



BULLETIN

NATIONAL TRACTOR PARTS DEALER ASSOCIATION

“USED, REBUILT AND NEW AGRICULTURAL AND INDUSTRIAL REPAIR PARTS”

SPRING 2019

VOL. 29, NO. 1





2019 NTPDA OFFICERS

President
 Scott Schelling ~ 800-831-8543
 Rock Valley Tractor Parts • Rock Valley, IA

Vice President
 Lon Sturgeon ~ 800-345-4456
 Sturgeon's Corner, LLC • Meno, OK

Secretary
 Terri Stevens ~ 800-383-3678
 The Tractor Barn, Inc. • Brookline, MO

Treasurer
 Kathie Witte ~ 800-972-7078
 Gap Tractor Parts, Inc. • Cranfills Gap, TX

BOARD OF DIRECTORS

Gary Bennett ~ 870-295-6059
 Bennett Tractor Parts • Aubrey, AR

Eric Benton ~ 888-658-7171
 Southeast Tractor Parts • Jefferson, SC

Mike Bloom ~ 877-530-3427
 All States Ag Parts • Black Creek, WI

Liz Fawcett ~ 800-372-7149
 Fawcett Tractor Supply, Ltd. • St. Mary's,
 Ontario, Canada

Trey Russell ~ 800-248-8883
 Russells Tractor Parts • Scottsboro, AL

Dan Waters ~ 509-346-2028
 Waters Tractor, LLC, Othello, WA

ASSOCIATE DIRECTORS

Steven Haas ~ 612-296-1806
 DLS Worldwide • Savage, MN

Deepak Marwah ~ 512-843-0130
 Reubicon International, Inc • Austin, TX



INSIDE

	Page
President's Pen	3
Message From Phyllis	4
2019 Conference and Trade Show	5-9
Companies Participating in Trade Show	10
Special Thanks To Our Sponsors	11
Mark Your Calendar	12
Summer Board Meeting.....	14
From Our Members	15
Backyard Jungle.....	16
<i>Chuck Niemann</i>	
Liz's Musings.....	20
<i>Elizabeth Fawcett</i>	
KNOW Customers	22
<i>Michael P. Libbie</i>	
Summertime Sunburns	24
<i>Duke Jarvis</i>	
Greasy Girl.....	27
<i>Terri Stevens</i>	
Thank You Advertisers.....	31



BULLETIN

PHYLLIS COX, Editor

NTPDA

KIM CARROLL, *Operations Manager*
 PHYLLIS COX, *Meeting Planner/Event Coordinator*
 P.O. Box 1181 • Gainesville, TX 76241
 940-668-0900 • Toll Free 877-668-0900

Fax 940-668-1627

email: kim@ntpda.com

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.

From the President's Pen . . .

Welcome to Spring!

Finally we can say that!! Its been a long long winter but now the snow is melting away and we see dirt starting to poke through. Winter in NW Iowa was cold and brutal this year and after an extremely wet fall we are keeping a very close eye on the rivers and lakes and are preparing to deal with more flooding. We are praying for no more rain or snow for awhile so spring field work can start on time.

Thank you to all that joined us in Mobile, Al for the Annual Conference and Trade Show! It is always nice to see familiar faces and talk with old friends, but this year it was nice to see we had a lot of new faces or faces we had not seen in a long time. If you have not been to an NTPDA event in awhile or ever, please reconsider, the benefits are far greater than you might think. Our next event is the Summer Mixer in July. This year we are meeting at the downtown Holiday Inn in Sioux Falls, SD on July 18-21. Phyllis and Kim are putting together another top tier event including site tours of All States Ag Parts in Salem, SD, Abilene Machine & Worthington Ag Parts in Sioux Falls, and my personal favorite, Rock Valley Tractor Parts and Iowa Cutter Supply

in Rock Valley, IA. Each of these tours give you a chance to meet with some of the people that maybe you talk to on the phone with nearly every day and see their operations first-hand.



Scott Schelling

At the general session in Mobile this year we held a vote on whether to change the bylaws of the NTPDA to allow us to engage in political lobbying without jeopardizing our tax-exempt status. When the votes were tallied, the result was to not change the bylaws. So where do we go from here? After speaking with many of you from both sides of the voting we have heard some ideas on what we can still do in the political arena, but I encourage you to talk to myself or a board member if you have suggestions or comments. Remember, this is YOUR organization, let your voice be heard!

See you all in Sioux Falls!!

Scott

ONLINE AUCTIONS

End Every Wednesday on

AuctionTime.com[®]

Powered by TractorHouse.com, MachineryTrader.com, TruckPaper.com & MarketBook.com

Including....

-  **Farm Equipment**
-  **Construction Equipment**
-  **Trucks**
-  **Trailers**
-  **Attachments**

NO HIDDEN RESERVES

Register to bid today for Free! (800) 334-7443



Message from Phyllis



Happy Spring! I know many of you are glad that Spring is here...especially our guys up North! I got several notifications from Rock Valley Tractor Parts, Worthington, TR Salvage telling me about their minus degree weather. And...at one point I was sitting in Texas in 70 degree weather! I love Texas!

It was great seeing many of you in Mobile, AL at our Conference & Trade Show! We had a great turnout and the speakers, the networking and the new friendships we made were once again amazing! Thank you to all of our sponsors and attendees for making it such a success.

As always, Kim and I hit the ground running to tie up loose ends. One of the most important things I do is notify everyone that donated to St. Jude and gather those checks and send in the money. It's a long process but well worth the effort. This year we surpassed last year and raised \$15,500. Thanks to everyone that

donated and supported St. Jude Children's Hospital. We appreciate you so much! And thanks to Lon Sturgeon and Alvin Kaddatz for donating their expertise as our official NTPDA Auctioneers! Also...a big thank you to Mike and Deb Hansen for going above and beyond in making sure everything is taken care of during the trade show and set-up and tear-down! You're the best! And....a HUGE thank you to Kim! We're a pretty good team...and I definitely couldn't do it without her. She's the glue that keeps it all together! Thank you, Kim!!!

In this issue we will highlight the conference and trade show and we hope you enjoy reminiscing about the good times you had...or maybe you'll see what you missed and join us next year!

Have a wonderful Spring...and will see you in the next issue when we highlight our Scholarship Recipients!

Phyllis

NTPDA RAISED \$15,500!



St. Jude Children's
Research Hospital

ALSAC • Danny Thomas, Founder

Finding cures. Saving children.

