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Congratulations Scholarship Recipients!

Mark Your Calendars!

Be sure to mark your calendars for our 29th Annual Conference and Trade Show scheduled for January 30 - February 2 at the beautiful Peabody Hotel in Little Rock, Arkansas.

Our Early Arrival Party on January 30th will be held at the William J. Clinton Presidential Center.





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From the President's Pen ..

“Opposite of Last Article”

I read my article from the last *Bulletin* (about the “Good Old Boys Club”) and I have to say that I might have been just a hair grumpy when I wrote that. Not that I would take any of it back; I still mean every word, but I could have been a little kinder / gentler.

This time I’m going to go with happy thoughts, as it is a great time of year. I really like the fact that we had an EARLY Spring (although I would sure take some rain right about now!), business is good, I’m playing golf a couple of times a week, I take my annual Canada fishing vacation and I get to spend occasional weekends at the lake with Paula, our kids, grand kids, family and friends.

Also, we’ve just been through graduations, which always makes me think about one of the NTPDA’s biggest benefits – our scholarship program! I’m really pleased that our membership supports this meaningful program and I only wish that we could give scholarships to more kids.

Along with that, it’s important you know that there is a functional Scholarship Committee, whose job it is to screen the ANONYMOUS applicants, grade them, and then turn those scores over to Kim at the NTPDA office. Kim then matches those scores up with applicant names, and announces the ‘winners’. I would like to take this time to publicly thank the committee members for taking on this task. They are:

- Kathie Witte / Gap Tractor Parts*
- Jeff Fawcett / Fawcett Tractor Supply*
- Brian Kitch / Bates Corp.*
- Carol Russell / Abilene Machine*

Yeah, I feel pretty good about a lot of things this time of year..... now don’t you let me get grumpy again!

Regards,
Jeff



Jeff Griggs - President



BULLETIN

PHYLLIS COX, Editor

NTPDA

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The National Tractor Parts Dealer Association makes every reasonable effort to ensure accuracy of information contained in the *Bulletin* and to give credit to original authors where applicable. NTPDA and/or its agents are not responsible for errors or omissions.

Message from Phyllis

This issue of the *Bulletin* will highlight our scholarship recipients. The NTPDA feels very fortunate to be able to offer these scholarships to very rewarding students. We want to thank our supporting member companies for their contribution to these recipients. The team effort from both the NTPDA and sponsoring companies enables us to continue this very important member benefit.

As always, I hope you enjoy the articles from Jeff, Tom, Terri and Kim. It's always interesting to read what they have to offer our members. We want to welcome a new contributor...Michael Libbie. Michael always has some insightful information for us. I hope he'll be a regular contributor!

This year is flying by as they

seem to be doing as I get older. Next month we will be attending our annual summer board meeting in Kansas City. We have heard from several members about their thoughts on how to grow the association and we will be discussing these issues at that time. If you have any thoughts you would like to share with us please call one of the NTPDA board members. They are very interested in what you have to say and always appreciate hearing from you.

I hope your summer is going well. We have already experienced 100+ degrees in Texas so it's going to be a long summer.

Stay cool,



Phyllis

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SCHOLARSHIP

Recipients

Academic Year
2012-13

Thanks to everyone involved in awarding the scholarships to a very deserving group of young people. The NTPDA board of directors would like to thank the committee members for their time and commitment to work through all of the applications and award the scholarships to these students. This year we want to thank the presenting companies for contributing \$250 toward the \$1,000 awarded to these recipients. We sincerely appreciate everyone involved. Also a special thanks to Kim Carroll who made sure all the applications were complete, in order and were sent to all appropriate committee members in a timely manner. We hope you enjoy this section of the Bulletin.

