022!***



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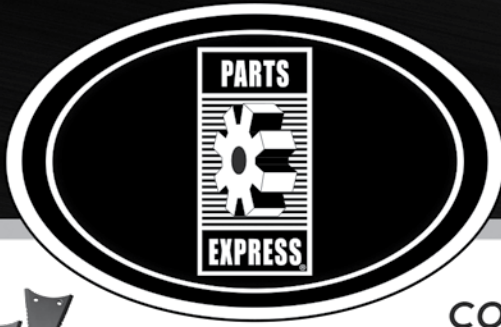
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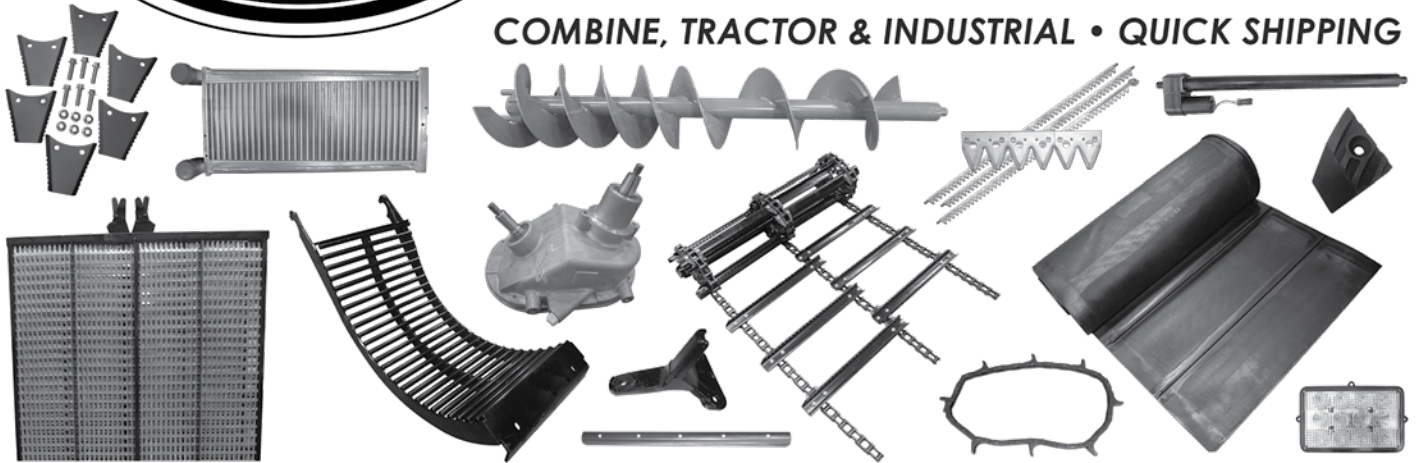
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# DO IT YOURSELF SOLAR ENERGY

by Charles Niemann

A friend who owns a farm in Oklahoma told me about his plan to power his farm totally with solar cells. I thought that was a really good idea and asked how he planned to go about getting it done.

He had checked with area solar contracting companies about installation and discovered that, even with government incentives, he was looking at far too many thousands of dollars to make the idea practical. He is a master truck mechanic by trade and decided, "How hard could it be?" Turns out he was able to purchase all of the necessary parts for about \$10,000 and that was for enough cells to provide double the power needs of his farm. He showed me a chart that indicated that his \$10,000 investment would be recovered in 6 years. The expected system life on the chart was 20 years and the anticipated savings per year grew with expected increases in power costs over that period.

The farm is about 130 acres with a lake. However, much of it is covered with trees. Locating that large an area to install the cells with enough sunlight and without interfering with farming operations was a problem. A good part of the farm is set aside for cattle grazing. Also the cell field needed to be reasonably close to the source of the public power system. The solution was to put the cells on poles high enough for the cattle to walk under.

While not all power companies will allow excess electricity from residential sources, he was able to make an arrangement with the company he is using. If all of this worked out, he would not pay any electricity bill. It sounds great, but nothing is that easy. It turns out that the power company does not want him to produce more than 125% of his usual electrical needs. No one seems to know exactly why. He is still trying to figure out how to comply with this requirement. His solar system does not currently have backup so he will have to use electricity from the power company during cloudy weather and at night. This whole situation will result in still needing some power from the electric company and may still run his electric meter forward rather than backward as he had planned.

The best he can do is to have no electric bill if his monthly usage is equal to or less than that produced by the solar cells, plus that required from the power company. The power company will never pay him for any excess electricity he may produce. The initial system is now complete and generating capability is even better than expected. Power is

produced even at sundown and during periods of overcast and rain. The trick will be to find a way to calculate and stay under the power company's required 125% production limit.

