



BULLETIN

NATIONAL TRACTOR PARTS DEALER ASSOCIATION

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

WINTER 2020

VOL. 30, NO. 4

A New Year
A New Beginning
Infinite Possibilities



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BULLETIN

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comments are encouraged and should be sent to:

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From the President's Pen . . .

Happy Holidays!!

It will be after the holidays before you are reading this, so let me be the last to wish you a blessed Holiday season. I hope each and every one of you got to spend quality time with the ones you love. If this year has taught me anything, it's that you cannot take that time for granted.



Scott Schelling

Quite often, while talking with members, they give us great ideas for benefits we can offer as part of your NTPDA membership. We continue to add great discounts for credit card processing, freight, office supplies, travel, and many more. (see a list on ntpdacom) If you have ideas or if you want more information on member benefits call the office and Michael will be happy to help you. Even our long-time members

should check in on these from time to time; we are adding things all the time.

Back in December, the board was faced with the difficult decision of whether to have the Annual Conference in Nashville. We had initially decided to go ahead with it, but after the events of Christmas day, we made the call to cancel the event. This was not an easy decision to make. For me, it feels like we continue to make huge sacrifices for the sake of safety and many days it feels like there is no end in sight. Many people are on a downward spiral mentally and financially. If you know someone like that, reach out to them and help them through this. We can do this if we stick together.

Make plans now to attend our Summer Mixer in Portland, OR July 15-18. It's been a long time since we have been able to get together, so I can't wait!

Scott



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NTPD ASSOCIATION

Message from Phyllis

Welcome 2021!!!! I hope this finds all of you safe, warm and healthy.

Due to many unforeseen difficulties, the Board of Directors decided to cancel our upcoming Conference and Trade Show in Nashville. Our numbers were down considerably because of COVID-19 and then the bombing that occurred on Christmas Day prompted them to make the difficult decision to cancel.

So...we are moving forward with our Summer Mixer that will take place in July 2021 - see Page 21 and we'll look forward to our reunion conference and trade show in Fanner, CA (outside of San Diego) in 2022. See Page 11. We will be

sending you information regarding both events in the very near future. So watch your emails and make plans to join us!

Take care and we hope to see many of you soon!



Phyllis

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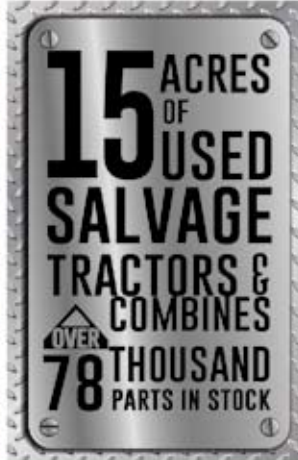
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A Win Win Story about Membership.....by Michael Libbie



A couple of weeks ago I got a message from President Scott that we might want to connect with his credit card processing agent Andy Goranson about them becoming an Associate Member. So I made the call, offered "the pitch" and we had a great conversation. Andy seemed interested and a day later said his company Access Payment Processing was "in". Andy, by the way, is the president of the company.

The next step in becoming a member is that we circulate some of the new member data among our existing members so they have the opportunity to offer comments and ask questions. That email was sent out and within a couple of hours I get a call from Andy asking, "So am I a member because one of your members wants to do business with us!" It was the fastest turn around I've ever seen.

Mary Eisenmann from Eisenmann Supplies, based in Madison, Nebraska, saw the email and called Andy asking about switching out her current credit card processing service for Access. When I spoke with Mary she said their

processing company was "OK" but, "I really do want to do business with a company that focuses on customer service and a person who we can trust. Those are the qualities I got from my conversation with Andy."

Andy tells me that he sent her a new credit card machine, talked her through the setup and said that he plans to make a personal visit soon. Oh, one other thing: The switch saved Eisenmann Supplies a couple of thousand dollars a year in fees. And Mary indicates the switch was "seamless".

Yes, there is real value in membership.