CHRISTOPHER AMBLE

Milwaukee School of Engineering
Degree: Mechanical Engineering
Sponsoring Member: Downing Tractor Parts
Parents: David and Jane Amble

TRENT BUTLER

Iowa State University
Degree: Agriculture Studies/Minor Animal Science
Sponsoring Member: Herschel
Parents: Terry Butler and Beverly Whitaker

MICHAEL BLANKESPOOR

Augustana College
Degree: Pre-Medicine and Spanish
Sponsoring Member: A&I Products
Parents: Loren & Phyllis Blankespoor

ASHLEAH COURTNEY

Tulane University
Degree: Masters of Science in Public Health/Parasitology & Tropical Medicine
Sponsoring Member: Abilene Machine, Inc.
Parents: Jimmy & Paula Courtney



CLOCKWISE FROM TOP LEFT:
ASHLEAH COURTNEY, CHRISTOPHER AMBLE, AUSTIN DANIELS, MICHAEL BLANKESPOOR

Dear Scholarship Committee,
I would like to thank you for selecting me as one of the recipients of the National Tractor Parts Dealer Association Scholarship. With the help of this scholarship, I am able to attend my dream school of Milwaukee School of Engineering while pursuing a degree in Mechanical Engineering. Someday I hope to work in the agricultural field of designing various farm tractors and implements. By being able to attend this great school with help from sponsors like you, my dream is becoming reality.

Thanks to my strong MSOE education, I have a summer internship in New Holstein, Wisconsin, at M-B Companies, Inc., as an Engineering Intern – MSV Division. There I will be responsible for designing a rear 3-point hitch for their MSV sidewalk tractor. The experience that I will gain from this position will be pivotal in my future career, thanks to the support of NTPDA for enabling me to have such opportunities through my education.

Again, thank you for your generous support.

Sincerely,
Christopher Amble

AUSTIN DANIELS

University of Wisconsin
Degree: History Education
Sponsoring Member: Plastics Unlimited & Fabric-Glass Composites
Parents: Kevin & Marla Daniels

JASON EISENMANN

Metropolitan Community College
Degree: Electrical Technology
Sponsoring Member: Eisenmann
Supplies Inc.
Parents: Bob and Mary Eisenmann

TRENTON S. FAYKUS

Texas A&M University
Degree: Biology/Pre-Medicine
Sponsoring Member: B&M Tractor
Parts
Parents: Blaine and Susan Faykus

JOHATHAN D. HERSHEY

Messiah College
Degree: Double Major – Political
Science/Concentration in
International Relations and Peace
and Conflict Studies
Sponsoring Member: Hooper, Inc.
Parents: Bradley D. & Sandra L.
Hershey

EVAN NEAL

Oklahoma State University
Degree: Architecture
Sponsoring Member: SRC
Logistics, Inc.
Parents: Charlie Neal and Cindy
Daves

PAIGE M. OLSON

Concordia College
Degree: Nutrition/Exercise Science
Sponsoring Member: Worthington
Ag Parts
Parents: Brian and Rachel Olson

STEPHANIE RIES

Upper Iowa University
Degree: Criminology
Sponsoring Member: Plastics
Unlimited/Fabri-Glass Composites
Parents: Brad Ries and Angel
Rogers

SANDRA VEGA

University of Texas/Austin
Degree: Nursing
Sponsoring Member: Eagle Tractor
Parts
Parents: Israel and Eva Vega

SUSAN WAGGONER

Auburn University
Degree: Education
Sponsoring Member: TEMCO H-M
Parts Co.
Parents: Bob and Julia Waggoner

KRISTEN WINTER

University of Minnesota/Duluth
Degree: Biology
Sponsoring Member: Worthington
Ag Parts
Parents: Michael and Karen Winter

AMBER WINTERS

Lancaster General College of
Nursing & Health Sciences
Degree: Nursing
Sponsoring Member: Hooper, Inc.
Parents: Ken and Michelle Winters



CLOCKWISE FROM TOP LEFT:
JASON EISENMANN, STEPHANIE RIES,
TRENTON FAYKUS, KRISTIN WINTER



CLOCKWISE FROM TOP:
PAIGE OLSON, SANDRA VEGA, SUSAN WAGGONER,
AMBER WINTERS

My youngest son Steve received the NTPDA
Scholarship two years in a row 2007 and
2008.
Steve graduated with a BS in Game Design and
Development, he accepted a job as computer
tech support for a medical company and
worked for them for two years after graduation.
In December 2011 he started with Worthington
Ag Parts as Assistant System Support Admin-
istrator. I would like to thank the NTPDA for
their support in helping young students during
college. The scholarship helped pay his way so
he could achieve his goals.