2019 Conference and Trade Show Mobile, Alabama











NTPDA's

35th Annual Conference and Trade Show

Mobile, AL

Companies Displayed & Attended

- | | | |
|--|---|--|
| <p>+* Abilene Machine, LLC
Abilene, KS</p> <p>+* All States Ag Parts, Inc.
Downing, WI</p> <p>+* Allied Information Networks
Kelseyville, CA</p> <p>* Alto Products Corp.
Atmore, AL</p> <p>Bennett Tractor Parts
Aubrey, AR</p> <p>^* Collection Experts, Inc.
Naperville, IL</p> <p>Combine World Inc.
Allan, SK Canada</p> <p>Cook Auction/Tractor Co.
Germantown, IL</p> <p>+ Cook Tractor Parts, Inc.
Clinton, MO</p> <p>^* D&W Diesel, Inc.
Auburn, NY</p> <p>* DLS Worldwide
Eagan, MN</p> <p>+ Farmland Tractor Supply,
Inc.
Tangent, OR</p> <p>+ Fawcett Tractor Supply Ltd.
St. Marys, Ontario Canada</p> <p>Fuller Farm Equipment
Repair
Eclectic, AL</p> <p>Gap Tractor Parts, Inc.
Cranfills Gap, TX</p> <p>Global Recovery
Springfield, MO</p> | <p>* Insight Advertising, Marketing &
Communications
Urbandale, IA</p> <p>+* K&M Mfg.
Renville, MN</p> <p>Kaddatz Auctioneering & Farm
Equipment Sales
Hillsboro, TX</p> <p>Kern County Tractor Parts
McFarland, CA</p> <p>Leaders Salvage
Dunlap, IA</p> <p>* Maxiforce Inc.
Doral, FL</p> <p>Medicine Hat Tractor Salvage, Inc.
Medicine Hat, Alberta Canada</p> <p>+* Memo Corporation
Southlake, TX</p> <p>Mid South Salvage
Decatur, AL</p> <p>* Parts Express
Sioux Falls, SD</p> <p>+* Reliance Power Parts
Lynn, IN</p> <p>* Reubicon International, Inc.
Austin, TX</p> <p>Rock Valley Tractor Parts
Rock Valley, IA</p> <p>Russells Tractor Parts
Scottsboro, AL</p> <p>+ Schaefer Enterprises
Wolf Lake, IL</p> <p>Southeast Tractor Parts
Jefferson, SC</p> | <p>* Sparex USA, Inc.
Dayton, OH</p> <p>+* Steiner Tractor
Lennon, MI</p> <p>Sturgeon's Corner, LLC
Meno, OK</p> <p>Tom Klumpp Equipment &
Tractor Parts
Basile, LA</p> <p>TR Salvage, Inc.
Thief River Falls, MN</p> <p>The Tractor Barn
Brookline, MO</p> <p>+* TractorHouse/AuctionTime.com
Lincoln, NE</p> <p>Waters Tractor, LLC
Othello, WA</p> <p>^* WD-40 Company
Johns Creek, GA</p> <p>Worthington Tractor Parts, Inc.
Sioux Falls, SD</p> |
|--|---|--|

Special Thanks to our 2019 Sponsors

The NTPDA Board of Directors, members and staff would like to take this opportunity to thank of all of our Sponsors!

Cocktails at Early Arrival Party – Thursday
Bluegill Restaurant
Sponsored by Allied Information Networks
Farmland Tractor Supply Ltd.
Entertainment
Steiner Tractor Parts, Inc.

Continental Breakfast – Friday
Outside Crystal Ballroom – 1st Floor
Sponsored by Fawcett Tractor Supply Ltd.
Memo Corporation

AM Break – Friday
Training Sessions
Sponsored by Plastics Unlimited

Lunch – Friday
Sponsored by Farmland Tractor Supply Ltd.
Memo Corporation

Cocktail Reception – Friday
Sponsored by Allied Information Networks
TractorHouse/AuctionTime.com
Schaefer Enterprises

Breakfast – Saturday
Trade Show Area – Moonlight Ballroom
All States Ag Parts, Inc.

Cocktail Reception – Saturday
Crystal Ballroom Foyer
Sponsored by Cook Tractor Parts, Inc.
Memo Corporation
Schaefer Enterprises

Dinner – Saturday
Crystal Ballroom
Sponsored by Abilene Machine, LLC
Allied Information Networks
Reliance Corp.
Entertainment
Steiner Tractor Parts, Inc.



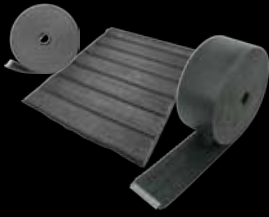


2020 *Conference and Trade Show*

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.



**READY FOR HAY SEASON?
OUR SELECTION IS HERE TO HELP**



800-657-4343 | www.aiproducts.com

VISIT THE LINK ABOVE AND LEARN HOW TO PARTICIPATE IN THE 2019 A&I PRODUCTS HAY TOOL PROGRAM WITH DISCOUNTS ON HAY TOOL PRODUCTS, BELTING, DRIVELINES, & MORE!

Join us for our

2019 Summer Mixer/Board Meeting

in Beautiful Sioux Falls, SD. July 14-18

Remember you don't need to be a Board Member to join us.

It's a great time to visit and network with your fellow NTPDA members.

SOUTH DAKOTA

POPULATED PLACES

- 100,000 - 200,000 • Sioux Falls
- 25,000 - 99,999 • Rapid City
- 24,999 and less • Pine Ridge
- State capital • Pierre

TRANSPORTATION

Interstate, limited access highway
Other principal highway
Railroad

PHYSICAL FEATURES

Streams: perennial, intermittent
Lakes

Highest elevation in state (feet): +7242
Other elevations (feet): +5725

The lowest elevation in South Dakota is 966 feet above sea level (Big Stone Lake).



Leaders Tractor & Combine Salvage

1144 Toledo Avenue
Dunlap, Iowa 51529

1-800-831-9290
Local (712) 643-2237

e-mail: leaders@iowatelecom.net

QUICK EXCHANGE OR REPAIR

In Stock – the really old and really new!



- Extensive Inventory
Injection Pumps, Nozzles, Turbos
- Experts to Answer Questions
- Authorized Bosch and
Denso Common Rail Service

50+
Years of
Service

**diesel
specialties inc.**

www.dieselspecialties.com Sioux City, IA (800) 475-4827

We would like to increase the information on our "Members Page." New grandchild, wedding, anniversary, etc. Send it to us...we love hearing from you!

Hello Phyllis and Kim,

All of us here at Reubicon would like to thank you both so very much for organizing the conference so well; both of you always do an excellent job and all of us really enjoyed every bit of it. Seema and I will definitely be there at the Board Meeting / Summer Mixer, let me know if there would be any more details required by you.

Thanks again for everything, both of you are awesome.

Regards.

