President’s Message . . .

OW! For those of you that didn’t make the inaugural Annual UTA-Jerome Nerman Endowment Scholarship Kansas City Golf Open, and presentation of our first scholarship, you missed a treat. Thursday evening, June 29, the UTA presented Marcy Shaner a $2,000 check for her to use at the college of her choice to further her education.

This scholarship has been three years in the making and now it is a reality. Each member of the UTA can be proud of what we have accomplished. A dream came true for all of us that evening. Jerry Nerman, we are so proud of you for leading the dream.

This is what UTA member Rich Held, Commercial Truck Source, wrote to me about the event: “I think this says it all: “Eddie, I just wanted to drop you a note about how great the Endowment Scholarship event was last week. The UTA has been a great resource for growing our dealership. We are excited to be a part of the UTA and we look forward to becoming even more involved as we continue to grow. Marcy is a great person with a great future ahead of her. It was nice to see her as the first recipient of the scholarship. I had the pleasure of having dinner with Grady Shaner and his wife at the UTA Convention in Savannah last year. They are great people and they are a great representation of the quality of the members who belong to the UTA. Thanks again.”

This wonderful event was topped off the next day with the 1st Annual UTA Kansas City Golf Open and a good time was had by all. We had 36 players and look forward to becoming even more involved as we continue to grow. Marcy is a great person with a great future ahead of her. It was nice to see her as the first recipient of the scholarship. I had the pleasure of having dinner with Grady Shaner and his wife at the UTA Convention in Savannah last year. They are great people and they are a great representation of the quality of the members who belong to the UTA. Thanks again.”

With the Truck Blue Book Conference enjoying one of its highest attendances in a few years, we can expect our convention in November to be the highest ever. Be sure to make your plans early. I’ll see you there if not before.

I leave you with these words from John Maxwell: “The truth is that you can spend your life any way you want, but you can only spend it once.”

Come spend your time with the UTA at its annual convention and help this industry become better because you were there.

— Eddie Walker, UTA President

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Used Truck Association

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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:

UTA Industry Watch Editors
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Hampstead, MD 21074
Phone: 877-GETS-UTA (877.438.7882)
Fax: 410.374.9196
E-mail: utaeditor@hotmail.com

UTA 7th Annual Convention

Moody Gardens Resort
Galveston, TX Thursday, November 1-4

Networking opportunities
Golf or attraction pass to the Rainforest, IMAX Theatre, aquarium and paddleboat
Update on UTA programs and plans
State of the Truck Industry Address
Keynote address by Ross Shafer
Industry Leadership Forum
“Think Tank” roundtable discussions.
Spouse tour (luncheon at the Moody Garden Mansion)
Awards dinner
Sponsor information centers

For details and to register, visit the UTA’s website at www.uta.org
Galveston Island has been occupied since the early 1500s, serving as home to Akokisa Indians and the infamous pirate Jean Lafitte. Once known as “Ellis Island of the West” and “the Wall Street of the Southwest,” the once richest city in Texas was the site of the worst natural disaster in U.S. history in 1900.

The UTA will inhabit the historical island November 1-4, 2006. Visit www.uta.org to learn more.

UTA Convention Sponsors

Thanks to the generous support of our many sponsors, the UTA — through its annual convention — provides the largest annual used truck meeting in North America.

Our sincere thanks to the following sponsors who have made a commitment to this year’s annual UTA Convention, as of July 12, 2006:

**Diamond**
- Arrow Truck Sales

**Platinum**
- American Trucker
- Cobalt Finance
- National Truck Protection
- SOARR/Interstate Online Software
- Sterling Truck Corporation
- Western Star Trucks

**Gold**
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- Fort Wayne Vehicle Auction
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- HTAEW.com
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- - Engine Division
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- - Used Truck Organization
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- Manheim
- Nissan Diesel America
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- Weldon Manufacturing

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- Broadway Truck Center
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- OnewayTrailers.com
- Pacbrake
- Rock & Dirt
- Truck Blue Book
- Truck Remarketing Services

**Bronze**
- Best Used Trucks
- Heavy Duty Marketing Associates
- Hino Trucks
- Truck Market News
- Utility Trailer Sales of Dallas
- Wholesale Trucks of America

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(Names and sponsors listed below)

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Company Representative________________________________________________
Company Name___________________________________________________________

Guest/Spouse______________________________________________________________________________________________________

