

BULLETIN

NATIONAL TRACTOR PARTS DEALER ASSOCIATION

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

WINTER 2019

VOL. 29, NO. 4

MARICOPA

ARIZONA

#6 Fun in the Sun #7

**NATIONAL TRACTOR PARTS DEALER ASSOCIATION
36th ANNUAL CONFERENCE & TRADE SHOW
January 16-19, 2020**



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BULLETIN

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NTPDA

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

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.

Hello!

I just came in from scooping snow for the first time this year, so I guess Fall is behind us! And I can hear, "Would you like to build a snowman?" in my head. I think I may be losing it! It has been a crazy busy few months for us with harvest and as we continue to move into our new building. Things are progressing well and we should be all moved in by January 1. We can't wait!!

Things are also changing at the NTPDA. We have appointed Michael Libbie as our Recruitment/Retention specialist. Michael has a long history with us, he knows our members and what we do and that will make him a great fit for the job. He will be calling existing members for feedback on issues, ideas for member benefits, input on the annual events and anything else that the membership would like to comment on. He will also try to get our existing members to attend our annual meetings.

Another important focus for Mike is to find new members as well as members we may have had in the past and get them to participate again. I have been on the board of the NTPDA for seven years, and literally every board meeting we have will address membership. The trend of

the Association has been a slow decline in membership and we have tried several different things to change that with mixed results.

Michael agreed to this position on a trial basis, based on the results of his efforts. If we can increase our membership base, the position will continue. Michael will be calling you and will ask you questions about your business and that information will be put on all of the social media platforms of the NTPDA.

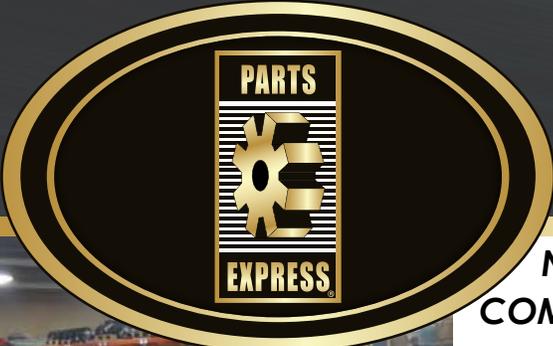


Scott Schelling

This free advertising will be another member benefit for you. If you have any questions or comments on any of this call me or a board member or Mike or Phyllis, we would be happy to talk to you.

I can't wait to see ALL of you in Maricopa, AZ!!

Scott



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Message from Phyllis



*6 Fun in the Sun *9*

It looks like it's that time of year again - already - can't believe how fast time as flown by - etc., etc.!!! But it's time for fun, family and Phoenix!!! I hope you all had a wonderful time with your family and friends during this holiday season and now it's time for Phoenix - actually, Maricopa - but you catch my drift. Our trade show is right around the corner and you won't want to miss a day of it. Check out Page 11 for our Program at a Glance to see what we're bringing to you this time. We've dubbed our trade show this year "Fun in the Sun" and we hope that happens. I think at this point we could all use some fun and some sun!

In this issue we'll highlight the trade show so be sure

to check out all the information regarding our Early Arrival Party, our speakers, golf, bowling and all of the networking opportunities we have planned for you.

We want to give a big shout out to ASAP who recently decided to not carry toys in their locations and donated all of them to Toys for Tots. That's what Christmas is all about! Thanks, ASAP.

We're looking forward to seeing many of you in a few weeks!

Happy New Year! See you in Arizona!

Phyllis

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Over thirty-three years later, the family is still passionately involved and the team is stronger than ever!

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Come see what Combine World has to offer you!

Whether it's new or used ag parts or purchasing one of our pieces of guaranteed used equipment—our staff is friendly, our yard impeccable, our prices competitive, and the coffee is always free!

Building a Business.....by Michael Libbie

Every business needs customers and, to get them, your business needs to do two things: Recruit new customers; Retain your existing customers.

Those of us in business know that it takes more time and money to recruit than it does to retain. From finding new customers to engaging them through advertising/marketing to proving that your product or service is valuable, it all takes time and money.

Retaining customers is much less costly but it does require your business to prove to them that doing business with you makes sense and brings value.

It's the same with NTPDA.

Over the past several weeks I've been having some informative and interesting conversations with our members. I've been spending most of that time asking about their business, how it works, what it's like and how this association can be of more service. The answers are telling.

Those members who have been engaged with NTPDA and realize that our mission is to help them build a better business have all been supportive and grateful for their membership. They understand the value, from a business side, of their membership in the association.

Those who have not been fully engaged want to know more about the value proposition. For those members, the key is to help them understand that we can be a resource, an

active partner, in helping them build a better business. It's sharing with them why their annual membership dues is an investment and not an expense.

But (and you knew that was coming) making this happen takes forming a partnership and we can only do that if we are truly engaged.

Coming up in January we'll be meeting in Arizona for our Annual Conference & Trade Show. Our goal is to bring us all together and work toward helping each other build our business through education, experience and networking; meeting our vendor members and finding out how they can enhance product lines, distribution and delivery. Meanwhile our education sessions are designed to offer you answers to the complex questions you may have about a host of issues from employee retention to internet sales tax and transportation.