In view of the restrictions from the power company that would undermine his ability to achieve a zero electric bill, my friend is considering installing a battery and generator backup system that would allow him to disconnect from the public power grid completely. Obviously, this would be a substantial additional expense. But, the total would still be much less than if he had used a contractor to do just the originally planned system. I will be interested in following this project to see if the expected return on investment is actually realized. Something for a future article.





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## Greetings from Greasy Girl

*By Terri Stevens*

Dear Friends,

I am so excited to go to the summer meeting. I have missed all of you so very much! Plus, we get to go on vacation!!

After a year of staying in, wearing a mask, and not being able to be close to people or in crowds here is my take on how we should live:

Try very hard to find the positive!!!

I have a funny story to tell that I hope you can relate to. Russ built me a beautiful fountain and made our backyard into a place of peace and beauty. WELL, there was this weed that was growing under the fence and it was really bothering me. Every day I would say, I wish that weed wasn't there. It wasn't like a small weed; it was more like a big bush. So yesterday he cut it down. Well guess what? I didn't even notice. Boy did I ever feel bad. It was so important to me and then when it was gone, I didn't even notice.

Makes you think about life doesn't it? Something bothers us or irritates us and then it goes away or gets fixed and we don't even notice. I want to challenge you every day as you start your day by thinking about something positive that has happened and then thank God for your blessings. Too much of the time we are looking at the weed and missing the beauty around us. I am trying to practice in my



life to see the good and celebrate the positives. God has given us all so many things to be thankful for and see how amazing life really is.

Celebrate the simple things in life; enjoy living and treat one another with kindness and love. As the song says, "a little more of Jesus and a little less of me." (I guess I owe Russ an apology) LOL! We cannot let the one rob us of the other. A wise person enjoys the little things and looks for the beauty around them. Look for the good in people and the good around you.

There are always those weeds out there but there are also beautiful flowers and fountains in our lives.

Let's all work hard on being grateful for our blessings and enjoy the fact that we can get together this summer.

I am so excited!!!

Be a blessing and be blessed!!

Greasy





# SCHOLARSHIP

## *Recipients*

Academic Year  
2021-22

*The Scholarship Committee is proud to announce the 2022 scholarship recipients. The Scholarship Committee had the difficult task of awarding 18 scholarships. To everyone who submitted an application, thank you for taking the time to fill out the application and to show how committed you are to furthering your education and making your mark in the world! We are very proud of each and every one of you and we wish you the best in your future endeavors. We want to remind and encourage those of you who did not receive a scholarship this year to please try again next year.*

*A special thanks to our Scholarship Committee: The feedback we've gotten from members, their families and friends tells us that this particular member benefit is greatly appreciated and one that we hope continues for many years to come.*

### **KAMI BIRD**

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Tractor Parts, Inc.  
Parents: Lance & Shelly Bird



### **CARSON ELBERS**

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



### **SAMUEL COBB**

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



### **ZACHARY ELBERS**

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



### **MICHAEL CYR**

Fort Hays State University  
Degree: Agriculture Education  
Sponsoring Member: Abilene  
Machine, LLC  
Parents: Charles & Denise Cyr



### **MARISSA GOOD**

Eastern University  
Degree: Psychology  
Sponsoring Member: Hooper, Inc.  
Parents: Ed & Rhonda Good



### **MEGAN EISENMANN**

College of Saint Mary  
Degree: Master's Degree in  
Occupational Therapy  
Sponsoring Member: Eisenmann  
Supplies, Inc.  
Parents: Bob & Mary Eisenmann



### **MADISON GOUCHER**

Missouri State University  
Degree: Special Education  
Sponsoring Member: Cook Tractor  
Parts, Inc.  
Parents: Ralph & Crystal Goucher





**NATHAN GROVES**

Texas A&M University  
 Degree: Mechanical Engineering  
 Sponsoring Member: Groves Brothers  
 Machinery, Inc.  
 Parents: Christian & Jeanette Groves

**ERIN SCHELLING**

South Dakota State University  
 Degree: Veterinarian  
 Sponsoring Member:  
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 Parents: Scott & Vicki Schelling

**ELISE HERMISTON**

Cornell College  
 Degree: Biology  
 Sponsoring Member: Hy-Capacity, Inc.  
 Parents: Mitch & Eileen Hermiston