Address________________________________________________________City/State/Zip_____________________________________________

Phone____________________________Fax________________________E-mail____________________________________________

UTA Member Fee $___________Non-member Fee $___________Spouse Fee $___________
Putting for Scholars $___________Total $________________

☐ Check Made Payable To UTA
☐ Credit Card
Number __________________________Expiration Date__________________________
Credit Card Type: ☐ Mastercard ☐ Visa ☐ American Express ☐ Discover
Name on Card __________________________________________Signature ______________________________

* If participating in the Putting for Scholars Tournament please indicate shirt size. ___sm ___med ___L ___XL ___2XL

Please Register for Any of the Following Events You Plan to Attend. (Don’t Forget to Register Your Spouse)
Indicate number of attendees for the following:

Wednesday, November 1
Social In Bar _____

Thursday, November 2
Breakfast Coupon _____Welcome Reception _____Networking Activity _____Golf (shuttle 11:30 am ) _____
Name ___________________________handicap_____Name ___________________________handicap_____“Putting For Scholars” _____
Attraction Pass & Luncheon _____

Friday, November 3
Breakfast Coupon _____Lunch _____Spouse Tour _____Awards Dinner _____

Saturday, November 4
Breakfast Coupon _____

Register online at www.uta.org or Mail Completed Form With Payment To:
Used Truck Association
909 Eagles Landing Pkwy, Suite 140-216
Stockbridge, GA 30281

For more information on the convention or sponsorship opportunities, call Sue at 941-492-2429.

Rec’d By 9/1/06 Rec’d After 9/1/06
UTA Member Fee $350.00 $400.00
Non-member Fee $500.00 $500.00
Spouse/guest Fee $200.00 $225.00
Putting for Scholars Tournament* $75.00 $75.00

Refund Policy: Meeting registration will be fully refunded if cancelled in writing before October 15th. Cancellations after Oct. 15 will be subject to $100.00 service fee per registrant. No refund after Oct. 27.
Thanks to Our Sponsors

Without their generous support, this event would not be possible.

Arrow Truck Sales
All Truck Sales
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National Truck Protection
Truck & Equipment Sales of PA
NextTruck
Truck Center of America
Truck Central
Truck Nation
Truck Paper
Truck Remarketing Services
Western Star

Kansas City Fundraiser for UTA a HOLE
The 1st Annual UTA Kansas City Golf Open benefiting the UTA-Jerome Nerman Education Endowment held June 29-30 was a smashing success in several ways.

Importantly, it gave us an opportunity to award our initial scholarship to a most qualified recipient, Marcy Shaner. Marcy is a student at the University of Indianapolis and was able to attend the event with her proud parents, Grady and Diane Shaner.

Marcy doesn't just excel academically but she gives back to the community in many ways. She is a graphic arts major and looks forward to sharing her talents with the rest of the world when she has completed her studies.

The event and the scholarship would not be possible without the generosity and efforts of the members of the UTA. We look forward to awarding the next scholarship at the UTA Convention in Galveston in November.

The success of the 1st Annual UTA Kansas City Golf Open fundraiser is symbolic of the UTAs growth and active membership. The opening reception was held Thursday night (June 29) at Harrah’s Kansas City Casino Hotel, and it was outstanding. At the opening reception, Marcy was presented the scholarship by Jerry Nerman and Eddie Walker. It was certainly a proud moment for all UTA members, past and present.

The Friday golf outing was at Staley Farms Golf Club in North Kansas City and the course was in excellent condition. We tore it up, figuratively for some and literally for a couple of guys in my group. I want to extend a big thank you to UTA member Dean Jeske for all the preliminary and on-site work he did with the golf course which added to the success of the tournament.

The hotel and the golf course were excellent venues. We will set the date early for next year’s Golf Open. Please plan to be there. I assure you, you will not be disappointed. We are planning to sell out the golf course next year.

Keith Allen, UTA Board Member
Endowment Committee Chairman
keith@uta.org
Selling the UTA's Value

The UTA Board met in June at the Truck Blue Book Conference and we are optimistic about our goal of 1,000 members by year end. The Membership Committee is represented by Wafik Elsanadi, Bryan Haupt and yours truly. We would like to welcome Bryan Haupt to the Membership Committee. We are excited about having him with us.