If you've not yet made plans to join us...do so now. We've got so much to offer; all we need is the opportunity to prove it.

Let's talk and see you in January!

Michael@NTPDA.com
515-331-3207 (Direct) / 15-707-7699 (Cell)



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.

Portland, Oregon's largest city, sits on the Columbia and Willamette rivers, in the shadow of snow-capped Mount Hood. It's known for its parks, bridges and bicycle paths, as well as for its eco-friendliness and its microbreweries and coffeehouses. Iconic Washington Park encompasses sites from the formal Japanese Garden to Oregon Zoo and its railway. The city hosts thriving art, theater and music scenes.



**Join us in Portland, Oregon
July 16-19, 2020 for our
Summer Mixer!!
Friends! Fellowship!
and MORE!!!**

POTENTIAL: Unlimited

BY JEFF MONTGOMERY

jeff.montgomery@thmedia.com

PRESTON, Iowa — Long before Travis and Dakota Kieffer became owners of Plastics Unlimited, the brothers already were pitching in at the family business.

The bus would routinely drop the boys off at the business after school. Travis and Dakota would spend their afternoons helping in whatever way they could. “They have been involved for a long time,” recalled their mother, Nancy. “We treated it like a family farm, where everyone has to pitch in and do their part.” The Preston business has come a long way from its humble beginnings more than 25 years ago.

Nancy and her husband, Terry, started the operation in 1993 and the couple originally operated the business out of a machine shed on their farm. They moved Plastics Unlimited to its current location four years later.

The business has grown by leaps and bounds since.

It now employs 70 workers and inhabits a 100,000-square-foot space at 303 First St.

Travis and Dakota Kieffer took ownership of the business from their parents in 2018. Nancy said it is the ideal scenario.

“We couldn’t ask for a better situation,” she said. “We feel so fortunate they wanted to buy in.”

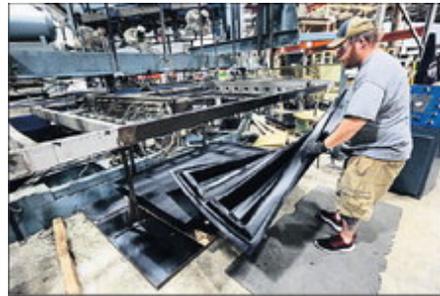
EXPANSIVE REACH

Plastics Unlimited might reside in a small town, but the company serves a long list of well-known clients.

The business counts Deere & Co., Rite-Hite and Procter & Gamble among its many customers. Dakota Kieffer said the business maintains its longtime clients and secures new ones by working hard and sticking to the truth.



Industrial parts made for Rite Hite.



Keenan Morgan operates a thermal former.



Austin Moore sprays a completed piece at Plastics Unlimited. The Preston, Iowa, business began on the family farm in 1993. After four years of growth, Nancy and Terry Kieffer moved to a larger location. Today, Plastics Unlimited employs 70 and is in a 100,000 square foot facility.

NICKI KOHL • *Telegraph Herald*



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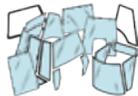
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ALL STATES AG PARTS EXPANDS TO CANADA WITH THE PURCHASE OF FAWCETT TRACTOR SUPPLY

HUDSON, WI – November 8, 2019– All States Ag Parts, LLC announced today that it has acquired Fawcett Tractor Supply .

The purchase will be All States Ag Parts first salvage yard location in Canada and will allow All States to efficiently market ag parts to Canadian farms, ranches and dairies. This will be All States Ag Parts thirteenth retail location.

“This is a great acquisition for us,” said John Dyke, CEO of All States Ag Parts. “We currently have 10 salvage yards, but this will be our first location in Canada,” said Dyke.

“We are not able to serve the Canadian farmers with the prices and product selection we would like by shipping from the U.S. ,” said Dyke. “The Fawcett operation will allow us to ship more quickly and at a much more economical rate to farmers throughout Canada.”

Dyke said the Fawcett family will continue to manage the St. Mary’s Ontario operation and all current employees 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 Jeff Fawcett, “We’ll have access to our current inventory, but also the inventory from 9 additional salvage yards along with hundreds of thousands of new aftermarket parts. There’s not a part that we shouldn’t be able to supply.”

The St. Mary’s, ON location will continue to operate under the Fawcett Tractor Supply 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.

Fawcett Tractor Supply can be reached at 800-372-7149.

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

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TAX CHECKLIST: 6 \$SMART TAX MOVES to Consider Before the End of the Year

By Jon Byman, November 25, 2019

You could make these smart tax moves before year-end to help you keep more of your money.

Unless you're the type who likes the stress of the last-minute tax scramble — and potentially missing out on tax savings — it's worth squeezing in a little tax planning in the next few weeks between the ugly sweater parties and holiday work mixers.

Of course, it's always a good idea to check in with your tax and financial advisors to discuss your specific situation. But there are some smart tax moves to consider between now and the end of the year that could help shrink your tax bill. After all, who doesn't want to save some money after seeing how much a picture with your local mall Santa costs? Our 2019 tax checklist can help you keep more of your money.

