



Used Truck Association

President's Message . . .

My first message as the president of this association appeared in the December 2002 newsletter. Each month since then, I have shared with you my ideas, feelings, UTA news, requests for help and sometimes, my take on how I see the used truck industry. But most of all, and within almost every message, I have tried to sell you on this association. In doing so, I have mentioned value.

Your membership has value and that value has continued to grow year after year. By being a member and getting involved you have helped the UTA's value grow. Each one of us possesses different values and sharing these values has made this association what it is today.

Over the years we have continually asked for your support in building membership and you have responded. We have asked you to get involved and you have. We have asked you to attend our conventions and you have come.

Once again, we are asking you to do these things. Even though our membership is almost at 700, we need your help in increasing that to 1,000. If just 50% of you brought one new member to the UTA we could reach that goal.

There are still used truck dealers out there that don't know who we are and how much we support the industry. They have no idea of the value UTA membership has.

Your Membership Committee has made a commitment to reach these people through new marketing plans and we are asking for your help. This year you will see our ads in a number of publications. Our goal is to reach the end user and hopefully get them shopping where they see the UTA logo displayed. Think

about that concept. McDonalds certainly recognized the value of the golden arches.

Your association has grown up and is no longer dependent upon any one person or any one company. Your board is thinking outside the box. The younger members are bringing new ideas to the table and us older ones are enjoying their input and enthusiasm. Once we thought reaching 500 members was like going to the moon. Today, getting to 1,000 members is just a matter of time.

When talking to someone about the UTA be sure and give some thought about its value. Think about the networking opportunities, the discounts that are available, the educational courses that are available, the UTA Code of Ethics we members stand for and live by, the publications we print and distribute and the annual convention that brings us all together and reminds us how fortunate we all are to be associated with such a fabulous group of working people. A group of folks that understand their word is their bond and the importance of a smile and a firm handshake.

Yes, you have brought value to this organization and this organization needs all your friends to be a part of it. Be responsible for one new member between now and July 1.

I leave you with this thought from Michael Korda: "In the final analysis, the one quality that all successful people have is the ability to take on responsibility." ■

— Eddie Walker, UTA President



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How are YOU supporting the UTA?

NewsWorthy

Expanding a business? Promoting staff? Won an award? Opening a new location? Share your news with the *UTA Industry Watch*. Send submissions, as well as ideas and comments, to:

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Sell More Product While Increasing Your Efficiency

EQUIPMENTSEARCH.COM division of TURN KEY WEB SOLUTIONS.COM

By David Purdy, President

Helping Vehicle and Equipment Dealers "Thrive and Survive" through Internet Marketing. That's the motto of Equipmentsearch.com, the Internet's leading edge vehicle and equipment search Web site. Based in Brantford, Ontario, Equipmentsearch.com is operated by Turn Key Web Solutions.com Inc. under the leadership of President David Purdy.

The basic purpose of Equipmentsearch.com is to help transportation and equipment dealers to develop and grow their businesses via the Internet, which is rapidly becoming a major medium for achieving business success. In 2003, according to Stats Canada, the Internet was being used by 32.8 per cent of Canadian enterprises, which together accounted for 75 per cent of economic activity in this country. In 2005, the proportion of enterprises with Web sites was 21.7% and these enterprises account for 44.8% of economic activity for the private sector. Among other uses, the Internet was used to purchase goods and services by 13.8% of enterprises and by 10.1% to sell goods and services.

The volume of Internet-based sales reported was \$4.4 billion, of which \$4.2 billion was for the private sector and \$200 million for the public sector. Total private sector Internet-based sales accounted for 0.2% of economic activity in terms of total operating revenue.

The major challenge that still exists for any business, however, is "how to make profitable use of the Internet."

The Internet is open to anyone, but difficulty with the Internet is being found. We help companies take their businesses to that next

level and grow through the power of the Internet. Using web-based inventory management solutions that we provide often helps to create 'pinnacle points' in their development and web based marketing initiatives. We better position corporations and their respective network of dealerships to the masses while bringing buyers and sellers together. We obtain high rankings in major search engines for every dealer within our service. We have dealers that have been with us since 1996. Why? The system simply performs.