Deepak Marwah
 Reubicon International Inc.
 9701 Brown Lane, Suite 402 D
 Austin, TX 78754.
 Tel: 512-843-0130.
 Fax: 512-821-2151.
 Cell: 713-377-2648.

A new treasure in Phyllis's life, sweet Anna was born March 16, 2019. Anna is being held and loved by big sister Caroline.



Kids are so much fun!!!

After I picked up my 8-year-old great-grandson, Aiden, from school, we spent some time at the park before his karate lesson. He found two sticks and talked me into playing "swords."

After several minutes of dueling, he said, "I wish you could do this like my dad does it." I asked him how his dad does it and he answered, "Well, you can't keep saying 'OW!' all the time."

-- Sandy Niemann



To our customers and friends,

It is with profound sadness that we inform you of the sudden passing of our dear friend and coworker Bill Kumle.

For over a decade Bill was a vital and intricate part of the Maxiforce team. Whether it be visiting customers, developing product or maintaining our quality, without Bill, Maxiforce would not be where it is today. We are eternally grateful for Bill's commitment to hard work, integrity, and his loyalty to the foundational principles of this Company.

Bill's love for his family, work and coworkers were an example to all, not soon to be forgotten.

Bill is survived by his wife Marci, 2 daughters Sarah and Ali, and grandchildren.

May he Rest in Peace.

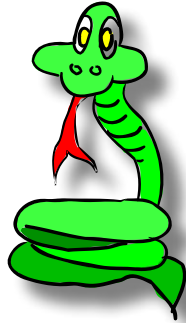
Maxiforce

BACKYARD JUNGLE

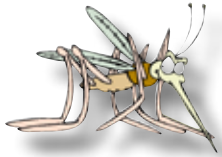
by Chuck Niemann

Do you have any idea how dangerous your back yard becomes in the spring? The only way you are safe is if you have no backyard. Of course, the danger is different in other locations. But, here in rural North Texas it is a real jungle. You ask, how can my back yard be dangerous? I will elaborate.

Snakes, fire ants, mosquitoes, wasps, poison ivy, rotten tree limbs, coyotes, bobcats and more are lurking. Your yard may not be like mine. But, I live in an area just outside of town that joins a lot of relatively unused land. In spring my wife and I start to become paranoid. The first thing that comes up is the copperheads. Lots of them. The whole neighborhood is battling them. We have found them on the screened patio and even in the living room. As if that is not scary enough, the next problem is



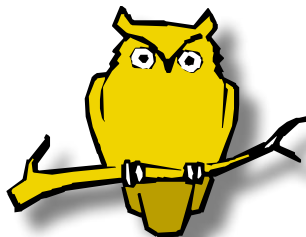
the red wasps. I am allergic to them and they know it. We go through wasp spray like it was water. Of course, my wife does all the spraying since I don't dare go outside while she is battling them.



Then there is our lovely poison ivy patch which somehow starts to spread to every grown-over area in the yard. I am allergic to that too. However, it seems that I have gotten poison ivy so many times that I have started to develop an immunity. Next would be all of the rotten limbs. I cannot even park a car in some parts of the driveway since the limbs are too high for me to cut and I am too cheap to hire someone to do it. Besides, they are all over the place and every time I think I have gotten all of them I discover more hidden by the new green spring foliage.



Are you convinced yet? Let's talk about the predators in the neighborhood that are constantly trying to eat my two little dogs. I do not know where all the coyotes and bobcats go during the winter. But, they seem to disappear. In spring they get pretty brazen and have been



known to actually come over a five foot chain link fence into a small area right next to the house. Then there are the hawks and owls. At least the hawks have the decency to hunt during the day. After dark my dogs get real nervous about going out into the fenced area. We actually lost a cat to an owl several years ago.

On to ground insects. Fire ants. Did you ever see fire ants try to get on the mower with you after you run over a mound. Talk about fun. The fire ants come back no matter what you do. I don't think you actually kill them. I think they just move to other spots. It is amazing how much a single bite hurts for days. Then there are the mosquitoes and chiggers. You tend to forget about them during the winter so the first time they show up in spring you get a good dose before you are even aware they are back. At least you get a chance with mosquitoes. Once in a while you get revenge on one of the little suckers (pun intended). Chiggers are another matter. They are totally insidious. You don't know about them until it is too late and they do not respect clothing either.



How about Raccoons? We have abundant spring raccoons. They are mostly pests and the dogs hate them. They come right up to the house all the time and get into anything they can and they bring their kids. Every so often I am wakened at night by some god awful clatter of them knocking something over. The problem is that my wife has adopted one of them for a couple of years now and they all think they are welcome here. My wife named her raccoon Rachel, makes peanut butter sandwiches for her and feeds her by hand. No wonder they think this is a great place to hang out.



So, next time you start to go outside to enjoy the spring air remember you never know what might be lurking out there. Oh, and by the way, look out for those painful sticker vines that have sprung up around all your trees.

Central Fuel Injection Service Co

712-362-4200 • 1-800-548-9464

Your Classic Diesel Expert!

Service/Repair and exchanges for:



- Turbos
- Nozzles
- Injection Pumps



Home to:
Schroeter Diesel Technology Museum



www.centralfuelinjectionservice.com
service@centralfuel.com

Central Fuel Injection Service Co.
The Schroeter Diesel Technology Museum

Facebook:
Central Fuel Injection Service Co.

Brandon Location Now Open!



info@combineworld.com
www.combineworld.com
Text us @ 306-250-8839

MORE THAN JUST COMBINES

1-800-667-4515

Just 20 minutes east of Saskatoon on Highway 16



Charlie and Marj Smith started Combine World as a family-owned-and-operated business in 1986.

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

Our Promise to You:

- When you call us, you will talk to a person; no annoying automated messages here! Your time is as important to us as it is to you.
- If we have to call you back, it will be within 30 minutes.
- The person you speak to will be knowledgeable.
- If we can't help you, we will do our best to point you in the right direction!

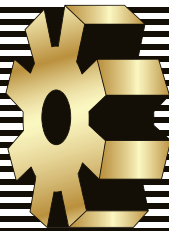


Come see what Combine World has to offer you!