**MATTHEW STEPHON**

Wayne State University  
 Degree: Journalism  
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 Reliable Aftermarket Parts  
 Parents: Chris & Deb Stephon

**BRANDON JAY KITCH**

Purdue University  
 Degree: Agricultural & Biological  
 Engineering  
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**KYLE THRUSH**

Messiah University or  
 Liberty University  
 Degree: Biomedical Engineering  
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**JASON LIANG-LIN**

Duke University  
 Degree: Environmental Science &  
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 Parents: Chimin Lin and Pami Pan

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Lancaster Career & Technology  
 Center  
 Degree: Veterinarian Technology  
 Sponsoring Member:  
 Wengers of Myerstown  
 Parents: Brian & Jenny Wood

**ISABELLA LUU**

University of Georgia  
 Degree: Journalism & Anthropology  
 Sponsoring Member: Hy Capacity, Inc.  
 Parents: Binh Luu and  
 the late Melanie Luu



My name is Kami Bird. I am a recipient of the NTPDA Scholarship. I want to say thank you very much for the opportunity and financial support that you have given me! I greatly value and appreciate it. Thank you again! Have a great day.

**KENNEDY MORRIS**

South Dakota State University  
 Degree: Master of Science Degree in  
 Sport & Recreation Administration  
 Sponsoring Member: All States Ag Parts  
 Parents: Kenneth & Mai Morris



*... and so  
 Adventure  
 begins*





## In Gratitude To Our Members

To whom it may concern:

Thank you so much for granting me the 2021 National Tractor Parts Dealer Association Scholarship Award. I am very honored to be chosen as a recipient.

At South Dakota State University, I will be pursuing a Master's Degree in Sport and Recreation Administration.

Again, thank you so much for the opportunity, and I am very grateful to have received this scholarship. It will prove to be very helpful in my future endeavors.

Sincerely,

Kennedy Morris

NTPD Scholarship Committee,  
Thank you for choosing me as a  
Scholarship candidate. Your generosity  
is appreciated and will be helpful in  
me fulfilling my dreams. I'm proud  
to be part of a community that  
offers so much support. Thank You!

Madison Goucher



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# The Value of Membership...

by Michael Libbie

Last month I had a conversation with a member who said he was leaving our association. We had a very long conversation and, in the end, it all boiled down to...value.

He said he just wasn't getting the value out of NTPDA and didn't see a reason to continue.

We've all been there. While you might belong to a church what good does it do you if you don't go? Or that community group you joined, went to one meeting and never went back.

It's all a perception of value. So, what value is there in being a member of NTPDA? Let's make a short list:

**CASH BACK** – If you do print advertising and include the NTPDA logo the association will pay you \$25 for each ad to a total of \$300 a year. Nearly pays for your membership.

**MARKETING/ADVERTISING** – As a member of NTPDA you and your company get free marketing and advertising advice. Got a question of what works and what doesn't? All you have to do is...ask.

**PROMOTION** – Each month we feature one or two of our members in our NTPDA Blog and then share those stories online. Some even make it to a national radio audience. We're here to tell your story...if you just share it.

**LOGISTICS** – Need some help getting product out the door? We've got experts in that field who can not only save you money but offer some great service.

**FRIENDSHIPS** – One of the reasons so many enjoy being an NTPDA member is the solid friendships they've made over the years. People who go on trips together and socialize outside of our meetings. What's the dollar value of that?

**SALES HELP** – Every day we receive calls from farmers/ranchers who are looking for parts and think NTPDA sells them. We take those calls and look up the parts and then send them to our members who have them or might offer more help.

**PARTS DATABASE** – You get a reduction in the cost to list your inventory with Allied. Again that nearly pays for your annual membership.

**PREFERRED RATES** – As a member of NTPDA we've negotiated preferred rates for everything from credit card transaction fees to advertising fees.

**NTPDA SCHOLARSHIPS** – Got a young, deserving student or adult going to college or university? We can help!

That's just the short list and there are many more. But I get it...if you don't take advantage of what we offer...where is the value? Or maybe you just didn't consider all of what we can and will do to help you and your business grow and prosper.

Now, that's...value!



To Our Members  
Thank You!!!  
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## ABOUT OUR MEMBERS

### Agri Parts and John Danielson



One of the newest members of NTPDA is Agri Parts, a company based in Italy and doing business in the U.S. for several years. John Danielson is the manufacturers' representative for this family-owned business located in Bologna in the northern region

of the country. (Interesting side note: Bologna is known as "Motor Country" famous for cars like the Ferrari and Lamborghini.)