It is no hidden secret that in today's competitive marketplace almost everyone who has access to the internet (which includes over 50% of North America) uses it for finding exactly what they are looking for. It simply makes sense.

1) The newspaper is costly to produce, has a limited shelf life and simply cannot compete.

Features of TurnKeyWebSolutions.com Sites

We take a different approach than most. We offer dealer management systems that consist of the following 3 main classifications.

- 1) Convenience – usability for visitors
- 2) Appearance – keeping corporate colors and branding at the forefront
- 3) Behind the scenes ability to manage the entire system and all of its listings.

Features like:

- 8 expandable pictures per listing
- Built in newsletter editor
- Randomized feature inventory listings on the home page
- Scrolling text
- Password protected administration to all of the tools for your website
- Complete website statistics
- Website editor for changing any page at any time
- 8 classifications for inventory, from New, Demonstrators, As-is, Wholesale, Salvage, Rental, Used etc.
- Built in inventory control panel showing days in stock etc.
- Ability to add PDFs
- Multiple email accounts
- and so much more

We harness the power of the internet for every dealer within our service.

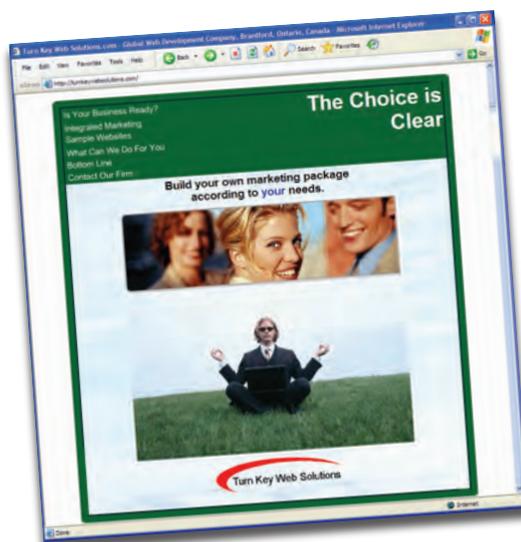
For more information, contact David Purdy at 1-888-795-2877 or email: davidp@equipmentsearch.com

Yet every day dealers spend literally thousands on print ads never really knowing the effectiveness of them. When asked most simply say, "it gets the phone ringing." Many spend \$2,500 to \$4,500+ a month on print. For that amount of money it had better ring the phone off the wall! How many calls per ad do you get?

2) Print publications often say that it reaches your "target market." Most publish around 15,000 papers per month. Trusting that most are delivered and not simply drop shipped to a truck stop and grabbed by whomever (Target Audience?). What guarantees do you have when running a \$2,500 print ad? None.

3) Print publications have a purpose; they can drive some of the so-called Targeted people to everything you have for sale. If you cut back on print advertisements and simply showed 3 vehicles instead of 15 on a page, and in very large print drove them to a website system that is current, it would definitely increase your bottom line. Not to mention save thousands each year.

4) In today's competitive marketplace, dealers and manufacturers still place full page ads in print publications. This is incredibly ineffective. Think outside the box! Pick up the paper in which you presently advertise and tell me you can find exactly what you are looking for quickly and easily. Lots of luck! If you wanted to buy a 2001 anything, see how long it takes you to find it. Yet when you go online and do a search it takes maybe 3 seconds to find hundreds. Your customers are using the internet to either shop you or bypass you to someone who has exactly what they want in 3 seconds, not spending all day going through pages of ads trying to find the one they want. Who would? Time is money for everyone.





5) The internet pushes current information instantaneously. By the time you run your ad in the paper I hope it is already gone! Using the power of a system that costs you a few dollars a day, that maximizes every department and every unit you have for sale, is a wise decision. Getting the right one the first time is what we can do for you. Every dealership could use a fully trained sales force that delivers leads to you daily, calculates payments, takes complete and thorough credit applications, showcases daily and weekly specials, works 24 hours a day, 7 days a week and needs no benefits! All you have to do to maximize your exposure is keep your inventory current!