CONSIDER ITEMIZED BUNCHING

The concept of bunching itemized deductions has been around for some time. But with the changes to the tax law a couple years ago, it will likely make sense for a new group of taxpayers.

Itemized bunching works best for people whose itemized deductions are similar in value to the standard deduction (\$12,200 for single filers in 2019 and \$24,400 for married couples filing jointly). Basically, itemized bunching works by itemizing two years' worth of deductions in one tax year and then taking the standard deduction the next year. For example, you might choose to make two years' worth of property tax payments (although you can only deduct up to \$10,000 per year in state income and/or property taxes) or charitable contributions in 2019 so you can itemize those expenses this year. Then in the 2020 tax year, you'd take the standard deduction. Doing this helps make sure you don't miss out on the potential tax breaks that can come with itemizing deductions.

MAX OUT YOUR QUALIFIED RETIREMENT CONTRIBUTIONS

If you're saving for retirement, you're likely taking advantage of one or more tax-advantaged savings options, like a 401(k) plan or a traditional individual retirement account (IRA). Because these types of accounts get favorable tax treatment, there are limits to how much you can contribute. If you have some extra money (despite the mall Santa visit) and you haven't contributed the max for the year, now is the time to consider making a contribution.

While some qualified accounts technically give you

until Tax Day to make your 2019 contributions, it doesn't hurt to just make them now so you can start 2020 fresh.

In 2019, you can contribute up to \$19,000 to a 401(k), 403(b) and most 457 plans. And that's the limit for your contribution — employer matching doesn't count against that. If you're 50 or older, you can make an additional \$6,000 catch-up contribution. In most cases, you can also contribute up to \$6,000 to an IRA. Catch-up contributions to IRAs for people 50 or older are capped at \$1,000.

CONSIDER A ROTH CONVERSION

Qualified retirement accounts come in two varieties, traditional and Roth. With a traditional account, you make pre-tax contributions now and your money will grow tax-free. But in retirement, you will be required to withdraw your money and pay taxes on those withdrawals. With a Roth account, the money you contribute now has already been taxed. That means it will grow tax-free and then you can withdraw it tax-free in retirement.

Continued next page

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— ASSOCIATION —

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Who: All Golfers
What: Best Shot Tournament
When: Thursday, January 16, 2020 - 11:00 a.m.
Where: Ak Chin Southern Dunes - Maricopa
If you're interested in playing golf and haven't already notified me please do so!
NOTE: You will probably want to arrive Wednesday night so please let Phyllis or Kim know to ensure we have enough rooms!
SWAG BAGS for all golfers - want to sponsor?
See you for FUN in the SUN - beautiful Arizona!!!
Cost: 89.00
Club Rental: \$45

Tax Checklist, Continued

If you have a traditional retirement account, you may be able to convert some or all of your funds to a Roth account. There are several reasons that it could make sense to do a Roth conversion, including:

- if your income was lower than usual in 2019.
- if you think you will be in a high tax bracket in the future.
- if you think tax rates will increase in the future. (Tax rates were lowered as part of the tax bill that passed in 2017. As of now, they're set to revert to higher rates in 2025.)

DEFER INCOME

If you're in a high tax bracket and about to cross into a higher one, ask your employer about deferring any year-end bonuses into 2020 so you don't have to pay taxes on that money this year.

In addition, now is the time to start thinking about next year, too, if you decide to defer income. If your employer has a non qualified deferred compensation plan — which means they offer you some compensation they will owe at a later date — you'll need to make that election before the end of the year; otherwise that money will be paid in 2020.

DONATE INVESTMENTS DIRECTLY TO CHARITY

If you have stock that you've held for longer than a year and you're looking to make a charitable contribution, donating your stock directly to the charity offers tax advantages. That's because the donation allows you to avoid paying tax on your investment gain while still allowing you to deduct the fair market value (up to a certain percentage of your adjusted gross income¹) of your donation (assuming you're planning to itemize this year).

If you're 70 ½ or older and don't need the income from a required minimum distribution (RMD), you could also consider an IRA charitable rollover. With this strategy, you make a distribution from your IRA directly to a qualified charity.² The distribution satisfies your RMD for the year, and that money is also excluded from your income (which lowers your tax burden). This might be more tax-efficient than receiving the distribution, getting taxed on it, and then deducting that amount as part of your charitable contribution.

TAX-LOSS HARVEST YOUR INVESTMENTS

If you had investment gains and losses this year, now may be a good time to sell some of your losing investments so that the loss offsets your gains tax-wise. You can also use investment losses to offset up to \$3,000 worth of ordinary income, and you can carry over additional losses to deduct in future years. Just be aware that you can't repurchase any stock that's substantially identical to what you sold within 30 days before or after the sale.

¹ You may deduct up to 20 percent of your AGI for a gift to a private foundation and you may carry forward deductible amounts not used in a given year for up to five years. For gifts to a public charity, you may deduct up to 30 percent of your AGI; you may deduct up to 50 percent of your AGI if you elect to limit your deduction to the basis of the asset you donate.

² Up to \$100,000.