Got a story for us about your business? Give us a call 877-668-0900 and we're on it!



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.

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ALL STATES AG PARTS

Announces **COMBINE WORLD** Acquisition

HUDSON, WI – December 31, 2020 – All States Ag Parts, the leading ag parts supplier in North America, announced in a press release today the acquisition of Combine World. Combine World is located in Elstow, Saskatchewan and specializes in new and used parts for combines and swathers.

All States Ag Parts now operates 17 locations in North America, including another Canadian location, Fawcett Tractor Supply in St. Mary's, Ontario. "This is a great acquisition for us," said John Dyke, CEO of All States Ag Parts. "Combine World complements our line of tractor parts being offered at Fawcett Tractor Supply and positions us to deliver tractor, combine and other ag parts to the farming community in Canada," said Dyke.

Dyke said the former owner, Charlie Smith, will remain in place as a valuable resource during the transition of ownership. All current employees of Combine World will be offered employment with All States Ag Parts.

"Being part of All States Ag Parts is a great opportunity to

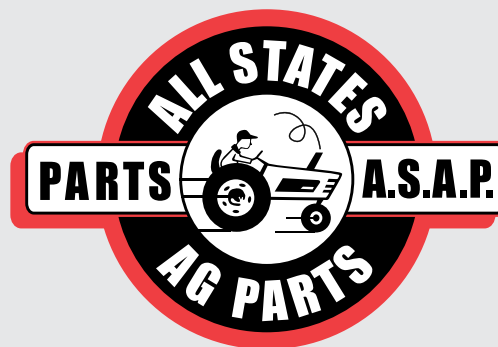
improve our ability to take care of customers," said Charlie Smith, "We'll have access to our current combine parts inventory while growing our tractor parts selection. We'll also have access to parts from 11 other salvage yards."

The Elstow, SK location will continue to operate under the Combine World name. Combine World also operates a satellite location in Alexander, MB.

All States Ag Parts is the leading supplier of agricultural parts in North America and carries used, new after-market 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.

Combine World can be reached at 800-667-4515 or online at: CombineWorld.com

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



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AREA DIESEL SERVICE



In the News

We love sharing Member News. Recently, long time NTPDA Member and family-owned company Area Diesel Service was awarded an ISO 9001:2015 Certification. What does that mean for the company and its clients? You can bet we asked. Here, Von Leefers and his wife Linda, explain what this is, the impact on their business and, more importantly, what it means to the people who, internationally, are buying from them. As always we're grateful to hear about stories like this and pleased that Area Diesel Service made the news. If you would like to listen to the interview with Von and Linda simply scan the QR Code with your mobile device or go to the NTPDA website (NTPDA.com) and you'll see the story and be able to hear the interview.



Congratulations and thanks for being a member!

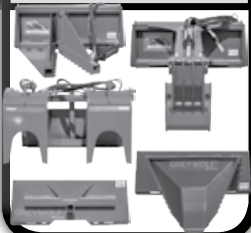
AND...if you've got news about your NTPDA business, make sure you connect with us. We'd love to tell your story too. You can reach us at 877-668-0900 or by cell at: 515-707-7699.

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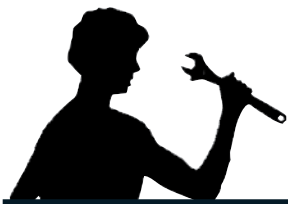


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Greetings from

Greasy Girl

By Terri Stevens

Hello Friends,

I was thinking about what to write about as we come to the end of a very different year. My husband came home in March and told me about the covid virus and said it was going to shut everything down and I said, "No it won't." Then, in April, they said maybe until July 4th and I thought, 'no way.' All of us have experienced change in many ways. I don't want us to think about the negatives but the positives. I really think it is important for all of us to approach 2021 with a positive attitude.

I got to thinking about it. We all had a lot more time in our homes and with our families. A lot of homes got fixed up. Many projects that we all had been putting off came to fruition. We did landscaping and built a new patio!