We have spent over 10 years in the web development business, we know this marketplace! Cut print ads in half in each publication, and promote your prospects to your new and improved website that works and displays your total dealership. Bottom line; this will save you thousands every year while increasing your sales opportunities. Traffic on Equipmentsearch.com has been exceptional and continues to grow exponentially. In 2000 we had 30 million hits. Right now, we're getting more than 483,000 hits a day. For 2006 we expect our service to deliver 240 to 320 million hits a year from people across North America and beyond. Visitors come to equipmentsearch.com looking for opportunities to buy, sell, rent or lease an incredible range of vehicles and equipment.

This high level of traffic has come about because we are so specific with our marketing tactics. We offer 24 markets for vehicles and equipment, each with their own industry-specific domain names. This includes product lines in a wide range of sectors—industrial, municipal, construction, agricultural and so on. ■

Medium Duty Update

As chairman of the UTA's Medium Duty Committee (MDC), I am pleased to provide you with an update on the committee's activities. Medium duty truck sales is an important area of focus of the UTA Board in 2006.

Let me begin by mentioning that we have enlisted the support of UTA members with expertise in medium duty truck sales to provide direction and assistance in furthering the goal of providing pertinent and useful information to the UTA membership. The MDC is comprised of 10 people with representatives from six different medium duty brands, as well as "stand-alone" medium duty dealers.

All MDC committee members are enthusiastic about their participation on the team and the opportunity to enhance the medium duty offerings to the UTA membership. In fact on a recent conference call, some of the committee members voiced their excitement about certain issues and the positive initiatives that could be developed.

I would like to thank, in advance, each person on the MDC for their participation and contribution in 2006.

The MDC has chosen to focus on providing the UTA membership with practical resources that will enhance their knowledge of pertinent medium duty truck issues. Among these:

- Recognizing potential uses and applications for used medium duty trucks,
- Partnering with other organizations and companies that focus on medium duty trucks to assist in program development.
- Expanding training opportunities offered by the UTA to include courses specific to medium duty trucks.



- Providing resources to the UTA membership that enhance the awareness of medium duty trucks sales
- Using the upcoming UTA Convention as an educational platform regarding medium duty issues that will benefit all UTA members

This is a brief overview of the goals of the 2006 Medium Duty Committee.

I am confident we will make progress in all of the aforementioned areas.

If you have any ideas or comments on medium duty truck topics or issues that would benefit the UTA membership, please get in touch with me. Your input is greatly appreciated. ■



Hal Dickson
Medium Duty Committee
Chairman
hal@uta.org

Endowment Updates

Kansas City— Here We Come

Plans are being developed for a fundraiser in Kansas City in June to support the UTA-Jerome Nerman Scholarship Fund. Once the date has been firmed up, we will let everyone know. This will be our initial outing in Kansas City and will be another opportunity for you to network with friends and associates in the industry, and test your skills on a challenging golf course. In addition to the golf outing, we intend to have a cocktail reception—details to follow.

We are putting the finishing touches on the new scholarship application and will have them available very shortly. Look for details in the next newsletter.



Please forward any suggestions or comments you have regarding the outing in Kansas City to me. ■

Keith Allen
UTA Board Member
keith@uta.org



National Truck Protection

has extended their Used Truck Association Co-Op advertising program through December 2006. Your truck dealership can earn as much as \$100 per month. To qualify for this advertising reimbursement you must be a member of the Used Truck Association.

Qualifying Advertisement Guidelines

Truck Dealers Only

- Advertise the UTA and NTP logo in the advertisement's Masthead
- The advertisement must run for a full month in a qualified publication
- Your dealership must purchase a minimum of one NTP inspection each month
- Offer is valid to one corporate store

Qualifying Publications

- American Truck Magazine
- Fastlane Magazine
- Truck Paper

For details and reimbursement procedures contact Nicole Baluk at 800-950-3377 or email: Nicole.baluk@NTPwarranty.com

UTA Promotional Items Sale!

Show your support for the UTA with quality UTA logoed merchandise. Distribute to your staff, use as employee incentives or as customer give-aways. 100% of the proceeds go to the UTA Endowment Fund.