Sincerely,
Randy Mittlestadt
Worthington Ag Parts

Mr. Griggs,

I recently stumbled across your message in the Winter 2011 edition of Bulletin and it has made me think a great deal about change. It also has prompted me to write this email as a way of updating the NTPDA on the status of your investment in my change. I received a scholarship from the NTPDA in the Spring of 2009 while I was still in the early stages of changing my life from the bottom up. A high school dropout with no real prospects should I fail in my crazy scheme, I was attending Schreiner University in Kerrville with very lofty goals.

At the time that I received this scholarship, I had so far been very successful at this small university and was immersing myself in a wide variety of activities in the community. I have been very active in several local theatres, and have had parts in six major productions. I attend a local church where I sing in the choir and have enjoyed working with the children during Vacation Bible School for the last four summers. I've been an instructor for the American Red Cross teaching First Aid, CPR, and other life-saving skills since 2009. I had the good fortune to accept a position as a peer tutor during my first year at Schreiner. My work as a peer tutor led to my also being hired as a specialty tutor for students with learning disabilities, a position I still hold today.

Although I was successful in every endeavor, there was one thing that I wanted to change. I still labeled myself as a high school dropout. Last May, that change finally came. I graduated as the Valedictorian of the Schreiner University Class of 2011. It was the first time in the history of the school that this distinction had been awarded to someone from the Exercise Science Department. Following Commencement, I completed a certification program to become an EMT Basic, still working to reach my lofty goal. In the Summer of 2011 I began the long process of applying to medical school. I was invited in November to interview at the Texas Tech Health Sciences Center Paul L. Foster School of Medicine in El Paso. Following my interview, I was offered an early acceptance to the PLFSOM. I have accepted this offer and in July will continue with the radical process of change I started almost five years ago. I'm now at about the halfway point in my change from dropout to physician.

This is a process that would not have been possible without significant financial backing. The combination of scholarships from generous organizations such as the NTPDA have helped me enormously. Thank you for your work to help the NTPDA to change in ways that will hopefully keep this important program alive for future students. Please extend my appreciation to the members of the Board, the Scholarship Committee, and the members that make this possible.

Sincerely,

Aaron M. James, B.S.
LSS Program Specialist
Schreiner University
Cell: (940) 231-7196
amjames@schreiner.edu



The Evaporation of Wealth

By Tom Winkleblack

Investopedia defines inflation as a sustained increase in the general level of prices for goods and services. It is measured as an annual percentage increase. As inflation rises, every dollar you own buys a smaller percentage of a good or service.

When many people hear the word inflation they think of rising prices. Rising prices are simply symptomatic of inflation.

Inflation is an increase in the money supply and available credit. When the supply of money increases people have more of it to offer for goods and services. If the supply of these goods and services lags (does not increase at the same or a slower rate) the price of goods will increase. As each individual dollar becomes less valuable because there are more dollars available-buyers offer more of them and prices of commodities rise even further.

Bob Livingston states in his book *Burning Your Money* anything that artificially increases aggregate demand for goods and services such as lowering interest rates, increasing credit or money printing (as the Fed has been doing with its so-called quantitative easing) is inflation.

The recent U.S. policy that artificially created an "easy-money" policy encouraged its citizens to incur tremendous debt loads for new homes, new automobiles, and new appliances as the prices for all continued to rise. These policies encouraged businessmen to embark on business ventures and enticed investors to speculate on

real estate and securities that could not have been profitable under stable monetary conditions. The American Institute for Economic Research stated that real estate speculation became so rampant that it was considered an investment.

One of the most successful investors and accumulators of wealth in recent history has been Warren Buffet who abhors easy money. He and his lifelong business partner and friend Charlie Munger built an empire by investing in productive assets like farms or businesses and real estate that have the ability to deliver output while maintaining their purchasing power and requiring minimal continued capital investment. The Oracle of Omaha declares that governments determine the ultimate value of money and when their policies spin out of control, producing inflation to the point that it takes \$7 to purchase what \$1 did in 1965.