This publication is not intended as legal or tax advice. Taxpayers should seek advice based on their particular circumstances from an independent tax advisor.

NATIONAL TRACTOR PARTS DEALER ASSOCIATION

36th ANNUAL CONFERENCE & TRADE SHOW

Harrah's/Ak-Chin Casino

January 16-19, 2020

Program At A Glance

Thursday, January 16, 2020

10:00 a.m. Golfers depart for Ak-Chin Southern Dunes – Meet in Lobby
2:00 p.m. – 5 p.m. Displayers - early set-up – B-1 & 2
6:15 p.m. “Early Arrival Party” – Agave’s Patio – Poolside – Harrah’s
2:00 p.m. – 5 p.m. Early Registration – M-3

Friday, January 17, 2020

7:00 a.m. Displayers continue set-up. Must be completed by 3 p.m. – B - 1 & 2
8:00 a.m. - 12 Noon Registration - M-3
8:00 a.m. Continental Breakfast - B - 3 & 4
9:00 a.m. – 10:15 a.m. Billy Riggs – “How to Achieve the Impossible” – Trade Show Area
10:15 a.m. – 10:30 a.m. Break
10:30 a.m. – 2:30 p.m. Spouse Program – Queen Creek Olive Mill – Lunch & Tour – Meet in lobby
10:30 a.m. – 11:15 George Isaacson – “ Confronting the Chaos of State Taxes” – B-5 & 6
11:15 a.m. – 12:00 p.m. Steven Haas - “Current State of Freight” – B-5 & 6
12:00 p.m. – 1:30 p.m. Working Lunch with Q&A - Mr. Isaacson - Lunch Provided – B – 3 & 4
1:00 p.m. – 5:00 p.m. Registration – M – 3
2:00 p.m. – 4:00 p.m. Let’s Go Bowling – More details to follow!
5:00 p.m. – 6:00 p.m. “Welcome to Harrah’s” - Reception/Trade Show Opens/Trade Show Area
6:00 p.m. - 7:00 p.m. NTPDA Marketplace I – Regular members meet in small groups for potential business opportunities with exhibitors. (Details to follow.)
7:00 p.m. –8 p.m. Reception Continues

Saturday, January 18, 2020

8:00 a.m. – 9:00 a.m. Networking – “Coffee & Conversation” – Spend some time one on one with your NTPDA friends and colleagues. Trade Show Area - Breakfast Served
9:00 a.m. – 11:00 a.m. Registration – M-3
9:00 a.m. Trade Show Opens
10:00 a.m. – Noon NTPDA Marketplace II
12 Noon General Session/Election of Officers – Trade Show Area
All members please attend. Followed by Lunch.
1:00 p.m. More Tradeshow Time
2:00 p.m. Displayer’s Meeting - Board Members please attend
2:30 p.m. Drawings for Door Prizes
3:00 p.m. Trade Show Closes
3:30 p.m. NTPDA Board of Directors Meeting –M 1 & 2
6:30 p.m. Cocktails/Dinner – B – 1, 2, 3 & 4
Live Auction – St. Jude Children’s Hospital

Sunday January 19, 2020

All Day Departures
Please use your Sunday breakfast voucher - The Buffet
Have a safe trip home! See you next year!

2020 Conference and Trade Show

Harrah's Ak Chin January 16-19, 2020 Maricopa, AZ

Just a conversation away from Phoenix!



At the southern edge of Phoenix, close to Scottsdale, Mesa and Tempe, Harrah's Ak-Chin captures the magic and majesty of the desert Southwest. Incorporating Native American themes and design patterns, Harrah's is strikingly beautiful, immensely comfortable and as inviting for a meeting planner as it is for your guests. The large amount of meeting space, the variety of venues and the attentive service makes it easy to create events that engage your guests from start to finish. And even as the work day ends, the enjoyment continues with fine specialty dining, outstanding entertainment, a refreshing courtyard pool oasis and a host of amenities that invite you to linger awhile longer amid the splendors of the Sonoran Desert.



Keynote Speaker Billy Riggs will present:

How to Achieve the Impossible

Billy Riggs has been called "The Dr. Phil of Magic," and "a psychologist masquerading as a comedian and magician." He was voted one of America's Top Five Most Entertaining Speakers in a 2014 nationwide poll of conference attendees. As a highly skilled orator Billy moves audiences to action with his message of hope and inspiration. Add in his talent as a master magician, illusionist, and spellbinding entertainer, and he delivers a presentation that audiences will remember long after the event ends.

Billy's presentations change lives, improve attitudes, turbocharge sales, and inspire exceptional service. Through television, radio, books, videos, and live keynote speeches Billy continues to spread his message and



currently more than a million people on five continents have benefited from his work. Billy starred in his own television special, "The Magic of Attitude."

Awarded the prestigious CSP designation in 2002, Billy's skill as a professional speaker has been perfected over nearly 4 decades.

Audiences find themselves so stirred by his sincerity and power on the platform that he caught the eye of the promoters of the prestigious Million Dollar Round Table and he was invited to present as a featured keynoter for their conference this year.