- Pen \$1
- Coffee Mug \$2
- Multi Tool \$3
- Travel Tumbler \$3
- Tee Shirt \$6
- Sweat Shirt \$10
- Golf Polo \$15

To order products contact Terry Williams at 800.654.6776 or terry@uta.org. Prices do not include shipping. Some items and sizes are in limited quantity

“Bear-o-meter” – Credit Approvals

As I travel the country, many times it has been my pleasure to be introduced to some of the finance managers of the various dealerships I have visited.

One topic that seems to arise most in our conversations is that of credit approvals. Many finance managers complain that lenders simply say “no” and do not offer additional options. These finance managers have to repeatedly contact the lender with alternative proposals. Frankly, they wonder why the lenders do not offer options up front.

The topic of credit approvals is one of my favorite things to talk about with them because approvals are so important to the income of the salesmen, the dealership, the finance manager and the lenders that finance trucks.

Let's go over some basics.

It is essential that salespeople understand that complete vehicle specifications are important in order for underwriters to properly “book” the equipment that is being presented to them for financing.

Additionally, salespeople must be sure to document any reconditioning that adds value to the equipment. Has the truck been overhauled or is there a good engine and/or driveline warranty on the unit?

Undocumented overhauls add no value to a deal. Overhauls with paperwork supporting the work done and any warranty do add value.

Does the truck have new tires? Are they caps or new original rubber?

Underwriters are not mind readers. Document new paint jobs, rebuilt transmissions, new brakes, the coverage provided by any existing or newly placed warranties.

I am sure you get the point.

E-mail the finance company a good photo of the truck you want financed. A picture is worth a thousand words.

As a finance manager, you should be collecting this information for submission with your deals. The used truck manager must also be aware of these things and provide the documents and the information to support “added value.”

Now to the finance companies and underwriters.

You can increase the number of deals the dealers present by qualifying deals. That's right! Qualify the deal. Give the finance manager some guidance here.

When I was a used truck manager, I didn't

care what a finance company would not do, I wanted to know what they would do.

If a deal is submitted with \$5,000 down and that doesn't work for you due to your lending profile, don't just say no. Tell the dealer or finance manager what amount you want that will work.

I have had customers that had offered to put \$5,000 down that ended up putting \$25,000 down on the same truck and financed the balance.

I think that each deal should be approved when submitted to a finance company as follows:

- Deal submitted as approved (fine—“getter done”)
- Deal submitted and approved as follows: (Set out the criteria for approval here: more money, shorter term, co-signer? Whatever.) Then do not fund the deal until the criteria is met.
- 100% cash down (reserved for really, really bad credit submissions)

The point I am making here is that the dealer must help the finance company and the finance company must help the dealer.

Want faster response times, Mr. Dealer? Improve the quality of your submissions.

So, dealers, complete specifications (mileage and full serial number), photos, documentation of “value added” reconditioning.

Finance companies, qualify deals. Tell the finance manager what you will do, not what you won't do.

Want more deals closed, Mr. Finance company? Qualify deals.

Now, this article seems so basic and the steps so obvious that you might wonder why I took the time to write it. It is because I see deals every week that have incomplete information, no supporting documentation of overhauls or transferable warranty, etc.

I hear about the back and forth efforts of finance managers and underwriters that could be eliminated with better qualifications.

Let's sell more trucks. I hope my thoughts and suggestions helps, or at least starts a dialogue. ■



Steve “Bear” Nadolson
UTA Chairman
bear@soarr.com

Disclaimer: The opinions expressed in this article are my own and do not necessarily express the opinions of the UTA Board and/or its membership.

Your ideas for subject matter for this column are welcome. E-mail me with your comments, ideas, etc. Please include your phone number so that I can call and discuss your topic with you.

Industry News Briefs

Arrow Truck Sales' new Arrow Certified Truck Program is designed to provide truck buyers with a pre-owned truck backed by a six-month/50,000-mile limited warranty. Arrow Certified trucks, which include a wide variety of makes and models, are less than five model years old, have fewer than 550,000 miles and have gone through an extensive inspection and reconditioning process.