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

We carry Inframe and Major Overhaul Kits for John Deere®, International/Case IH®, Cummins®, NEF/Iveco® & Shibaura®

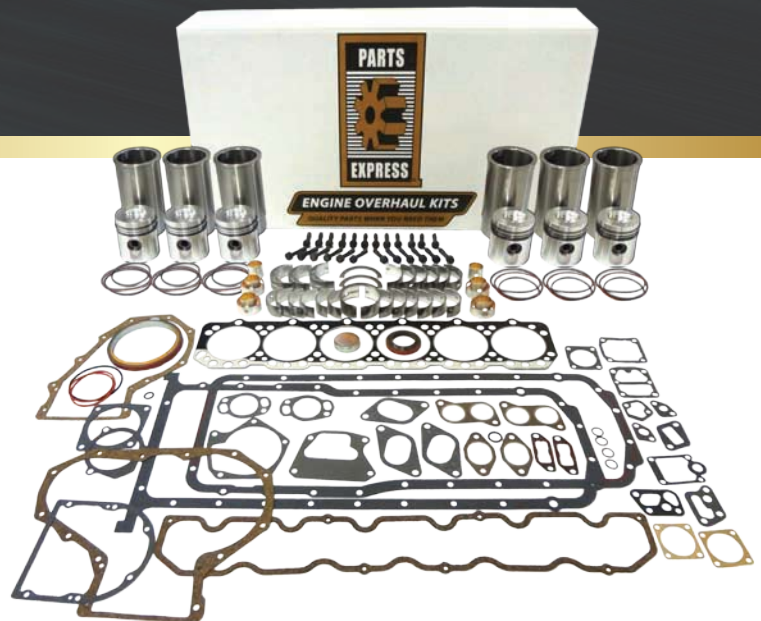
PARTS



EXPRESS

ENGINE OVERHAUL KITS

QUALITY PARTS WHEN YOU NEED THEM



Warehouse Locations: Sioux Falls • Sikeston • Leesburg • Goldsboro

Toll Free: 800-247-1237 • www.parts-exp.com



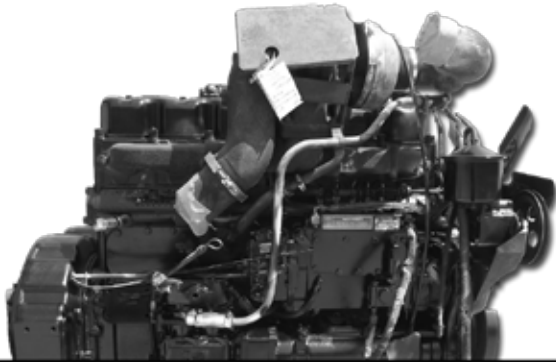
R F ENGINE



www.DIESELCRANKS.com | 800.828.6943

YOUR ENGINE AND ENGINE PARTS EXPERTS

GOOD USED COMPLETE ENGINES
TESTED AND READY TO SHIP!



ALL GOOD USED ENGINES ARE
TEST RUN IN-HOUSE, DRAINED
OF ALL FLUIDS, WRAPPED,
STAND MOUNTED, AND READY
FOR SAME DAY SHIPMENT!



THE R.F. ENGINE AFTERMARKET ADVANTAGE

- PICK-UP TODAY OR HAVE IT SHIPPED!
- FREE SHIPPING ON MOST ENGINE KITS!*
- 12-MONTH WARRANTY ON NEW PARTS!†
- GUARANTEED OEM QUALITY OR BETTER!
- EXPERT SUPPORT BEFORE AND AFTER THE SALE!
- FREE TORQUE SPECS & TECH SUPPORT!
- CAN'T REBUILD? COMPLETE ENGINES AVAILABLE!

CALL ONE OF OUR ENGINE SPECIALISTS AT:

800.828.6943

*Free S&H on select kits within the contiguous U.S. Call for details.

†On engine kits. Warranty varies by brand/application. Call for details.

COMPLETE ENGINES | OVERHAUL KITS | HEADS | TURBOS | CRANKS | AND MORE!



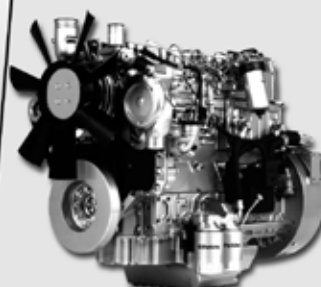
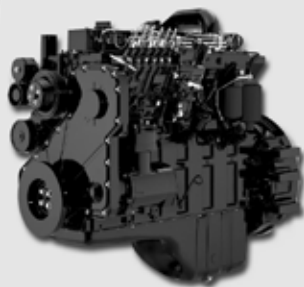
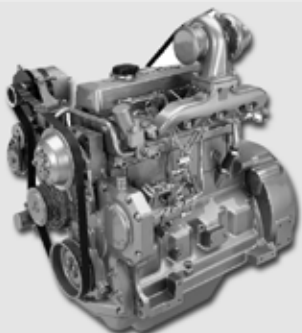
NEW, REBUILT, AND GOOD USED REPLACEMENT ENGINES AND ENGINE PARTS FOR..

DEERE® POWERTECH®

CUMMINS® B & C SERIES

PERKINS® DIESEL

KUBOTA® DIESEL



Technology Solutions for Parts Dealers

Organize & Streamline Your Business

Business Management Software Designed for the unique needs of the Tractor & Equipment Parts Dealers

Advertise Your Company & Parts

Tractor-Part.com is a leading parts search engine with over 100,000 searches monthly

Develop Wholesale Relationships

The oldest wholesale parts dealer network in the industry - connects you to hundreds of independent parts dealers in USA & Canada

Website Design & Development

We can create a website for you that integrates with your inventory software and creates qualified leads and parts sales.



Tractor-Part.com

www.tractor-part.com

www.alliedinfo.net

Contact Us Today For a Free Consultation

800-866-0466

Liz's Musings



As I sit here racking my brain about a good topic for the upcoming publication, I think about what has been happening since the winter convention in Mobile, Alabama.

On a world scale, Venezuela is in tremendous socio-economic and political turmoil with both Haiti and Sudan close behind; scandal erupts in the Canadian government as ministers resign due to allegations of unethical behavior by Prime Minister Justin Trudeau; the United States seems more divided than ever in recent history as the buzz words like 'fake news' circle the airwaves and Twitter feeds; New Zealand becomes the target of terrorism bred from the polarization of fundamental values and beliefs.

But did you know... the global suicide rate has dropped by 29% since 2000; the most notorious drug lord, El Chapo, has finally been arrested and found guilty in a New York court room; Zimbabwe established the Akashinga wildlife rangers, making Phundundu Wildlife Park the first one in the world to be protected by an all-women, armed and anti-poaching, ranger unit; The Porch Band of Creek Indians

made a \$184,000 donation to cover funeral costs of the 23 Alabama tornado victims; the unemployment rate in the USA is the lowest it has been in over ten years – Canada's lowest numbers in fifty years; the list goes on.

