
UTA INDUSTRY WATCH

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- New Officers Elected -

The UTA has elected a new governing board to serve for the next two years. Election results were announced at the UTA's Second Annual Convention, "Where Opportunity And Experience Converge," held Nov. 8-10 at the Rio Rico Resort & Country Club, in Rio Rico, AZ.

The new governing board is:

Chairman - Steve "Bear" Nadolson, Arrow Trucks-Columbus, Pataskala, OH.

President - H.E. "Eddie" Walker, Best Used Trucks, Fort Worth, TX.

Vice President - Doug Dressen, Dressen Truck & Trailer, Afton, MN.

Secretary - Justina Faulkner, *American Trucker*, Indianapolis, IN.

Treasurer - Vince Anselmo, National Truck Protection, Carlstadt, NJ.

Director - David A. Kolman, Newport Communications

continued on page 2

President's Message

Let me begin by thanking the membership for the honor of being chosen to serve as your president for 2002. Bear has left the post in good standing and light years ahead of where it was when he took the position. The association has grown to become more widely accepted and respected in the trucking industry.

To Bear and everyone that has been a part the building process thus far, we all say: **THANK YOU.**

Now, it's time for the next phase of growth. We have much work to be done developing new strategies that will serve our members and benefit them in their attempt to operate in this challenging market.

Everyone should have received a letter from me asking for your input and ideas. Please understand that we are serious. This association is yours to build.

You have made the first step by electing an excellent board of directors. Each one of them is a true professional and has many years of experience in their related field.

The second step is to give us your ideas on ways to enhance the value of our association.

Our goals for this New Year are to increase communication, add benefits and build a larger membership body. To

continued on page 2

INSIDE THIS ISSUE

2 HTAEW.com & UTA Form Alliance

3 Justina Faulkner Honored

4 Association Business Briefs

4 Industry Service Award to Jim Sundy

What are you doing to support the UTA?

continued from page 1

(Truck Sales & Leasing, Heavy Duty Trucking, RoadStar magazines), Hampstead, MD.

Board of Directors:

- + Lee Chapin, *The Truck Paper*, Lincoln, NE.
- + Marty Crawford, Waters Truck & Trailer, Columbus, MS.
- + Al Hess, Wholesale 911, Kansas City, MO.
- + Mike Jackson, Volvo & GMC Trucks of Atlanta, Forest Park, GA.
- + Bruce Jodarski, Best Used Trucks of TN/First Appraisal - Marketing Service, Somerset, KY.
- + Paul Spokas, Heavy Duty Marketing Associates, Jamestown, NC.
- + Jim Sundy, Nalley Motor Trucks, Atlanta, GA.
- + Terry Williams, Blue Book Values, Overland Park, KS.

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HTAEW.com, UTA Alliance

HeavyTruckAndEquipmentWholesalers.com (HTAEW.com), a private website specifically for truck dealers to buy and sell from each other through real-time listings, has formed a partnership with the UTA.

HTAEW.com offers several services: a used truck sales database to reference values on trade packages, a "special needs" board to allow dealer members to post equipment-wanted listings, and a board for trucking companies to post equipment for sale.

Several features help members stay informed of new equipment-for-sale and equipment-sought listings, including e-mails sent on each new listing, and every time a member logs on, they see listings added since their last log-on.

HTAEW.com is a password-protected service with a flat monthly fee. Subscriptions are available on a month-to-month basis.

Through the partnership, UTA members in good standing are being offered a 10%

discount on HTAEW.com's \$180 monthly fee.

For details, call HTAEW.com at (361) 865-3016 or e-mail terryhebron@HTAEW.com.

President's Message (continued)

accomplish this, we all must work together. We already have some suggestions for new committees. Among them: financing, membership benefits, export/import and rumor control. The creation of an endowment fund for the education of members and/or their children has been proposed.

Our industry, like others, changes as time passes, and with change, new opportunities arise. If we are to take advantage of the opportunities that come our way, we must be ready to answer the challenges.

By being well informed and aware of the changes taking place in the markets around the country, we can respond. We can move forward with the assurance that this organization represents the majority of the successful people in the used truck and related industries.

Communication - it takes two. We, as your board, will do our part.

Benefits - we will add at least six major ones this year.

Adding Members - I challenge each one of you to add at least one new member before July 1, 2002.

This sounds easy but it takes commitment on both our parts.

This New Year will be a good one for the UTA, provided more of our membership becomes involved and committed.

