

### Allied Member Presentations

The following companies have signed on to make 5-minute presentations during the convention's Allied Member Program:

- ADESA
- American Trucker
- Caterpillar Engine Company
- Detroit Diesel
- Heavy Duty Marketing & Associates
- HTAEW
- Interstate Online Software
- N.A.D.A
- National Truck Protection
- Peterbilt Motors Company
- Roadranger-Eaton & Dana Corp.
- Truck Blue Book
- Truck Paper

Please Note: All time slots for the Allied Member Program have now been reserved.

USED TRUCK ASSOCIATION  
P.O. BOX 603  
INDIANAPOLIS, IN 46206

## CONGRATULATIONS !! Graduates

The following individuals successfully completed the Used Truck Selling Skills Workshop in Chicago, July 11 & 12.

- Peter Mueller**, Chicago Kenworth, Bolingbrook, IL
- Todd Hayes**, Enterprise Car Rental, St. Louis, MO
- Rick Binne**, Tri State Sterling, Cincinnati, OH
- Bruce Hobkirk**, Prairie International, Springfield, IL
- Terry Tatro**, Prairie International, Springfield, IL
- Rick Knifely**, Prairie International, Decatur, IL
- Grant Shaner**, Country Truck Sales, St. Mary's, OH
- John Sadergaski**, Rihm Kenworth, St. Paul, MN
- Minor Avery**, Truck Country, Rockford, IL
- John Cox**, Ruan Truck Sales, Des Moines, IA
- Rick Byles**, Woodland International, Grand Rapids.

**\*\* REMINDER \*\***

**A \$50 reward will be given to you at convention for EVERY NEW Corporate or Allied member that you recruit!! The payout limit is \$599 so let's get busy and bring in some new members!!**



### President's Message...

How many of us join the UTA, pay our dues, receive our membership packet with the UTA items and hang the wall plaque that acknowledges our membership? Typically, we will read the UTA's Code of Ethics one time.

It should be read many times, and its message taken to heart.

The UTA established its Code of Ethics for a purpose. We, as members, owe one another, the industry and ourselves the assurance that we truly live by this code.

Just the other day I re-read the UTA's Code of Ethics and realized once again how important they are to doing everyday business.

Being HONEST, displaying INTEGRITY, being PROFESSIONAL, giving VALUE, dedication to EXCELLENCE, commitment to CONTINUOUS IMPROVEMENT, KEEPING PROMISES,

providing COMPLETE SATISFACTION and building long-term RELATIONSHIPS should always be at the top of our to-do list.

We should make sure we reinforce these principles to our employees and ourselves constantly. It is one thing to say that we comply; it's another to actually do them.

Re-affirming our Code of Ethics. It is refreshing. Try it. It's like marriage vows, which Dianne and I retake each year (25 times by the way).

This industry has an overabundance of quality individuals and the UTA is blessed with 100% of its share.

We all know it doesn't come easy; we all work at it very hard. That's why the UTA is what it is today.

- H.E. "Eddie" Walker  
President, UTA

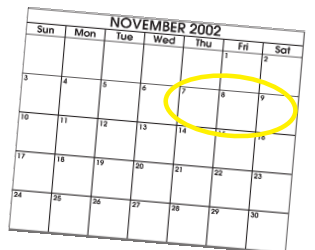
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How are **YOU** supporting the UTA?

### MARK YOUR CALENDAR...

**Third Annual UTA Convention**  
Nov. 7-9, 2002



**"Revisiting the Fundamentals of the Used Truck Industry"**

The Arlington Resort Hotel & Spa  
Hot Springs National Park, Arkansas

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# UTA Convention

**Nov. 7-9, 2002**

## “Revisiting the Fundamentals of the Used Truck Industry”

**The Arlington Resort Hotel & Spa  
Hot Springs National Park, Arkansas**

Here are just some of the things we have planned for our convention:

- Report and analysis on the state of the used truck industry.
- “Used Truck & Happy People: Managing for Success,” presented by nationally recognized speaker Dan Baker.
- Industry Leadership Forum: *Inventory Procurement*.
- “UTA Think Tank” with panel and roundtable discussions on warranty/trade terms, successful used truck management, ‘best’ finance practices, manufacturer updates, among other topics.
- Allied Member presentations.
- Networking opportunities.
- Update on UTA programs and plans.
- Plenty of social activities, including golf and tours of the historic city and the national park.