A recent article in *Forbes* noted that "Even in the U.S., where the wish for a stable currency is strong, the dollar has fallen a staggering 86% in value since 1965..."

Contained in the contemporary finance publication *Crash Proof*, Peter Schiff and John Downes write that inflation is the government's silent partner and is used to secretly confiscate the public's money:

There are five reasons for creating inflation:

- 1) Inflation makes the national debt more manageable because it can be repaid in cheaper dollars.
- 2) In a democracy full of personally indebted voters, the government will pursue monetary policies hospitable to debtors even as it accommodates the special interests that lend to them.
- 3) Inflation finances social programs that voters demand but avoids the politically unpopular alternative of higher taxes, allowing Uncle Sam to play Santa Claus.
- 4) Inflationary spending is confused with economic growth, which is confused with economic health. (Of course, GDP numbers are theoretically adjusted for inflation, but that doesn't mean much if the inflation figures are misrepresented.)
- 5) Inflation causes nominal asset prices to rise, such as those of stocks and real estate, instilling in the minds of voters the illusion of wealth creation even as the real purchasing power of their assets falls.

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Traditional Media is . . . Dead. Really?

By Michael P. Libbie
Insight Advertising, Marketing & Communications

You know we're big fans of New Media...some call it Social Media...and what it can do for your business. However, from the very start (now nearly a decade ago) we have cautioned clients, and anybody who would listen, that to put all your eggs into the new media basket is a huge mistake. But it's a tug of war to understand your options.

While others may trumpet about the death of "traditional media" we believe that a healthy mix of both...is a winner. But, what trumps the healthy mix is having the knowledge as to where your customers are. What are they looking at? Where are they, geographically? Who influences them? What influences them? How can you best connect and with what medium?



Oh...and what's your budget?

We listen to media pitches...daily. Every media salesperson has the magic bullet. Unless you, as a business owner, ask the right questions you might be buying... everything. Or, nothing at all.

The quick tip for you is to know your consumer. Know what moves them and where they put their eyes and ears. Then mix that knowledge with a solid budget plan to put your stuff in front of them. While it sounds easy it takes work, a complete understanding of the market and the media that's being offered. Do these things and...win.

Michael P. Libbie, a long time NTPDA Member, is the owner of an advertising agency with clients in the United States and Europe practicing in the area of agriculture and consumer marketing. You can read his thoughts on advertising and marketing on his BLOG attached to the website: www.InsightCubed.com or you can e-mail him at Michael.Libbie@InsightCubed.com

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DID YOU KNOW?

By Kim Carroll



You know when you complete a puzzle you are trying to figure out the solution. It can be fun, challenging, thought provoking, and you get a sense of accomplishment when you figure it out... or at least I do. Back in the spring I was at an ALL day track meet that my son was competing in. If you have been to those, you know they can be REALLY long. My mother brought her Sudoku puzzle book. As we were waiting for the next track event she tore out a page to give me to work. I've seen them but had never really tried to work them. I found it to be challenging and at times a little frustrating because what I thought I knew was the answer ended up being incorrect and I would have to back track to see where I went wrong.

Working a puzzle can be related to life in general. Sometimes when we think we know the answer and then something happens, we have to step back to reevaluate to see what went wrong. It can also be true in looking at future needs of YOUR Association. I often wonder what do members want, where can new member benefits be located, what will benefit members now and in the future, what does it take to retain members, etc. It is a pretty big puzzle sometimes to try to figure out but is challenging and I love

a challenge. But I nor the board of directors can figure it out alone. Member input is needed when it comes to member needs. So I am asking you to help out with this puzzle. What would you like to see added to your member benefits? What can the association do for you to add more value for your business? I welcome your insight and answers in helping add value to YOUR Association.

You can e-mail me at kim@ntpda.com.

And if you have never worked a Sudoku puzzle, here is one for you to give it a try. The goal is to get the numbers 1 through 9 in each 3x3 square, in each diagonal line, and each horizontal line without duplicate numbers. See if it is so easy for you.