The Malone Family started Agri Parts about ten years ago and John, who lives in Wisconsin, has represented the company for three years.

Asked why Agri Parts made the decision to join NTPDA we were told, "We need to expand our business. We're doing well in the Midwest but our goal is to expand our sales into the South, Southwest and East. Being a member of NTPDA allows us the opportunity to let others see what we offer and increase our business. We are so looking forward to coming to Kansas City in January. It's going to be a great opportunity for us."

A big welcome to Agri Parts, the Malone Family and, John Danielson! And, yes, we're excited that you'll be with us in KC!

To listen to the business interview with John Danielson and Agri Parts scan the QR Code with your phone and listen to his story.

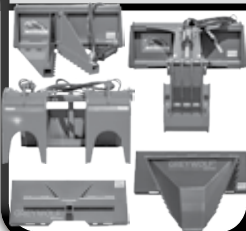


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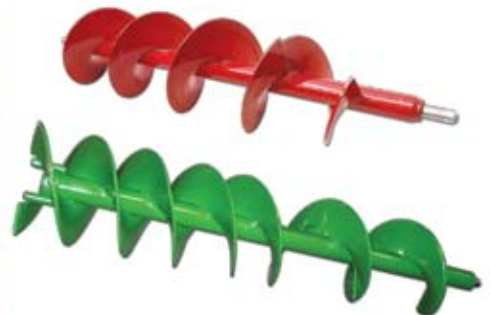
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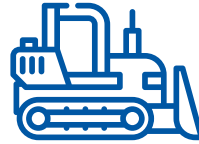
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# **ALL STATES AG PARTS**

## **ANNOUNCES ACQUISITION OF**

# **RUBBERTRAX AND PENTOM SUPPLY COMPANY**



HUDSON, WI – June 28, 2021 – All States Ag Parts (“ASAP”), the leading agricultural and heavy equipment aftermarket parts supplier in North America, announced today the acquisition of Rubbertrax and Pentom Supply Company.

Rubbertrax specializes in aftermarket rubber tracks and undercarriage for a wide variety of construction equipment. Rubbertrax headquarters is in Conyers, GA.

And subsidiary Pentom Supply Company supplies aftermarket undercarriage parts and rubber tracks for construction and landscaping machinery. Pentom Supply headquarters is in Conyers, GA.

With the addition of Rubbertrax and Pentom Supply, All States Ag Parts now operates 24 locations in North America including 16 tractor, combine and construction equipment salvage yards.

“The acquisition of Rubbertrax and Pentom Supply will further strengthen our ability to serve the construction parts industry and be closely associated with our existing H&R Construction Equipment Parts business. This acquisition will tremendously improve our opportunity to serve that segment of our customer base,” said John Dyke, CEO of All States Ag Parts.

Scott Griffeth, President and CEO of Rubbertrax said, “I am excited to be joining H&R Construction Parts and All State Ag Parts. We serve both the ag and construction industries and are looking forward to expanding our distribution network and product offerings.”

Griffeth will report to Nick Ecker, General Manager of All States Ag Parts Construction Parts Division. Ecker said all employees of Rubbertrax and Pentom Supply will be offered employment with the new company.

All States Ag Parts is the leading supplier of agricultural

parts in North America and carries used, new aftermarket and remanufactured parts for tractors, skid steers, combines and other ag equipment. Parts are stocked for virtually all brands of equipment including John Deere, Case IH, Ford, New Holland, Allis Chalmers, Massey Ferguson, Agco, Hesston and many more.

Rubbertrax can be reached at 866-431-5305 or online at Rubbertrax.com. Pentom Supply can be reached at 888-232-5175 or online at pentomsupply.com.

All States Ag Parts can be reached at 877-530-4430 or on-line at TractorPartsASAP.com

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3. My mother taught me about TIME TRAVEL . "If you don't straighten up, I'm going to knock you into the middle of next week!"
4. My mother taught me LOGIC. " Because I said so, that's why."
5. My mother taught me MORE LOGIC. "If you fall out of that swing and break your neck, you're not going to the store with me."
6. My mother taught me FORESIGHT. "Make sure you wear clean underwear, in case you're in an accident."
7. My mother taught me IRONY "Keep crying, and I'll give you something to cry about."
8. My mother taught me about the science of OSMOSIS. "Shut your mouth and eat your supper."
9. My mother taught me about CONTORTIONISM. "Will you look at that dirt on the back of your neck!"
10. My mother taught me about STAMINA. "You'll sit there until all that spinach is gone."





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