**For additional information, visit the UTA’s website at [www.uta.org](http://www.uta.org) or call 317-297-5500 and ask for Shelli, Stacy, Tiffany or Justina.**

# Many THANKS!! To Our 2002 Convention Sponsors

The following companies have already signed up for convention sponsorships. The UTA sincerely thanks each for its belief and support.

**ADESA CORPORATION**  
**AMERICAN TRUCKER/trucker.com**  
**ARVINMERITOR**  
**BEST USED TRUCKS OF TEXAS**  
**CAPCO TRUCK & EQUIPMENT**  
**CATERPILLAR ENGINE**  
**COBALT FINANCE**  
**CUMMINS ENGINE COMPANY**  
**DETROIT DIESEL**  
**FASTLINE PUBLICATIONS**  
**FORT WAYNE VEHICLE AUCTION**  
**HEAVY DUTY MARKETING ASSOCIATES**  
**HIGHLINE CAPITAL CORP.**  
**HTAEW.COM**  
**INTERNATIONAL TRUCK & ENGINE**  
**INTERSTATE ONLINE SOFTWARE – SOAAR.COM**  
**MACK TRUCKS**  
**N.A.D.A.**  
**NATIONAL TRUCK PROTECTION**  
**PETERBILT MOTORS COMPANY**  
**RITCHIE BROS. AUCTIONEERS**  
**ROADRANGER-EATON & DANA CORP.**  
**TRUCK BLUE BOOK**  
**TRUCK PAPER**

**OOPS!** *We inadvertently misspelled*  
**HIGHLINE CAPITAL CORPORATION**  
in the registration booklet. Our apologies to one of our good sponsors.

## Oh What A Convention Welcome!

Visitors all over the world have received beneficial results from the natural hot spring waters of Hot Springs National Park. These waters - owned, controlled and administered by the U.S. Department of the Interior, National Park Service - are made available through the facilities of modern, fully-equipped, concessionaire-owned Bath Houses. The Arlington Bath House is located on the third floor of the hotel. This year’s welcome gift provided by *American Trucker* is a trip to the thermal baths. These baths take a minimum of 1-1/2 hours for a full treatment.

The basic thermal bath package includes:

- A hot bath in a large, individual tub during which time the bather will be given the mineral water to drink. A vigorous rubdown in the tub to stimulate circulation. Bath time is 15-20 twenty minutes; water temperature is 98-100 degrees.
- The vapor cabinet and walk-in sauna are available following the bathtubs, if requested.
- The sitz bath may be taken, if requested; water temperature is 105.
- Following the bath, the bather proceeds to the pack room for approximately 20 minutes. It is here that hot packs are applied as directed by the bather. Temperature of the pack room is 90-95.
- A refreshing needle shower follows the hot packs.

If desired, the next treatment could be a body massage. This is not included in your welcome gift. Please book your reservation with the spa as soon as possible by calling 800-643-1502.

## What’s That *THING* On Top Your Head?

It could be the prize-winning entry in the UTA Convention’s “MAD HATTER” reception Thursday evening.

Wear the most bizarre hat, or the most patriotic, and go home with a \$100 Best Buy gift certificate.



Everyone who participates by donning some type of headdress will be entered in our "Good Sport" drawing. So, come prepared to join in on the fun.

## Professional Used Truck Management Workshop

**Nov. 13 - 15, 2002  
Greensboro, NC**

This workshop offers used truck managers, general sales managers, general managers and/or dealer principals a great opportunity to develop their used truck operation plans for 2003.

Enrollment limited to 20 people; last two sessions were sold out.

To register, or for more information, contact UTA Training Coordinator Paul Spokas at 336-454-5599; [hdmainc@aol.com](mailto:hdmainc@aol.com).