Chevron's new Delo Extended Life Coolant and Texaco Extended Life Coolant provide protection for the life of the average heavy-duty engine cooling systems. The new formulation will protect cooling systems of on-road vehicles for eight years or 750,000 miles, and off-road vehicles for 15,000 hours, without the use of chemical additives or extenders. If a Chevron chemical extender is added at 500,000 miles/10,000 hours/four years, the cooling system will be protected for 1 million miles/20,000 hours/8 years.

Dana, a leading supplier of powertrain components, axles and brakes for heavy trucks, as well as a supplier to the general automotive industry, has filed for Chapter 11 bankruptcy protection for operations in the U.S. Prior to the filing, Dana had sold parts of its business and closed three plants in North America. The company has 46,000 workers worldwide.

Dodge's new Ram 3500 chassis cab is an all-new 2007-model Class 3 offered in a single-rear-wheel model with a GVWR of 10,200 pounds and a maximum GVWR for dual-rear-wheel models of 12,500 pounds (GCWR of 23,000 pounds on optional diesel-powered models.) There are two cab-axle lengths: 60 and 84 inches. The new model comes standard power is a 5.7-liter, 330-hp Hemi V-8 engine and four-wheel disc brakes with ABS. A new 6.7-liter, 305-hp Cummins Turbo Diesel is optional.

Freightliner is offering a new factory-installed interior bright chrome accessory package for its Coronado Classic, Classic XL and FLD SD models. It includes switch panels, sleeper control panel trim, dump valve trim, mirror and power window switch trim, trailer brake cover, door kick panel and shift cover, along with other dash trim.

Inland Kenworth, headquartered in Burnaby, British Columbia, Canada has been named 2005 Kenworth Medium Duty Dealer of the Year for the U.S.

International Truck and Engine has created a 30-day warranty on certified pre-owned trucks sold by its used truck centers or its certified dealers. The limited warranty covers the vehicle's engine, electronic computer module (ECM), transmission and differential and



includes a towing package. The certified vehicles meet the company's requirements, are fluid-tested, pass the company's Performance PM program and have had belts and filters replaced.

MHC Kenworth Texas, based in Kansas City, MO, has been named 2005 Kenworth Dealer of the Year for the U.S. and Canada.

Sterling's new low cab-over-engine truck, the 360, is designed for fuel economy, easy entry and egress, outstanding maneuverability and visibility, and a body builder-preferred design. Its cab has more than 90 cubic feet of volume and more floor and belly room than competitive models. Available at select Sterling dealers across North America, the Sterling 360 in Class 4 and 5 versions will be rolled out this spring; Class 3 in mid-2007. The new model completes Sterling Class 3-8 product line.

Toyota has an all-new "next generation" Tundra full-size pickup truck for the 2007-model year. Key features include an all-new U.S.-built 5.7-liter V-8, new 6-speed heavy duty automatic, disc brakes all around and a towing capacity of more than 10,000 pounds. Its new chassis platform has 30% higher tensile strength steel and a 145-inch wheelbase — 10 inches longer than the current model. The new pickup will be offered in more than 30 different models, nearly double what is now available.

Volvo Trucks North America will have a comprehensive new family of heavy duty diesel engines for 2007. The Volvo engines — 11-liter D11, 13-liter D13 and 16-liter D16 — are designed to deliver excellent fuel economy, reliability, durability and driving performance. The engines will meet the strict 2007 emissions standards using high-performance cooled exhaust gas recirculation (EGR) and diesel particulate filters (DPF). This new emissions technology will result in an engine price increase of \$7,500.

Wabash National has completed its acquisition of flatbed and dropdeck trailer manufacturer Transcraft. The acquisition makes Wabash National the largest semi-trailer manufacturer in North America based on combined 2005 unit volume. ■

Quintessential Quote

“If we only could have second thoughts – first.”