5	3			7				
6			1	9	5			
	9	8					6	
8				6				3
4			8		3			1
7				2				6
	6					2	8	
			4	1	9			5
				8			7	9



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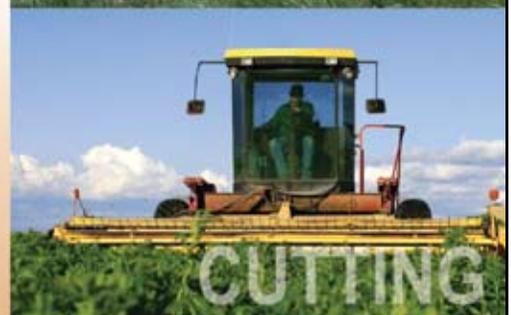
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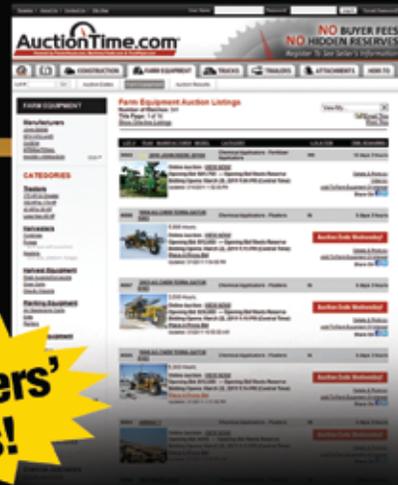