When Billy Riggs appears, things on stage disappear, time flies, and no one leaves the room! Using Las Vegas-quality magic and illusions to drive home his points, Billy's presentations have transformed hundreds of otherwise ordinary conferences into events that are truly special. His quick wit and quicker hands spread laughter and raise morale as listeners learn to reshape their destinies by eliminating their "Grand Illusions" and embracing even grander realities.

Demolishing the false beliefs that prevent managers from producing spectacular results!

"Impossible usually means no one has thought creatively enough, believed passionately enough, or worked diligently enough to achieve a goal." –

Our Speaker

George Isaacson has spoken to business and professional groups throughout the country on tax issues affecting the national economy. He has acquired a reputation for explaining complex and arcane legal issues in an easily understandable and entertaining way. Moreover, as a public speaker, Mr. Isaacson injects humor, history and anecdotes into his presentations. He is a senior partner in the law firm of Brann & Isaacson and represents companies across the United States in connection with state and local tax matters. He is also counsel to several major trade associations and, for over three decades, has been a professor of Constitutional Law at Bowdoin College.

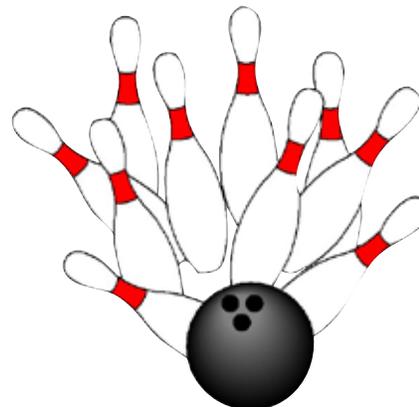
Mr. Isaacson was recognized by State Tax Notes as one of the “top 10 individuals who influenced tax policy and practices” and was named as State Tax Notes “Person of the Year” for 2016. He is also the author of a quarterly column entitled “Eyes on e-Commerce.” He has testified on multiple occasions before congressional committees concerning constitutional limitations on the scope of state taxation and regulatory authority and is the author of numerous articles on the subject. George lives in Maine, where he is an avid fly fisherman and kayaker.



George Isaacson

BOWLING

Our “Fun in the Sun” will continue on Friday afternoon (though not directly in the sun) with our team building bowling tournament! This should be a great time to network with your old friends from NTPDA and meet new ones! So, be sure to sign up for this event when you send in your Tally Sheet!



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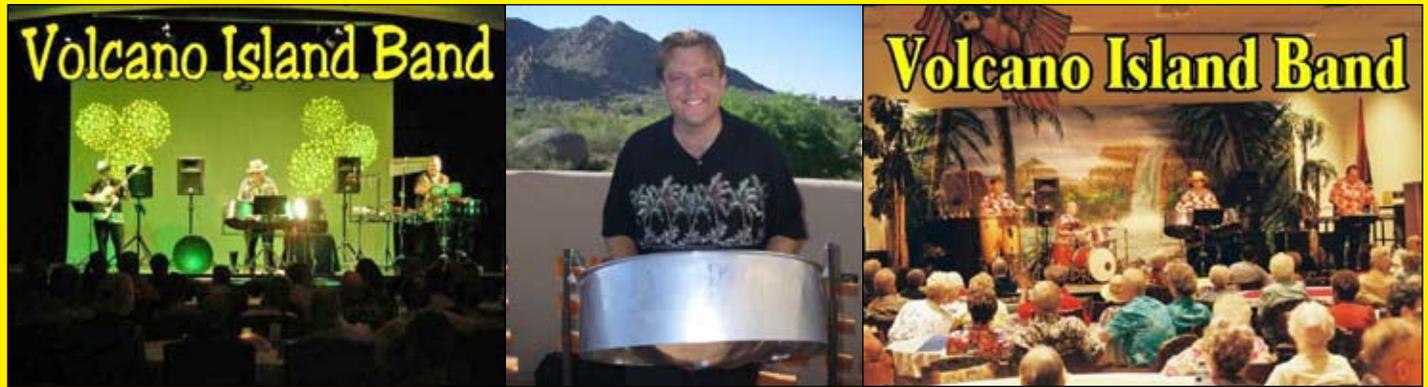
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Why the sun lightens our hair, but darkens our skin?

Why can't women put on mascara with their mouth closed?

Why don't you ever see the headline 'Psychic Wins Lottery'?

Why is 'abbreviated' such a long word?

Why is lemon juice made with artificial flavoring, and dish washing liquid made with real lemons?

Why is the man who invests all your money called a broker?

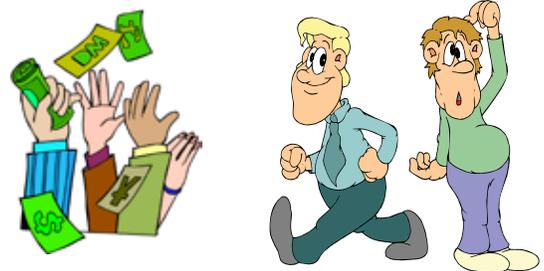
Why isn't there mouse-flavored cat food?

Why do supermarkets make the sick walk all the way to the back of the store to get their prescriptions while healthy people can buy cigarettes at the front?