We got to know more of our neighbors as they were out walking to get some exercise and get out of the house.



Then there was business. Most of us were essential and so we were open but had to do things a lot differently. Here, we had a "pick up" set up so we hand delivered parts to your car. It sort of felt like we were selling hamburgers instead of tractor parts.

I have loved watching small business come up with creative ideas to keep their doors open. I love the resilience of small business. If it were easy anybody would do it. LOL!

As we come to the end of this year let's take some time to reboot and commit to showing kindness and love to everyone we meet. Let's look for the positive. If someone gives you a lemon make lemonade out of it.

Life is what we make of it. God has blessed us all with another year of life so let's not waste time dwelling on the bad but by counting our blessings. Look for ways to do random acts of kindness. Let's make this world a better place in 2021!

Blessings and Happy New Year!

Greasy

Our conference has been canceled for January 2021. In the past we raised money for St. Jude Children's Hospital and we would like to continue to do that. We would like for you to donate to St. Jude if at all possible. Please email me if you are interested in donating and I will get you the information you need. Please find it in your heart to donate to this wonderful cause and remember that NTPDA will match up to \$5,000 as our donation to St. Jude. Please email phyllis@ntpda for more information.

Thank you for your continued support and generosity! Thank you.

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Featuring..... HERMAN REMPEL

Herman Rempel is a proud NTPDA lifetime membership recipient who has an interesting “back-story”.

Herman was fascinated by all things mechanical as a young boy. In his small home town of Niverville, Manitoba, he had the first transistor radio and subscription to Popular Mechanics. Some of his early toys included a horse and saddle, a green CCM bicycle he bought for \$59 in 1950 with his paper route earnings, a Hiawatha scooter, a 1946 Chev convertible (the first built after WWII), a new fiberglass red and white Vanguard boat, a 1957 Vauxhall (which had the same Zenith-built carburetor as British Ferguson tractors), and a 1967 Lincoln Continental. Mostly every vehicle he owned he rebuilt, modified, and repainted red.

His first of eight airplanes was a Piper PA11 that he rebuilt from a wind-damaged wreck. It took one year and was finished two weeks before his wedding. He also owned three Cessna 172s, an Alon Aircoupe, a PA12 Piper (750 hours), a Beechcraft Sport, and finally a Cutlass RG Cessna 172 with 180 hp and retractable gear. Herman’s policy was always to be paid by and pay by certified cheque. This lesson was learned as he has numerous stories of how planes and automobiles were damaged on their way home.

He worked for 11 years with his father, John K. Rempel, at an International Harvester dealership owned by Mr. George Kehler. To feed his growing family, he started rebuilding Ford 8N and 9N tractors in his car garage. He was known for his beautifully painted tractors and implements. Eventually, his hobby-turned-business grew and required him to buy two acres outside of his home town. The yard had an abattoir which became his first building for repairs and storage. His business kept growing which required him to hire more people, buy more land, build more buildings, erect more shelving, hire more people...you get it. He eventually farmed 80 acres with 3,500 tractors – that’s a Herman joke!

Herman was a walking encyclopedia of tractor parts information. He recalled almost every part number by heart and explained how and why and with what you could interchange it. He also had jobber parts manufactured with modifications made to make them perform better.

Worthington purchased Rempel Tractor Parts in May 1994. Herman very much appreciated the way they treated him and enjoyed the five additional years he stayed in the business, including two winters in Sikeston, Missouri. There was no ownership stress, management and customers valued

his knowledge, and he grew his relationships and formed new ones.

Former customers called him for information so he thought it would be good if he had a few replacement parts on-hand. Herman had a giant auction sale of parts and tools in 2017, so you can imagine that those “few” parts expanded out of his garage and basement and into storage trailers.

He is a man of integrity, a wonderful storyteller, and is generous and empathetic. He was big-hearted with his time and resources at their churches and in their communities.