Once again, I appreciate your confidence and support.

**UTA Honors Justina Faulkner
of *American Trucker***

Justina Faulkner, associate publisher of *American Trucker* - a trader magazine that is distributed nationwide, has been honored with a special award from Used Truck Association.

The recognition, a custom-made crystal sculpture, was presented during an award's banquet at the UTA's recent Annual Convention.

Faulkner was honored for her time, effort and dedication in support of the UTA, according to its director, David A. Kolman of Newport Communications.

"She has worked tirelessly and been truly instrumental in the growth and evolution of the association," Kolman said.

Faulkner has served on the UTA Board of Directors since 1997 and has held the officer position of Secretary since 1999. She has also served as the Convention Chairman for the UTA's first two conventions.

Presenting her with the award was outgoing UTA President Steve "Bear" Nadolson of Arrow Trucks-Columbus, OH. "She was completely caught by surprise," he observed. "She is one of those individuals who works not for accolades, but because she believes in something and is committed to her causes."

Accepting her award, Faulkner said: "I am speechless - which most of you know doesn't happen to me often. I'm so honored to receive this award and to know all of you. . . . it has been a pleasure to serve the UTA."

Faulkner has been with *American Trucker* for the past 15 years, holding a variety of positions. Prior to her promotion to associate publisher in January 2001, she had been national accounts manager.

Association Business Briefs

Annual Convention - The UTA's second annual convention, "Where Opportunity And Experience Converge," was held Nov. 8-10, 2001, at the Rio Rico Resort & Country Club, in Rio Rico, Ariz. (45 minutes from Tucson). It was deemed a success by all that participated. For convention highlights, go to the UTA's website: www.uta.com.

2002 Convention Set - The UTA will hold its next annual convention Nov. 7-9, 2002, at the Arlington Resort Hotel & Spa, in Hot Springs, Arkansas. For information and sponsorship opportunities, contact Sue Dorso at 701-293-6941.

2002 Training Schedule -

Professional Used Truck Management, Jan. 16-18, Houston, TX, & Nov. 13-15, Greensboro, NC. Tuition: \$525 for UTA members; \$625 for non-members. Course materials: \$29.50.

Used Truck Selling Skills, March 7-8, Atlanta, GA, & July 11-12, Chicago, IL. Tuition: \$295 UTA members; \$350 non-members. Course materials: \$29.50.

Fundamentals of Used Truck Sales, May 8-11, Cleveland, OH, & Sept. 11-14, Philadelphia, PA. Tuition: \$545 UTA members; \$645 non-members. Course materials: \$75.00.

For additional information, contact Paul Spokas of Heavy Duty Marketing Associates, Greensboro, NC - the company handling the UTA's training programs - at 336-454-5599 or visit the UTA's website at www.uta.org.

Committee Members Needed - Volunteers are needed to serve on UTA committees. Current committees are Membership, Training, Awards, Convention/Election, Public Relations, Website, Regulations, Bylaws and Educational Endowment. Contact UTA President Eddie Walker at (817) 439-3900.

TIPS FOR SAFER TRAVEL

Before You Go:

- Share your travel itinerary with a colleague and your family.
- Have 2 forms of ID, and carry them in separate locations. Also carry medical information that may be needed if you are injured or incapacitated.
- Carry all documentation and receipts related to your trip.
- Clearly identify all baggage and carry-ons.

During Your Trip:

- Be polite and considerate of airline/bus/train and security personnel.
- Take note of what is happening around you.
- Keep IDs, credit cards and money in separate locations.
- Carry a fully charged cell phone at all times.
- Always carry information with you on any medical conditions, your blood type and all contact information.

Source: National Business Travel Assoc., Washington, DC

Jim Sundy Gets Industry Service Award

Jim Sundy, a veteran truck sales professional with Nalley Motor Trucks, Atlanta, GA, has been honored with the UTA's Marvin F. Gordon Lifetime Achievement Award for his many contributions to the used truck industry.

He received the recognition - which commemorates Gordon's extraordinary accomplishments and recognizes his lifetime achievement in the used truck industry - during an award's banquet at the UTA's recent Annual Convention.

"I am extremely honored to receive the award," Sundy said. "I've always been committed to the used truck industry and I take great pride in knowing that my colleagues and associates feel I have made some difference in helping that industry evolve."

Sundy has been involved in truck sales for more than 45 years, the past 30 with Nalley Motor Trucks, which handles Peterbilt, International, Hino and Isuzu trucks.

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