Why do people order double cheeseburgers, large fries, and a diet coke?

Why do they sterilize the needle for lethal injections?

You know that indestructible black box that is used on airplanes? Why don't they make the whole plane out of that stuff??



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Profiles In Progress



Steven P. Haas

Many of us had an opportunity to visit Rock Valley Tractor Parts during the Summer Mixer last June.

Scott and Vicki Schelling hosted a tour for NTPDA members and had just started construction on new building earlier that spring.

C&J Construction served as the general contractor - they broke ground in March, poured footings

in April and completed the structure in late fall.

The building is approximately 22,000 square feet and was erected to help combine Rock Valley Tractor Parts and Iowa Cutter Supply under one sole facility.

This structure makes for a total of 7 buildings on the RVTP property and will be primarily used for dismantling and warehouse space.

Grand Opening is slated for mid February and NTPDA members are welcome to attend.





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Announcing Director of Business Development

(Dallas, Texas) – November 3, 2019 - Late last month the National Tractor Parts Dealer Association (NTPDA) Board of Directors, after a long process, selected Michael P. Libbie of Iowa to be its Director of Business Development with emphasis on member recruitment and retention. “We’ve long realized that counting only on volunteers to grow our organization was not the answer. They have done an amazing job yet each has their own businesses to run. Following several months of discussion the Board sent out a call for interested parties to apply for this position. We spent several weeks in deliberation and now we are pleased to announce that we’ve selected a veteran organizer and marketing expert to head this process. Michael is well known by the NTPDA membership, having been with us for nearly twenty years, and brings his ability of organizing, volunteer recruitment, marketing and public speaking to our association”, said NTPDA Board President Scott Schelling of Rock Valley Tractor Parts.

Libbie is tasked with a host of projects dealing with member recruitment and retention which includes all aspects of a marketing plan, personal outreach to existing and potential members, social media efforts, broadcasting, podcasting and informing the membership of the value of being an active member of NTPDA.

“We’re excited to have Michael join Phyllis and Kim and the entire team as we move NTPDA into the future and

create the vibrant organization that we know we can and should be.” added Schelling.

About the National Tractor Parts Dealer Association: The NTPDA is an international association with members in the United States, Canada, Great Britain, New Zealand and Australia. These members serve the agricultural and industrial industries for the purpose of buying and selling repair parts and related equipment. The membership of the Association consists of Regular and Associate Members. Regular Membership is confined to those corporations, partnerships, and individual businesses whose main business includes dismantling and the distribution of recycled tractor and equipment parts. An Associate Membership is made up of manufacturers and wholesale suppliers and those who provide products and/or services to the Regular Members. Information can be found online at www.NTPDA.com

About Michael Libbie: Libbie is a past president of the Iowa Junior Chamber of Commerce, Chaplain of the United States Junior Chamber, a former President/CEO of Iowa’s largest continuing care retirement community and former Vice President of Heartland Communications Group. He has been a small business owner and is the founder and host of Insight on Business the News Hour a daily newscast dealing with international, national and regional business news with compelling long-form business interviews.

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The Importance of Partnership

So this year has been a big change for us folks at Fawcett Tractor; we were already working on a transition plan when another opportunity arose that left us questioning what direction we wanted to go. We chose that change – the one that might be uncomfortable, the one that might be challenging, the one that could take us to the next level in our industry. Isn't that the way it goes though? The places in which you find the most growth are home to change and challenge. I wish we could see that every time though; sometimes it's hard through the uncertainty.

Although not everyone chooses this direction, we did; we chose to partner with All States Ag Parts. I say partner only because we chose the relationship as much as they did and with only a month or so under our belt, we are happy we joined the ASAP team. We chose to transfer some of our independent pride and be part of a bigger family – a family that, not unlike the NTPDA, wanted us there and one that can help us serve our customers better.

Now, I'm going to switch gears for a minute because I'm young and naive and sometimes say things I shouldn't... brace yourselves.

When I started with the NTPDA Board of Directors, I was a little optimistic about being a helpful hand in the growth and development of the organization that brought back fond memories and great business relationships. As I immersed myself into the annual conventions, the board meetings,

and the events surrounding them, I realized that we are all in the same boat. Everyone is trying to make the Association a place of growth and development, a place of partnership, and a place of innovation. Sometimes, unfortunately, we encounter roadblocks to that – just like we do in our own homes and personal relationships; feelings get involved and tend to respond before that empathetic logic gets to chime in.

I've seen a lot of joy in the Association over the last couple of years, I've seen some confusing political moves, I've seen-heard-experienced some hurtful things. I've seen and heard some not-so-supportive responses to the sale of Fawcett Tractor Supply to All States and I've also heard the congratulations and well wishes. Being partners in this world of agriculture is what brings us together—our freedom in capitalism, our integrity in caring for our team and community, and our gumption in our rural backgrounds and company heritages. We share these things and we use them to help each other grow and innovate.

This is what the Association and this industry is, the tough uncertainty of what tomorrow looks like partnered with the opportunities of an innovative, ever-changing world; and through it all, we share it – we are partners in this adventure.