Why did I bring this up? Great question... The events listed remind me of how we view the world compared to the reality of it and. Our human nature can tend to see the world based on that one negative comment or moment rather than remembering the multiple amazing moments that inspire and bring joy. Interestingly enough, our industry is based on the faith, hope, many years of knowledge, sweat, and tears of farmers and their forefathers who don't know what the year will bring. Will harvest be profitable? Will the livestock make it to market? Will the trade deals work out for dairy farming? Can I get just one more planting season out of my old tractor? While we do hear of those farmers, mechanics and hobbyists who fall on hard times, we can forget to remember all the years of success, perseverance, relationship and character building.

So, as I sit here trying to connect the dots of my thought process, my take-away since we last saw each other is to keep thinking about the positive things that are going on in the world and be sure to share the joy they bring; definitely mourn when necessary but also celebrate with vigor – spring is coming and with it a new season of opportunity, sunshine, and tractors to be fixed.



USED REPAIR PARTS

**Wheel Loaders, Crawlers,
Track Excavators,
Loader Backhoes, Skidders,
Skid-Steer Loaders,
Engines and Transmissions**

"Rely on our Experience - Est. 1967"



800-626-6046 ~ 618-833-5498

www.sewlparts.com - parts@sewlparts.com



Hwy 3, PO Box 136
Wolf Lake, IL 62998





We're in more places delivering more products to serve you better.

With distribution centers across the country supplying a vast customer network, we're able to stock a wide range of parts and equipment—in larger quantities—and get it to you quicker. For more than 50 years, we've grown right along with family farmers because we're a like-minded family business dedicated to their success.

www.smalink.com

800-643-0091
PO Box 2247 • Jonesboro, AR 72402

 **TISCO**[®]

AG-SMART
ICEBURN

**STAR
SMART**
PICKSMART

KNOW Customers Customers

by Michael P. Libbie

It was really great to see so many of our friends during the Annual Meeting and Trade Show in Mobile! Thank you to those of you who graciously gave of your time to do some interviews for Insight on Business the News Hour and for the videos we produced each day. Thanks!

This week I sat down with the Editor in Chief of Entrepreneur Magazine, Jason Feifer and talked about the changing trends of business and, more importantly, our customers. It was some great insight into how successful entrepreneurs think. Two points:

Fight Change or Embrace Change – There is something in our DNA that tells us to fight change even if we know we must. And, it's nothing new. Get this, according to Jason, when bicycles were introduced into the United States the makers of hats went nuts. Bicycle riders stopped buying fancy hats and opted for less expensive caps. The hysteria was so bad hat makers begged Congress to pass a law saying that all men must by two high quality hats each year. (Congress didn't.) What should they have done? How about

ramping up manufacturing of caps to meet the new consumer demand? What is that is changing in your business and how can you adapt to meet that change?

Become Obsessive with Customer Service – You may know who your prime customer is but do you really KNOW them? For example who is the prime customer of the NTPDA? The agricultural community? Hobby farmers? Nope, the prime customer of the NTPDA are the members both regular and associate. So to become successful and relevant this association must become obsessive when it comes to knowing and serving our customers. Because failing to KNOW your customer can result in “NO customers”. Make sense?

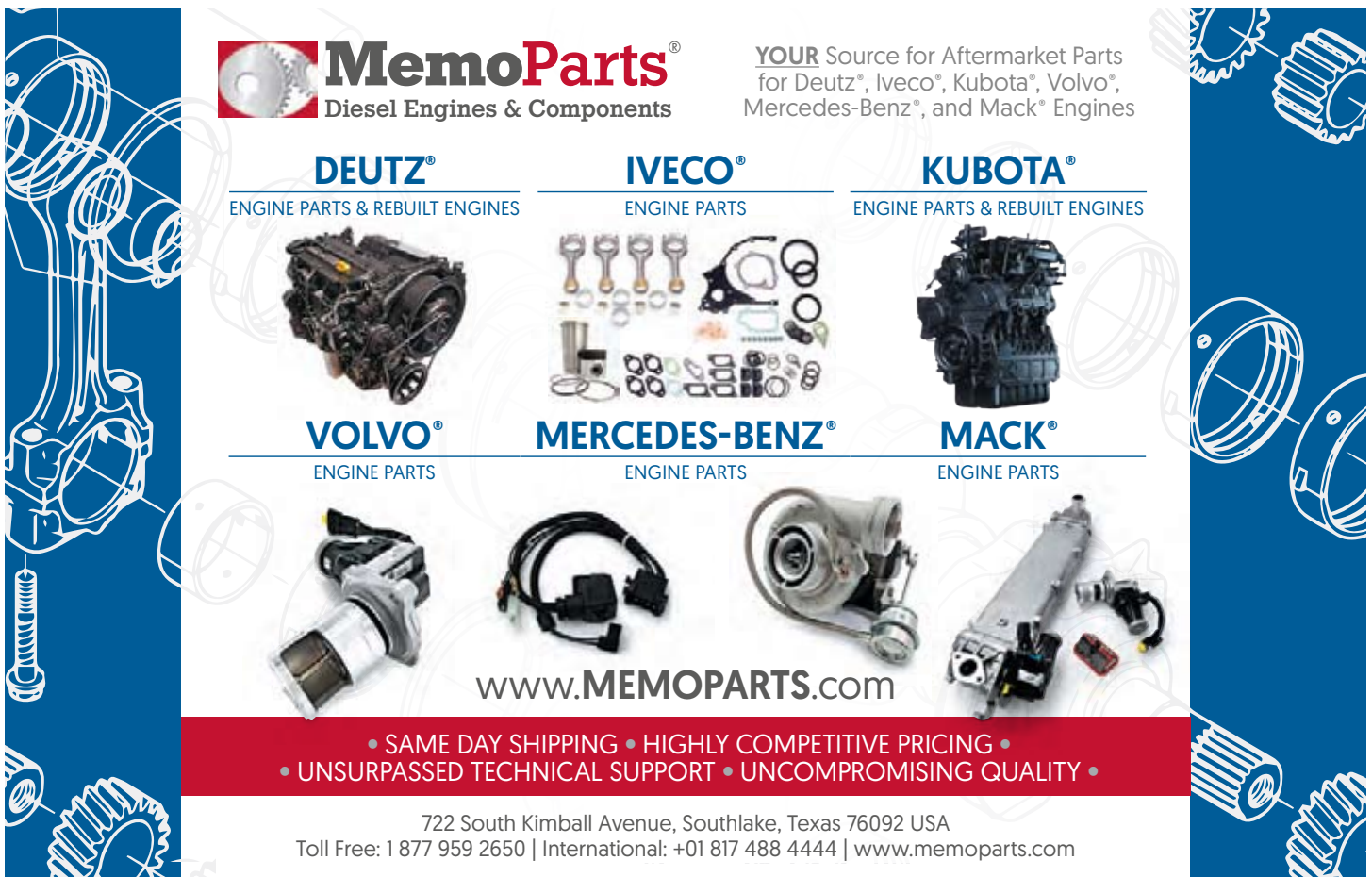
If you want to check out that conversation with Jason Feifer you can follow this link:

<http://bit.ly/2tWXVtW> or use your smartphone to scan this QR Code.