WILLIS YANCY

Attendees of the "Professional Used Truck Management" Training Session held in Las Vegas in February

Shawn Baker	SelecTrucks of Kansas City
Don Betsworth	American Trucker
Scott Brockman	International UTC Shreveport
Jeffrey Class	Five Star International
Todd Darr	Trucks & Parts of Ohio
Tony Demitras	Five Star International
George Dillar	Great Lakes International
Greg Halsey	International UTC Baltimore
Patrick McGuire	Ryder
Lisa Mott	International UTC Baltimore
Mike Musgrave	Western Idaho Freightliner
A.J. Pantoni	Hunter Truck Sales
Ted Ransdell	AIM NationalLease
John Sczykutowicz	International Truck & Engine
Jordan Tenney	Twin Cities Volvo Mack
Karen Zwick	Bennett's Truck Source

What Have You Got To Say?

The UTA Industry Watch is your newsletter, and we want to hear from you. Send us your news, your opinions, your thoughts, your ideas, your articles.

By E-mail: utaeditor@hotmail.com By fax: 410-374-9196.

Together, we can make this publication a more useful resource & tool for all members.



Membership News & Views

We're On Target & Growing

The Used Truck Association is continuing to grow. That's good news for all of us. In the beginning of August 2005 the UTA had 573 members. While writing this article we have 671 members in the bank.

Great job, and thank you to everyone who has signed up for the UTA and has asked others to join the UTA. I would also like to thank Craig Kendall who has chaired this committee before me and did an excellent job. I hope to keep the forward motion moving towards our goal. By the time the Annual Convention takes place in early November, the UTA will be over 1000 members.

Go to www.UTA.org weekly to check out the Affiliates and other services and discounts available to UTA members.

The Membership Committee is working closely with the other committees and we are all involved in bringing growth to our organization. Take the Medium Duty Committee, which can be our largest growth area. Hal Dickson has worked hard chairing that committee to attract the

medium duty dealer into our arena. This year the Medium Duty and Training Committee are planning on providing a training class geared strictly for the medium duty dealer. Speaking of medium duty the UTA was represented at the NTEA Convention in Atlanta the first week in March with the UTA show booth and 4 representatives.

We are also working with the Marketing Committee who has come up with some new ideas on advertising geared to the retail customer. Make that customer your customer by displaying the UTA logo in your advertisement and on your front door of your dealership. One of our jobs at the UTA is to create retail customer awareness. We want to provide value to our membership and we are working towards that goal.

The UTA has some of the best Affiliates available. We have warranty providers, truck auctions discounts and services, rental car agreements, advertising-truck listing publications, personnel services and assistance, finance providers, a new innovative promotion for a car racing experience and several others. Do yourself a favor and go to www.UTA.org weekly to check out the Affiliates and other services and discounts available to UTA members.

If you have any ideas on increasing membership or want to be on the Membership Committee, please let me know. ■



Wafik Elsanadi
Membership and Benefits
Committee Chair
wafik@uta.org

File Cabinet

Hybrid Stepvans. Eaton will provide hybrid power systems for 50 stepvan delivery vehicles made by International using its VT-275 6-cylinder diesel engine and by Freightliner Custom Chassis using a Mercedes-Benz MBE 904 4-cylinder diesel. The system will employ an Eaton automated transmission, integrated motor/generator, advanced technology batteries.

More Hybrid Developments. Volvo Group's hybrid concept for heavy vehicles, I-SAM, provides maximum fuel-savings on routes with frequent braking and accelerations, for example in refuse collection, city bus traffic and city distribution. I-SAM consists of a combined starter motor, drive motor and alternator, along with an electronic control unit, which interacts with Volvo's I-Shift automatic gear-shifting system. The batteries are recharged by the diesel engine and whenever the brakes are applied. The electric motor offers smooth performance at low speeds, allowing the truck to accelerate under electric power alone, for lower fuel consumption, emissions and noise levels.

Big Bore International Engines.

International Truck and Engine will initially launch two big bore engines — an 11-liter and a 13-liter — in the fall of 2007. The engines will be offered exclusively in International's ProStar line-haul tractors, 8600 regional haul tractors and 7000 Series severe service trucks. The new, single overhead-cam design engine is the first product to result from a previously announced collaboration agreement between International and German manufacturer MAN Nutzfahrzeuge. Cummins and Caterpillar engines will continue to be offered as options in International's Class 8 vehicles

Getting The Looks. TruckTraderOnline.com continues on with the longest upward climbing streak in its history. Starting with the last two weeks of 2005, the numbers of pageviews and searches have increased weekly. It has increased its visits between 25% and 40% each year since its inception three years ago.