*Alone we are strong
Together we are unstoppable!*





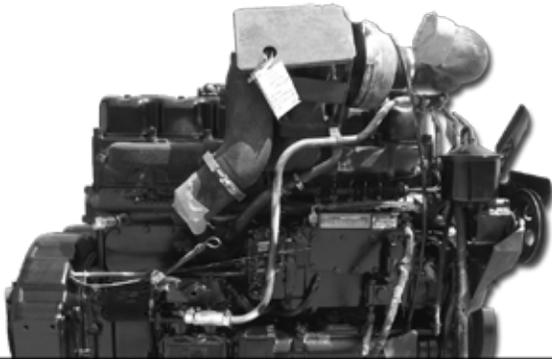
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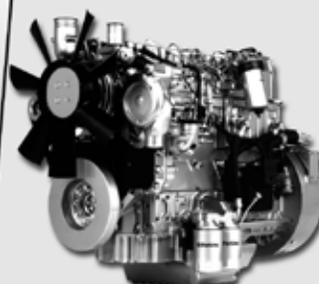
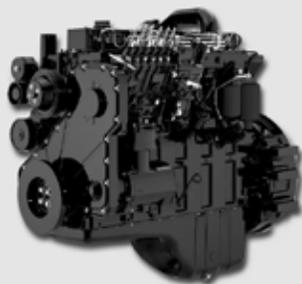
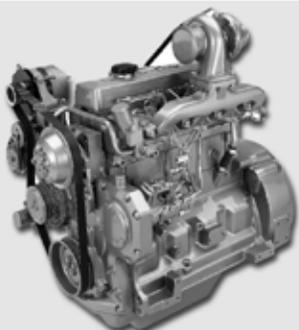
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TO: NTPDA Members
FROM: Nominating Committee
RE: 2020 Board Nominations
DATE: November 19, 2019

The NTPDA Nominating Committee would like to present nominations for the 2020 Board of Directors, including President, Vice President, Secretary and Treasurer. This is our present slate of nominees for NTPDA Officers, Board of Directors and Associate Directors. Please be advised that we will continue to accept nominations and will accept floor nominations. The election will be held during our annual business meeting on Saturday, January 18, 2020 at our 36th Annual Conference & Trade Show being held in Maricopa.

OFFICERS

President: Scott Schelling, Rock Valley Tractor Parts, Rock Valley, IA
Vice President: Trey Russell, Russells Tractor Parts, Scottsboro, AL
Treasurer: Kathie Witte, Gap Tractor Parts, Inc., Cranfills Gap, TX
Secretary: Terri Stevens, The Tractor Barn, Inc., Brookline, MO

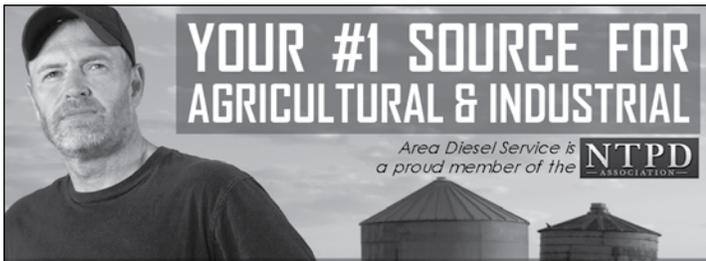
BOARD OF DIRECTORS (4 open positions)

Liz Fawcett, Fawcett Tractor Supply, LTD, St. Mary’s Ontario Canada
Glen Leaders, Leaders Salvage, Dunlap, IA
Jake Walmer, Wengers of Myerstown, Myerstown, PA
Open

ASSOCIATE DIRECTOR (1 open position)

Steven Haas, DLS Worldwide, Savage, MN

To nominate someone or if you would like to run for a board position, please contact the office or one of our Executive Committee Members: Scott Schelling, Kathie Witte, or Terri Stevens.



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Greetings from

Greasy Girl

By Terri Stevens

Hello Friends,

I find it hard to believe that another year has come and gone. It is amazing how fast the time goes.

I had the privilege on Sunday of taking my Mother and my aunt on "this is your life trip." My aunt's 80th birthday was Sunday so we all loaded up in the pickup and headed out. My aunt was born in 1939 and my Mother was born in 1933. They both act and look young. They are amazing women and I got to learn so much about them.

We went to the places where they were both born. No hospital, no midwife, no doctor. The houses were no longer there, but foundations. They both were raised in very difficult days. When my aunt was two, her mother died giving birth to twins and the twins also died. My mother's father left her and my grandmother, so my grandmother had to go to Detroit and work and my mother stayed with her grandma and grandpa. My grandmother would tell about stories of riding to Detroit in an old truck or riding a bus. We also



went to their schools; they were old school houses that are no longer in service. We went to the old church and by the cemetery where many loved ones are buried. It was an incredible day. We laughed and cried and had so much fun reminiscing about days gone by. I think they both would say, "Wow! Life has gone fast."

It made me think about how different our lives are from the days that they were born. At Christmas time they got nothing and sometimes, if life was good, perhaps an orange. They have both endured a lot in their lives and have overcome many hardships. They both have a lot of character and are strong women.