Thanks for reading!



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.



MemoParts®
Diesel Engines & Components

YOUR Source for Aftermarket Parts
for Deutz®, Iveco®, Kubota®, Volvo®,
Mercedes-Benz®, and Mack® Engines

DEUTZ® ENGINE PARTS & REBUILT ENGINES	IVECO® ENGINE PARTS	KUBOTA® ENGINE PARTS & REBUILT ENGINES
VOLVO® ENGINE PARTS	MERCEDES-BENZ® ENGINE PARTS	MACK® ENGINE PARTS

www.MEMOPARTS.com

- SAME DAY SHIPPING • HIGHLY COMPETITIVE PRICING •
- UNSURPASSED TECHNICAL SUPPORT • UNCOMPROMISING QUALITY •

722 South Kimball Avenue, Southlake, Texas 76092 USA
Toll Free: 1 877 959 2650 | International: +01 817 488 4444 | www.memoparts.com

**FARM
TUFF**

New, Remanufactured & Recycled Ag Replacement Parts



For over 35 years, Abilene Machine has been dedicated to providing quality ag replacement parts at affordable prices. 



• Family Owned • One of the Largest Ag Parts Companies in the U.S. • Over 100,000 Parts Nationwide



800.255.0337

AbileneMachine.com

5 LOCATIONS: • Abilene, Kansas
• California • South Dakota
• Montana • South Carolina

Our product line includes air conditioning parts, baler parts, cabs & sheet metal, clutches & pressure plates, combine parts, cornhead parts, cotton picker parts, driveline parts, engine parts, front axle parts, header parts, longblocks, planter & drill parts, Q-Power® belts, shortblocks, starters & alternators, swather parts, tillage parts, tractor parts, wheels & rims.



LARGE INVENTORY OF TRACTOR & SKID LOADER PARTS

- 50+ years in the tractor parts industry
- 10,000+ tractors dismantled for parts
- 180,000+ tractor part numbers
- 10,000+ skid loader part numbers

IF WE DON'T HAVE IT, WE CAN FIND IT.

800-451-5240
wengers.com

Summertime Sunburns



by Duke Jarvis

Summer is many people's favorite time of the year. From the beautiful beaches, to the warm weather, to the general feeling of friendliness and camaraderie that's shared during summer, this season never fails to conjure up happy memories to anyone who stops to dwell on it. However, along with the innate joy that the sunny season brings, comes a series of dangers, both obvious and incognito.

Sunburns are a major cause of dehydration. Every year come summertime the hospitals are flooded with glowing red patients who are as dry as raisins. This is because when your skin is burned by the sun, your body temperature is raised, lowering your body fluids to potentially dangerous levels and leaving you feeling dizzy and nauseous. While dehydration is an ailment that many times flies under the radar, in reality it can prove to be very harmful and even potentially deadly if left untreated, making sunburns all the more dangerous.

Another threat posed by sunburns is sun poisoning. A term generally reserved for severe cases, sun poisoning can prove to be extremely dangerous. It can cause an array of symptoms from dizziness, to blistering, to headaches, even to fainting. Because of its severity, sun poisoning is classified as the next tier above the comparatively less harmful effects

of a common sunburn and must be treated by a medical professional.

Finally, sunburns caused by UV exposure not only cause great immediate pain, but they also conceal a lingering threat in the form of skin cancer. Due to the fact that different melanin levels present different resistances to this issue for everyone, there is no set amount of exposure to these UV rays that will cause this malicious malady. This can result in a major margin of misconception wherein many people believe that they are impervious to skin cancer. This could not be further from the truth! In fact, skin cancers, both basal and squamous cell, are by far the most common types of cancer, thus proving that this is a problem which can affect everyone.

While summer remains a precious time for friends and family, parties and celebrations, happiness and memories, it must not be taken for granted. Too much of a good thing can always turn bad and that is easily exemplified by the duality of summer. So, in the coming months, don't forget to bring your sunscreen with an SPF 30 or higher, apply 30 minutes prior to sun exposure, reapply, and reapply again. Summer is many people's favorite time of the year and there is no reason that has to change.

ORIGINAL and REPLACEMENT HYDRAULIC PUMPS and MOTORS for...

Vermeer • Caterpillar • J.I. Case • John Deere • Bobcat
Terex Euclid • VME Clark
Wabco • Raygo • Hyster
Ford New Holland • Galion
Prentice • Grove • JCB
Champion • Dynapac
Komatsu Dresser
Timberjack • Gradall
Ingersoll Rand
Bomag • Linkbelt
Pettibone • Koehring

... and many more!

FLINT HYDRAULICS, INC.
4099 B.F. Goodrich Blvd.
Memphis, TN, 38118, USA



(901) 794-4884
sales@flinthyd.com
www.flinthyd.com



Leading Aftermarket Seat Manufacturer and Distributor
Nationwide in Agriculture, Construction & Turf Industries

Attachments



LED Work Lights



Mirrors/Monitor Brackets



Replacement Aftermarket Seats



Restoration Seats



**Call for your
FREE 2019 Catalog!**

or Request a Copy Online at:
<http://www.tractorseats.com/t-catalogrequest.aspx>

TRACTORSEATS.com

(800) 328-1752

sales@tractorseats.com

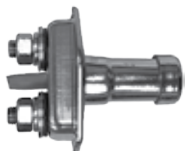
K & M Manufacturing Co. | Renville, MN 56284



www.SteinerTractor.com

Sign in to your account
to download March's
O.E.M. switches flyer!

**We stock a wide selection of O.E.M. switches
and restoration quality aftermarket switches**



ABC4015



ACS292

ABC4015 O.E.M. premium heavy duty manual starter switch (base mount) fits Case, International, Massey Harris, and Oliver **\$18.38 each**

ACS292 O.E.M. ignition / key switch fits Allis Chalmers Late D10, D12 both SN: 9001 & up, D15 gas, diesel using Indak switch SN: 9001 & up, D17 SN: 75001 & up, 170, 175, 180, 185, 190, 190XT, 200, 210, 220 **\$17.50 each**



IHS788



JDS583

IHS788 O.E.M. 12-volt rotary light switch (4-position) fits International Cub SN: 224401 & up, Cub LoBoy SN: 18701 & up, 140 SN: 26801 - 62471, 154, 184, 185, 354, 404, (T340, TD340 both SN: 5396 & up), 424, 2424, 444, 2444, 454, (464 up to SN: 109151), 504, (574 up to SN: 104908), 606, (674 up to SN: 108105), 706, 806 1206, 2300A, 2400A, (2500A up to SN: 104908), 3414, 3444, 3514, 3600, 3616, 3800, 3850, 4100, 4156 **\$29.50 each**

JDS583 O.E.M. ignition / key switch with 2 keys fits John Deere 1010 gas, LP up to SN: 51039, 2010 gas, LP up to SN: 55380, 3010 gas, LP, (3020 gas, LP up to SN: 67999), 4010 gas, LP, (4020 gas, LP up to SN: 90999) **\$27.65 each**

Prices are for qualified dealers

Call Brandi or Shannon at 1-800-STP-PARTS • 1-800-854-1373 fax • Prices do not include delivery and are subject to change without notice



GRATTON COULEE



Agri Parts Ltd.