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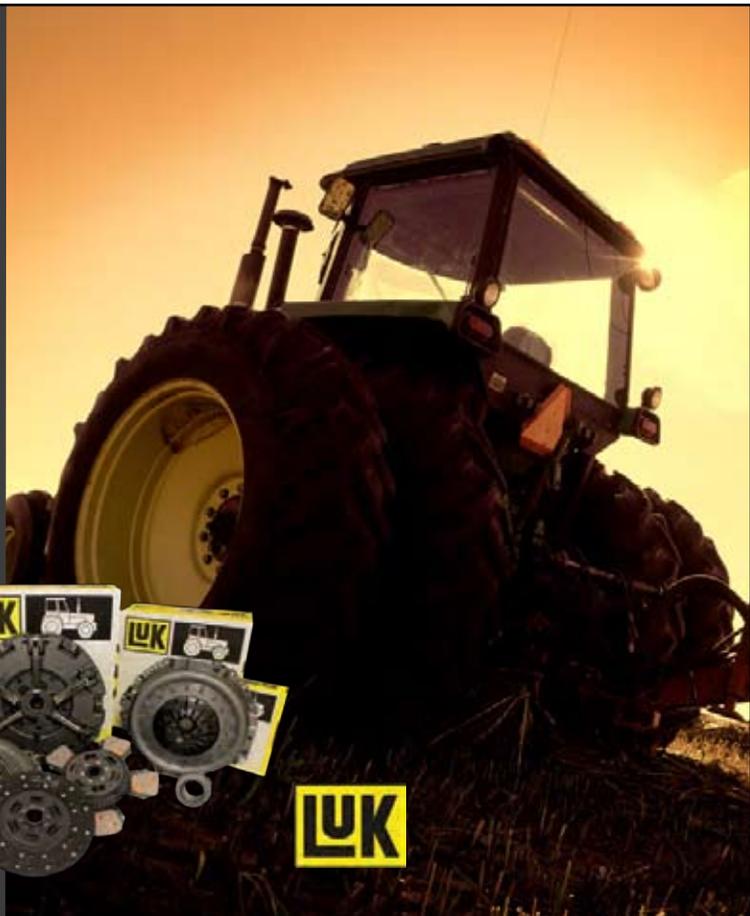
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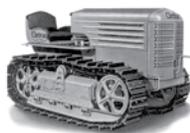
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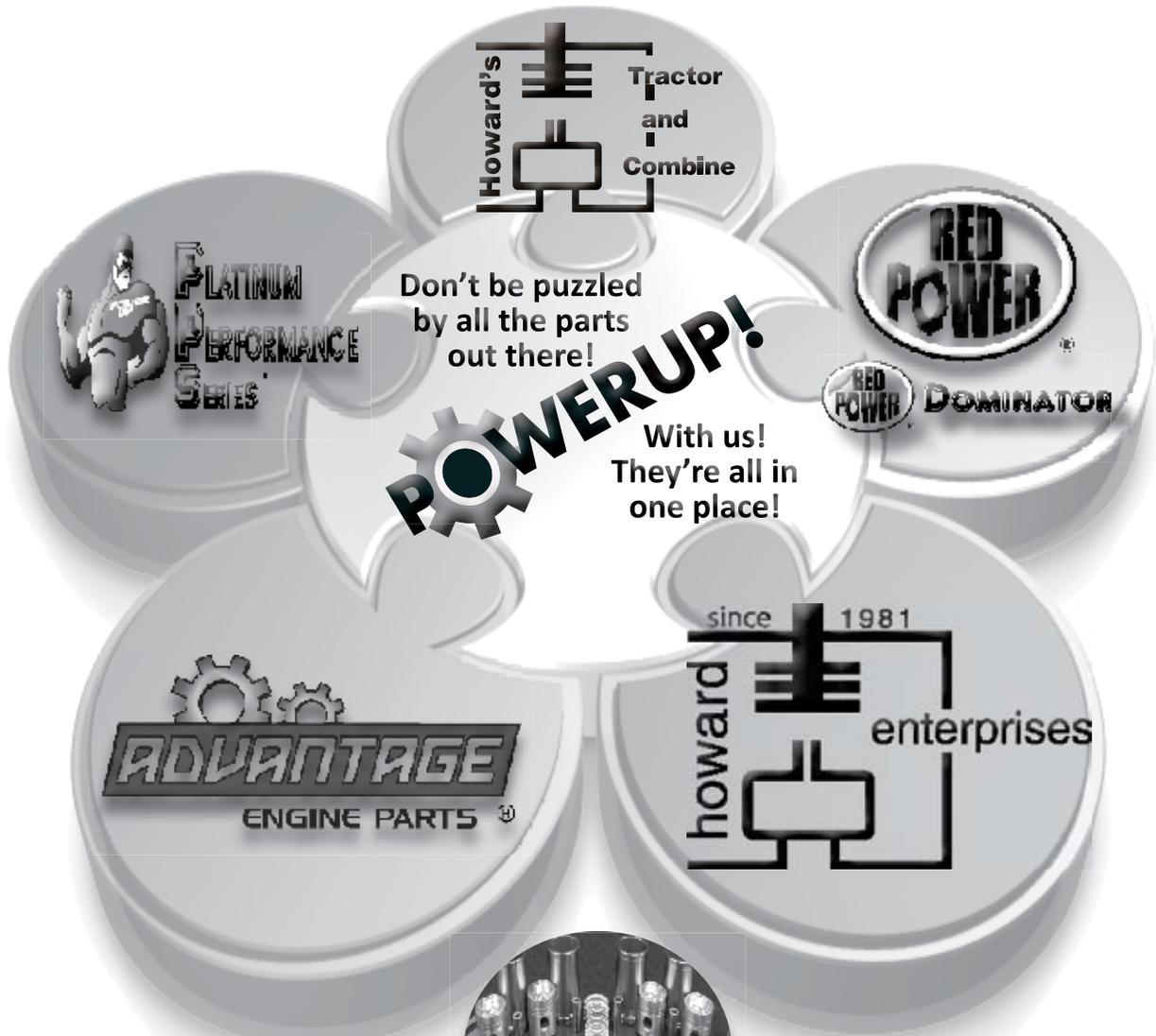