He married the love of his life, Jeannie Buhr, in October 1964 and together

they had four beautiful children. Now their family has grown to 24 with everyone included! They fully and happily retired when they moved from Winnipeg, Manitoba to Calgary, Alberta in December 2017 to be close to their daughters.

Herman and Jeannie attended 17 NTPDA conventions. Often this was their only annual vacation. They loved being treated like royalty and visiting with friends. If you’d like to reconnect with Herman (204-771-4656) and Jeannie (204-771-6490), they would appreciate your calls.



During the final month of 2020 our Member at YRC shared with us “5 Ways to Save” when it comes to shipping. If you didn’t see the most recent piece we sent to you via email...here you go! And, thanks Aleisia for the tips!

5 LTL Savings Tips



1.

Understand carrier liability. This allows reductions in losses due to limitations in liability.

2.

COMPLIANCE MATTERS: Are you monitoring internal freight decision-makers to ensure they are optimizing freight decisions (versus playing favorites)? Have you converted your inbound shipment from “Prepaid” to “Collect”?

- › This can help you avoid paying supplier markups and taxes on your inbound freight.
- › Once you have converted your POs to instruct “Inbound Collect,” monitor supplier compliance to ensure approved carriers are utilized.

3.

Forging a more “vested partnership” with a transportation management provider often leads to cost-savings opportunities.

- › Share your data and allow them freight optimization opportunities. Volume commitments can often lead to better savings than running frequent RFPs and spreading your volume across too many freight suppliers.
- › Perhaps this partner can offer you a free TMS portal for your internal stakeholders to use and better manage shipment activity.

4.

Customer-Partner Reviews: Have the right stakeholders involved and meet frequently. These collaborative meetings are critical for resolving issues and finding new opportunities for mutual optimization.

- › Use your reviews to educate your partners as to what is happening in your industry.
- › Your partner should use this education to offer new ideas and strategies leading to more market competitive advantages.

5.

Look for carriers based near your ship-to points. Your load will more likely become a backhaul with a lower rate. Factor distance into your shipping decisions.

- › Discuss System Integration with your carrier. Are you striving for a paperless freight program such as electronic proof of deliveries and invoices?



ALL STATES AG PARTS

Announces

Tractor Joe Acquisition



HUDSON, WI – December 31, 2020 – All States Ag Parts, the leading ag parts supplier in North America, announced in a press release today the acquisition of Tractor Joe. Tractor Joe is located in Plymouth, MN and specializes in on-line ag parts sales for tractors, combines and other ag equipment.

All States Ag Parts operates 18 locations in North America including 13 tractor and combine salvage yards.

“Tractor Joe brings us a fully developed website operation with good traffic numbers to supplement our existing site,” said John Dyke, CEO of All States Ag Parts. “We’ll be able to take a closer look at the elements of their success and incorporate the best practices of both TractorPartsASAP.com and TractorJoe.com as we move forward,” said Dyke.

Dyke said the former owner, Marina Vorobeychik, will remain in place as a valuable resource during the transition of ownership.

“Being part of All States Ag Parts is a great opportunity to improve our ability to take care of customers.” said

Vorobeychik, “All States has a much more expansive distribution network for parts and will be able to fulfill parts orders more quickly.”

The Plymouth, MN location will continue to operate under the Tractor Joe name.

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.

Tractor Joe can be reached at 888-860-9096 or online at TractorJoe.com

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

- The older I get, the earlier it gets late.
- When I say, “The other day,” I could be referring to any time between yesterday and 15 years ago.
- I had my patience tested. I’m negative.

Remember, if you lose a sock in the dryer, it comes back as a Tupperware lid that doesn’t fit any of your containers.

- If you’re sitting in public and a stranger takes the seat next to you, just stare straight ahead and say, “Did you bring the money?”
- When you ask me what I am doing today, and I say “nothing,” it does not mean I am free. It means I am doing nothing.
- I finally got eight hours of sleep. It took me three days, but whatever.