Your Farm Parts Headquarters

E-mail: sales@gcparts.com

Phone: 780-754-2303

P.O. Box 41

Fax: 780-754-2333

Irma, Alberta

Toll Free: 1-888-327-6767

Canada T0B 2H0

www.gcparts.com

We buy late model tractor and combine units for salvage

**Celebrating 30 years in business
1988 to 2018**

SALVAGING OVER 2600 LATE MODEL TRACTOR AND COMBINES



- ▶ FULLY COMPUTERIZED INVENTORY USING FACTORY OEM #'S ◀
- ▶ ONE OF THE LARGEST AND MOST ORGANIZED YARDS IN NORTH AMERICA ◀
- ▶ WE SHIP WORLDWIDE ◀

FAWCETT

TRACTOR SUPPLY LTD.

CALL US TOLL FREE
FOR ALL OF YOUR PARTS NEEDS!

1-800-372-7149

SIGN UP FOR OUR E-FLYER!



JOIN US ON SOCIAL MEDIA



OVER 131,000 USED PARTS INVENTORIED

ALSO...

- ▶ NEW PARTS
- ▶ SELECT ATTACHMENTS
- ▶ USED TRACTORS FOR SALE

NTPD
ASSOCIATION
www.NTPDA.com

PROUD MEMBER

**NEED HELP?
CALL US!**



EMAIL SALES@FAWCETT.CC | EN FRANCAIS VENTES@FAWCETT.CC

2126 ROAD 120, ST. MARYS, ONTARIO

HOURS: MONDAY - FRIDAY 8AM TO 5PM EST
SATURDAY 8AM - 12PM APRIL - NOVEMBER



WE'RE MORE THAN USED PARTS | WWW.FAWCETT.CC



Greetings from

Greasy Girl

By Terri Stevens

Happy Springtime,

Well, Daylight savings time is here! I love more daylight in the evening and I sure hope that spring and summer are on their way.

I had a funny day on Friday! I had 3 couples in my office to sell them a tractor or a mower. The first couple was young and had only been married one year. They were probably in their young 20's. They were an easy sell and the guy said he doesn't have anything to do with the money; he just lets his wife pay the bills. The next couple was significantly well to do. I had been working with him for a while and he told me he was separated from his wife. Well, she came with him to look at the tractor on Saturday. He was happy and she said, "Let's buy it." His countenance had totally changed. Then the next couple came in. He had come in on Friday and said he wanted it. On Saturday he brought his wife with him and she was totally against the purchase of a tractor. I felt very awkward. I tried to give them space and let them discuss the details. When they left I told them unless they paid a deposit for the tractor I couldn't hold it for them. She said that was fine with her. He then gave me a deposit. It made me even more aware of relationships and how they are so different.

Dynamics with money is interesting in marriage. Some people totally do their money separate; some make decisions without their spouse even knowing. We delivered a tractor one time and the customer said deliver it on a certain day



and put it in the barn. He didn't want his wife to know. I asked him if that was a good idea and he said, "It sure is."

Then you have the customer that can't buy anything without the approval of their wife. I had someone tell me in their marriage they had the \$500.00 rule ... as long as it was under \$500.00 they could purchase it without pre approval.

Relationships are complicated to say the least. Some days we love each other and some days ... not so much. I have learned it's more about commitment than it is about being in love. Some days you just have to push thru it. Anything in life that is worthwhile is about sticking with it. Diet, exercise, living on a budget and relationships.

Think about it, how are you with money? Do you just buy what you want? Do you ask for approval? Do you ask for forgiveness instead of permission? Do you discuss it and pray about it? Money is something we all seem to want more of but it has never made anyone happy.

Anything in life that is worthwhile is about sticking with it.

My Dad is 82 years old and he told me the other day money is good for two things.

Working for it and spending it. I think he could be right. Work does a body good it and makes you feel better about everything. Nothing like a good day of hard physical work. Nothing more fun than having the money to buy something that you need. (Hopefully a tractor!)

This spring as you are wheeling and dealing you will have a lot of customers like my first two couples where their wives say let's buy it!!! Good luck!

Be Blessed and Be a Blessing,

Greasy

RELIANCE POWER PARTS



NEW COMPLETE ENGINE KITS
NOW AVAILABLE:

JOHN DEERE® 6090 (9.0L)
KUBOTA® V3300 & V3800
CUMMINS® ISL / QSL (8.9L)

We Keep Great Equipment Working Great!

Huge selection of new and remanufactured engine kits and parts for
Agricultural, Trucking and Construction Applications!