More Funding. Highline Capital has obtained from WestLB Capital Markets North America a \$75 million secured loan facility to finance its origination of equipment lease and installment sales contracts, providing Highline with increased financial flexibility and a committed funding source for future growth. Meanwhile, Portfolio Solutions has entered into the sub prime used truck finance

continued on next page

Kolman's Korner

So That's What That Means?

You may not be aware of it, but each year *The Washington Post* newspaper conducts a contest in which it asks readers to supply alternate meanings for common words. Here are some of the winning submissions:

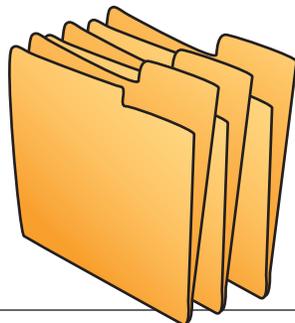
- **Abdicate** (verb) to give up all hope of ever having a flat stomach
- **Balderdash** (noun) a rapidly receding hairline
- **Circumvent** (noun) an opening in the front of boxer shorts worn by Jewish men
- **Coffee** (noun) the person upon whom one coughs
- **Esplanade** (verb) to attempt an explanation while drunk
- **Flabbergasted** (adjective) appalled over how much weight you have gained
- **Flatulence** (noun) emergency vehicle that picks you up after you are run over by a steamroller
- **Gargoyle** (noun) olive-flavored mouthwash
- **Lymph** (verb) to walk with a lisp
- **Negligent** (adjective) describes a condition in which you absent mindedly answer the door in your nightgown
- **Pokemon** (noun) a Rastafarian proctologist
- **Rectitude** (noun) the formal, dignified demeanor assumed by a proctologist immediately before he examines you
- **Semantics** (noun) pranks conducted by young men studying for the priesthood
- **Testicle** (noun) a humorous question on an exam
- **Willy-nilly** (adjective) impotent



David A. Kolman
Editor
"UTA Industry Watch"

marketplace of Western Funding. As the marketing arm for the Western Funding commercial truck finance program, Portfolio Solutions will be presenting the commercial truck purchase program, which will be administered by Western Funding.

There Goes Overnite. United Parcel Service is changing the name of its subsidiary Overnite Corp. — the holding company for Richmond, VA-based LTL carrier Overnite Transportation and TL operator Motor Cargo — to UPS Freight. Along with the name change, the two carriers' operations will also be reorganized into a single integrated network. ■



Industry Events Calendar



April 20 - 22
Truck World 2006
Toronto, Canada
www.truckworld.ca
416-614-5817

April 20 - 22
North American Truck Show
Boston, MA
<http://naexpo.com/truckshow>
800-225-1577

April 22 - 25
American Truck Dealers Convention
Atlanta, GA
www.ATD.org
www.NADA.org
703-749-4733

May 12 - 13
3rd Annual Tennessee Truck Show
Nashville, TN
www.tennesseetruckshow.com
615-307-4525

Inessential Intelligence Inquiry

1. What are the most common truck repairs?
2. International Harvester was renamed Navistar International Transportation Corporation in what year?
3. What was the first motor oil formulated specifically for heavy diesel engines? Bonus question: When was it introduced?

Answers

1 Among the most common truck repairs: air leaks, brakes, tires, heating/AC system, electrical system and lights, windshield wipers, horn, windshields
2 1986
3 Mobil Davac: 1925

CONVENTION



7th Annual Convention

Information, Knowledge & Networking Equals POWER

Moody Gardens Resort
Galveston, TX • November 1-4



UTA in the Industry

April 22 - 24
ATD Convention
Atlanta, Georgia
• Booth

June 6 - 7
Professional Used Truck
Selling Skills
Cleveland, Ohio

June 15 - 17
Truck Blue Book Conference
• Booth & Sponsor

Used Truck Association
909 Eagles Landing Way, Ste 140-216
Stockbridge, GA 30281