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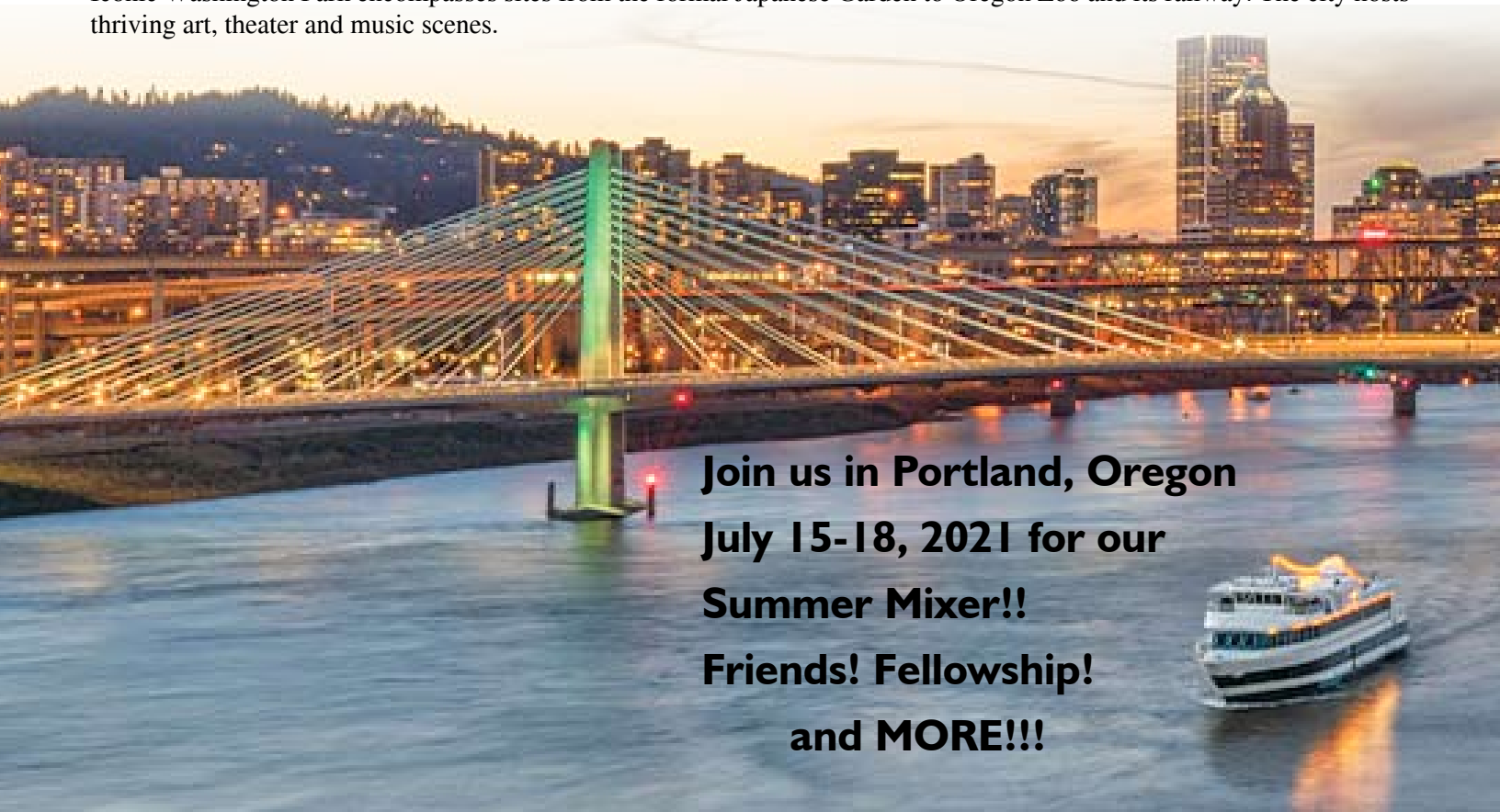
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