Allis-Chalmers
Case / Case IH
Caterpillar

Cummins
Detroit Diesel
Deutz

Ford / New Holland
International
John Deere

Komatsu
Kubota
Mack

Massey Ferguson
Navistar
Perkins

Phoenix, AZ / Lynn, IN / Harlan, IA / Lincoln, NE / Winnipeg, Manitoba

www.ReliancePowerParts.com / Call 800-342-2545



TractorPartsASAP.com
877-530-4430

YOUR #1 SOURCE FOR AGRICULTURAL & INDUSTRIAL

Area Diesel Service is a proud member of the **NTPD ASSOCIATION**

REPLACEMENT PARTS FOR THOUSANDS OF APPLICATIONS

<p>INJECTION PUMPS</p>	<p>INJECTORS</p>
<p>TURBOCHARGERS</p>	<p>PERFORMANCE PRODUCTS</p>

AreaDieselService.com

(IL) 800-637-2658 | (IA) 800-237-4692 | (IN) 317-203-3331

russelltractor.com

PARTS

NEW

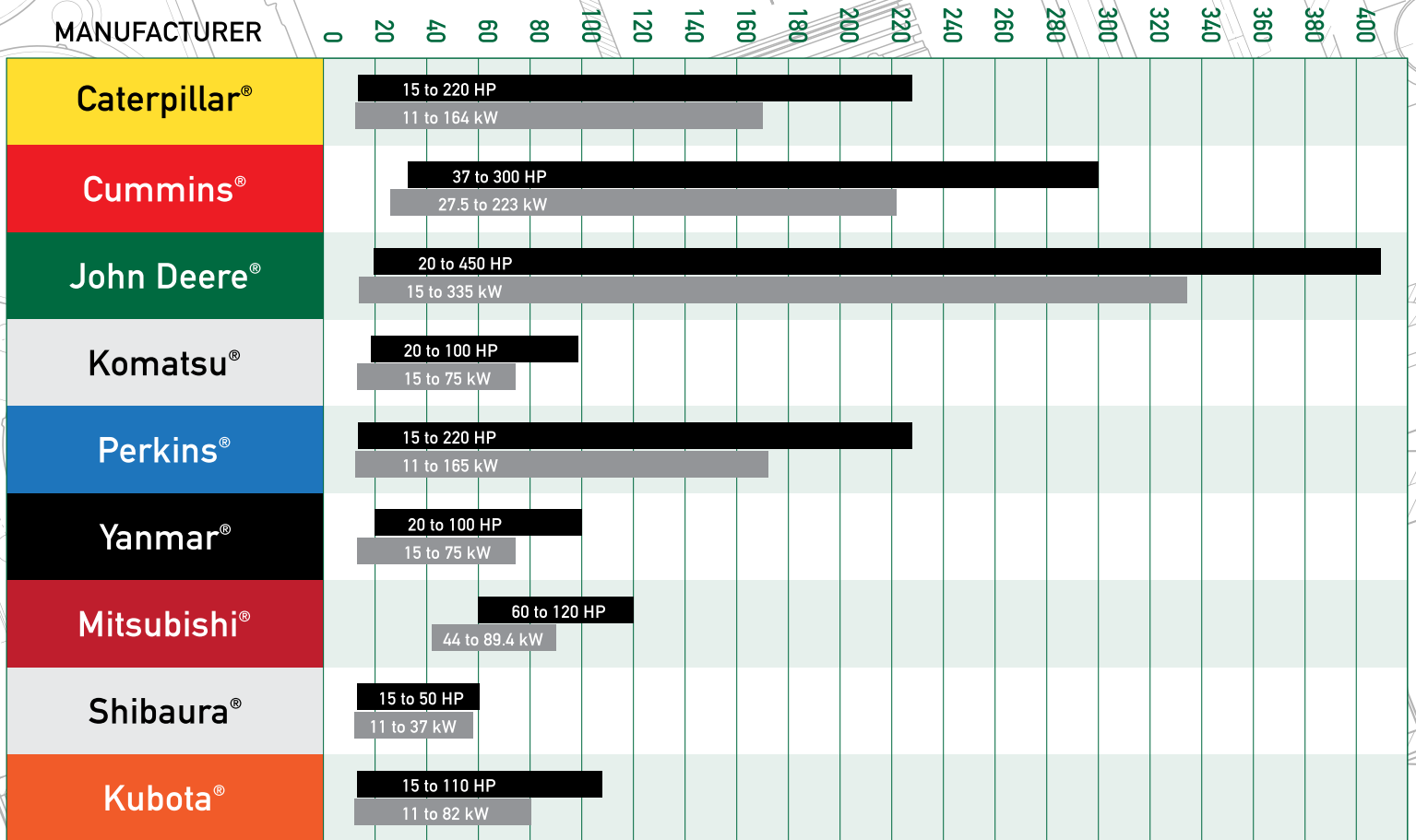
USED

REBUILT

Let US Find That Part For YOU!

1-800-248-8863
Scottsboro, AL

THE LEADING BRAND IN LIGHT TO MEDIUM DIESEL ENGINE PARTS!



 Horsepower
 Kilowatts

Search by engine model, equipt. application, part# and much more @ maxiforce.com



A U.S. GLOBAL COMPANY

1-800-414-2095
305-592-7027

Distribution centers:

DORAL, FLORIDA

LOS ANGELES, CALIFORNIA

INDIANAPOLIS, INDIANA

sales@maxiforce.com

Plastics UNLIMITED, Inc.



JD SOUND GUARD CAB TOP

Providing all types of plastic materials:

- Thermoforming
- Castable Urethanes
- 5-Axis CNC Routing
- Design
- Fabrication
- Composite Molding
- Fiberglass

We also offer JD 4-POST CANOPY TOP, JD 4-POST HEADLINER,
& JD 7000, 7200, 7400, 7600, 7800, 7210, 7410, 7610,
7710, 7810 Series Cab Top

We also offer CASE IH 1896, 2096, 2294, 2394, 2594, 3294,
3394, 3594, 4494, 4694, 4994 Series Cab Tops

We also offer current Cat Cab Tops



New to our product line:
CASE IH MAGNUM SERIES CAB TOP

Plastics Unlimited, Inc.
303 1st Street NW
Preston, IA 52069
www.plasticsunlimited.com

(563) 689-4752
(563) 689-4757 fax
email: sales@plasticsunlimited.com

THANK YOU ADVERTISERS!

A&I Products	Page 13	Maxiforce.....	Page 30
Abilene Machine.....	Page 23	Memo Parts	Page 22
Allied Information Networks, Inc.	Page 19	Parts Express.....	Page 17
Area Diesel Services, Inc.....	Page 29	Plastics Unlimited, Inc.	Page 31
ASAP	Page 29	Reliance.....	Page 28
Central Fuel Injection Service Co.....	Page 17	Reubicon	Page 32
Combine World	Page 17	RF Engine	Page 18
Diesel Specialties	Page 14	Russells Tractor	Page 29
Fawcett Tractor	Page 26	Schaefer Enterprises	Page 20
Flint Hydraulics	Page 24	Steiner Tractor.....	Page 25
Gratton Coulee Agri Parts Ltd	Page 26	SMA/TISCO.....	Page 21
K&M Manufacturing	Page 25	Tractor House/Online Auctions	Page 3
Leaders	Page 14	Wengers	Page 23



NTPDA
 P.O. Box 1181
 Gainesville, TX 76241

PRESRT. STD.
 U.S. POSTAGE
PAID
 Gainesville, TX
 76241
 Permit No. 8

RETURN SERVICE REQUESTED

Reubicon International Inc.

We always aim at "First Time Right"...



- ~ Specialize in Mahindra Tractor parts
- ~ All parts are Brand New OEM & aftermarket
- ~ Stock parts for Case IH
- ~ Quick shipping
- ~ Excellent customer service
- ~ Wide range of various tractor parts



www.reubicontractorparts.com

Reubicon International, Inc.
 9701 Brown Lane, Unit 402 D
 Austin, TX 78754

Call (512) 843-0130



EST. 2005