Then I stopped at the convenience store this morning. There is a young woman that works there that I have become friends with. She has a 7 year old daughter and lost a baby at birth. She has no husband and her mother died this past year. She is in a hard spot trying to make a living and be a mother. I tried to reassure her that her character was being built. I encouraged her with my aunt and my mother telling her that times were hard for them like they are now for her.

I guess whether it is the 30s or now, life has its challenges. I think it is mostly about what you do with the challenges.

Do you allow them to make you better or bitter. My mother and aunt have truly been able to make lemonade out of lemons. I pray this young woman will be able to as well.

I want to encourage all of you to spend time with your loved ones and learn about their pasts. There were so many things I didn't know about either one of them. It is so much fun to learn about your families. This year may you find yourself in a good place.

God was faithful then and He is faithful now. Happy New Year to all of you!



Greasy

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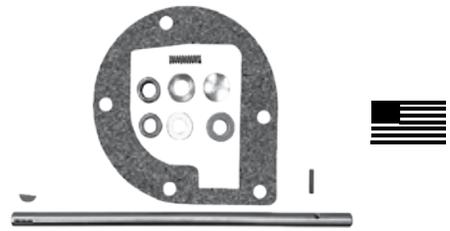
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- (1) IHS3712 gasket (45875D)

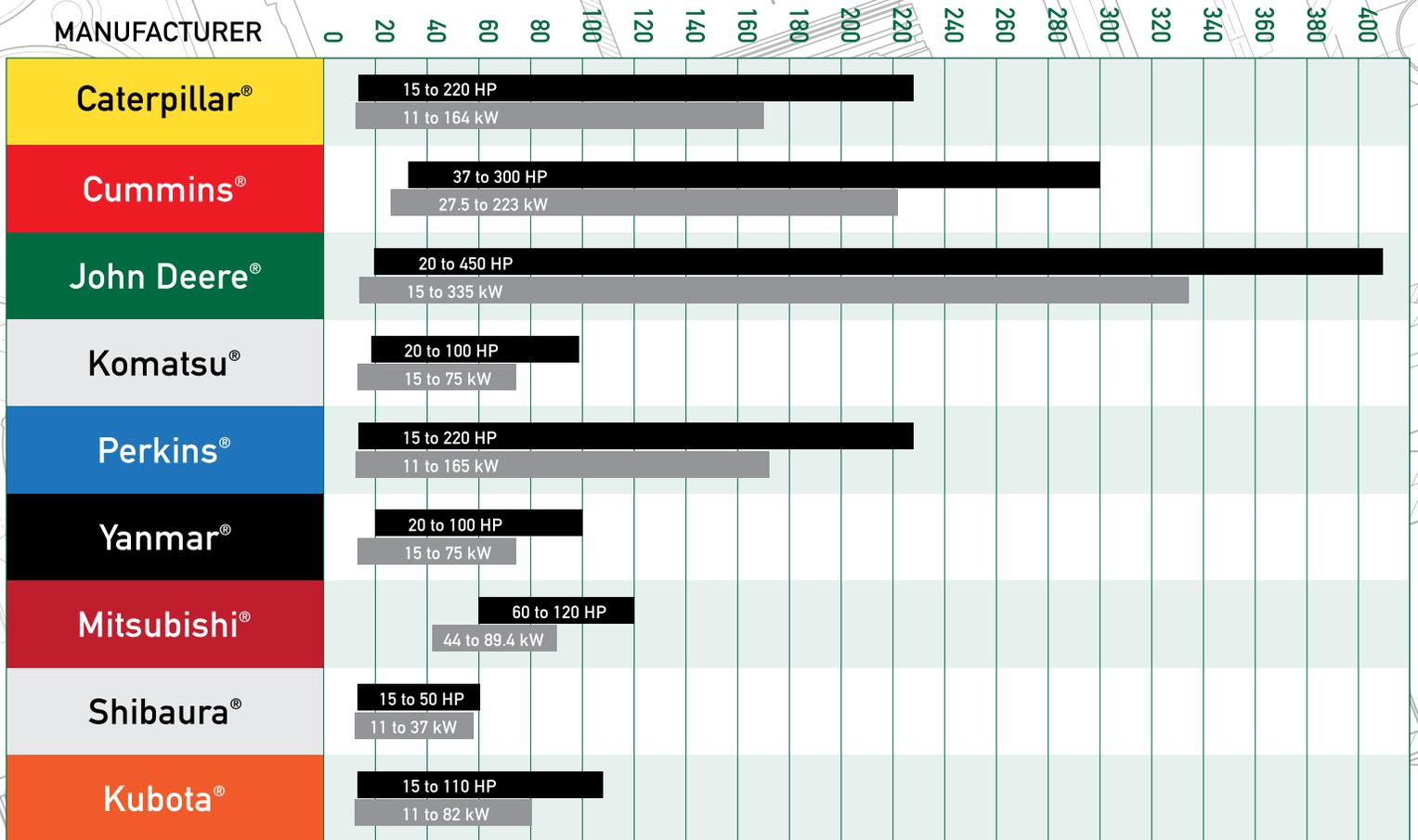
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