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Celebration Time!!



David and Doris Eftink celebrated their 40th anniversary on May 27. Pictured are Adam, Megan, Julie, Phil, Amy, Craig, Jessie, Ryan, David with grandson Justin and Doris holding granddaughter Anjali Rose, born March 18, 2012.

JUST BLOGGING AWAY

I've been spending the last few days keeping my grandsons, ages four and 6 months. If you're a grandparent you can probably imagine what this week has been like.

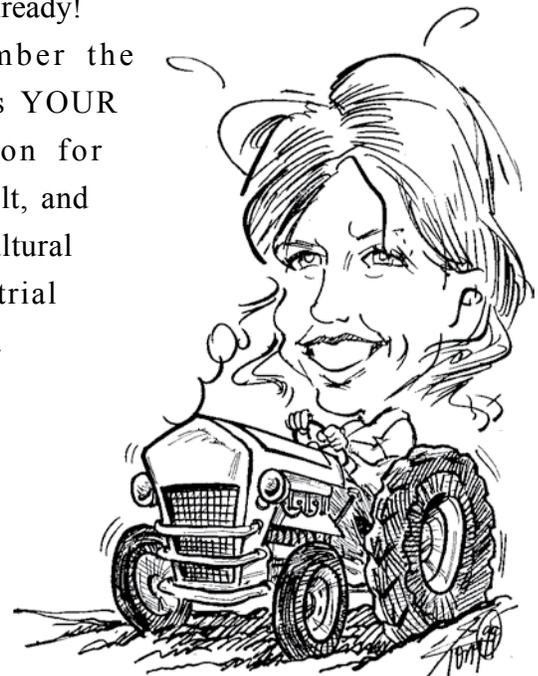
Now, don't think I don't enjoy being with the boys. I've enjoyed every minute of it ... well ... practically every minute! Maybe not at the crack of dawn but, it is what it is.

So, I was trying to think how I could relate this week to tractor parts ... used tractor parts to be precise. Wouldn't it be nice if we could order a new, used or rebuilt part online for ourselves? This week I could use a new lower back and a couple new hips and my left arm is so tired from carrying around a big 6 month old!

But ... I wouldn't trade the last few days for anything. The great thing about being a grandparent is that we can

enjoy the kids for as long as we want but we can give them back to their parents. I'm looking forward to the next time already!

Remember the NTPDA is YOUR Association for used, rebuilt, and new agricultural and industrial repair parts.





Greetings from

Greasy Girl

By Terri Stevens

Have you ever gone to McDonalds and your bill is \$6.45 and you give the cashier a ten dollar bill and 45 cents and they look at you like... "What in the world am I to do with that." Then you proceed to tell them to give you \$4.00 back in change. That happened to me the other day and I thought how crazy is it that kids do not have the common sense to make change? I then came to work and needed to do something very simple on a computer and I didn't have a clue how to do it. I then realized that I'm like the kids working at McDonald's. Something that seems so simple to me is difficult for them and something that seems so easy for them is difficult to me.

I guess that we need a balance in there...some common sense and some electronic sense.

Then I got to thinking about the difference in knowledge in regards to our age. There is a vast difference. I went to an Expo recently and the subject was about being prepared for the future but it seemed to me that most of the things they

... we need a balance in there...some common sense and some electronic sense.

were teaching were common sense to my grandparents. They were teaching

about gardening and canning. Isn't it funny that to farm these days they do it with computers. In my Grandfather's

era that wouldn't have been anything they would have ever thought possible.

Life has changed drastically and sometimes I am not so sure it is for the better. I think we all need to slow our lives down and enjoy what the good Lord has given us. I know I have been guilty of neglecting the things that are most important.

I read one time that most of the time we take care of the urgent and don't take care of what is important. I think that is so true. It is like the urgent things just beat your door down while your kids or your spouse find other ways to fill their time. I know we all have businesses to run and that seems so very urgent but, how long has it been since you have just turned your cell phone off and focused on your family. I challenge you to try it.

I want to congratulate the winners of this year's scholarships. I know that they are young people who have a bright future ahead of them. I wish them all of the best and I thank you for letting me be a part of this Association who honors the young people and helps them to get a good start in their lives.



Greasy

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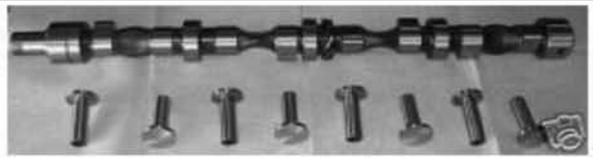
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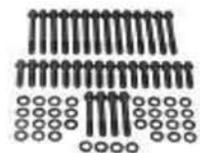
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