How do we sell the UTA? The best way to advertise and grow our membership is through referrals from you, our members. The Used Truck Association is an awesome organization that benefits us in so many ways, but how do we sum it up and describe it to a potential new member in five minutes? All of us are capable of selling trucks because we know the features and benefits to emphasize. But what is the real value in the UTA and how do we sell it?

One method is to describe several three key benefits and then follow that up with a personal testimony of your own experiences that has really made you a believer in UTA.

- **Professional Networking** — The UTA Annual Convention
- **Group Benefits/Discounts** — Name a few of your favorite affiliations
- **Training** — Valuable information from seminars and newsletters.
- **Personal Testimony** — One of mine: "Last year, not only did I have a great time at the UTA Annual Convention in Savannah, but I met a new dealer friend who I have been buying five trucks a month from ever since."

The next time you are standing around an auction or a dealership and have a few buddies as an audience, try "benefit selling" membership in the UTA. Help us meet our membership goal of 1,000 members by December 31, 2006.

Ronnie Jordan
Membership & Benefits Committee Chair
jakej41@aol.com

Where Is the Market Heading?

There are a lot of experts out there stating what the market is going to do in the near future with the 2007 engine pre-buy. Most of that is based on what the new truck market is going to do. That is going to make it tough on the new truck dealers, but what about our used truck industry?

Looking back over the data available from the current four quarters versus the same time period the previous year, the used truck market overall (Classes 3-8) has increased over 14%. Is this a used truck pre-buy? Based on units, that is more than 70,000 more vehicles changing hands from the previous year to this year.

The first quarter of this year almost matched with the same quarter last year, so could the pre-buy have already happened at the end of 2005?

The Class 8 market has not changed to the same degree as the total Class 3-8 market with the change at 3.7% over the same period, but there was a large jump in second quarter of the previous year and we have not compared those yet. If the market trend continues, we will see the Class 8 change matching the total market change, at around 13%. The experts are saying that new truck fleets are going to hang on to their current vehicles longer, and the data is starting to back those predictions.

Is this a national phenomenon that is happening in our area? Have you looked at your own sales to see what trends you can find in our own store? Have you talked with others in and around your market to see what trends they are seeing?

Knowing your market, versus that of what the national market trends, is how you are going to stay ahead of your competition.

Rick Schmitgen
Elections & Lifetime Achievement Chairman
ricks@uta.org

Rush PacLease Houston has been named PacLease's North American Franchise of the Year and presented 2005 regional franchise awards to: Edmonton Kenworth PacLease, Edmonton, Alberta, Canada; Inland PacLease, Montebello, CA; Preferred Truck Leasing, Sparks, NV; Cherokee Truck Leasing, Piedmont, SC; Stahl Peterbilt PacLease, Edmonton, Alberta; JX PacLease, Milwaukee, WI.
Information: How Much Is Too Much?

There are limitless ways we can choose to catch up on our daily communications. I’m sure most of you have communicated via e-mail or voice mail while driving, flying, eating, sitting, walking, standing, talking, watching youth sports, at a movie, bathing, socializing, etc.

If you stop and think about it, and have the time, the list of ways to access information is lengthy and the IT folks are making it easier all the time. The new term for this onslaught of information is “Information Overload,” and it is here to stay.

On an average day, I will receive approximately 50 e-mails. Certainly, these are in varying levels of importance, and in fact, some are simply FYI e-mails that I am copied on and don’t require a response.

Regardless, time is required to read all the e-mails and that is time that could be spent on more useful activities like planning, creating, selling, managing and training.

Consider this, if I travel for three days and don’t take my laptop, I return to 150 e-mails in need of some action from me. Guess what my day looks like when I return if I don’t take my laptop.

How many of us “Google search” each day, or should I ask, how many do not? I would suspect the number of people that don’t access the web each day and use the search engines is very, very small. Google has over 8,000,000 web pages available for viewing.

It is estimated that the average person is exposed to 1500 ads, in various mediums, per day. Further, a study done by the University of California at Berkley indicates that in 2002, the U.S. stored 5 exabytes of information for that single year. If you’re like me, you are wondering what the heck is an exabyte? We were just getting used to terabyte. To illustrate the size of an exabyte, the report said there are 136 terabytes in the 17 million books stored in the Library of Congress. In 2002, we stored from the various mediums what would equate to 37,000 libraries the size of the Library of Congress, according to the report.

The availability of information is endless and growing by around 20-30% per year.

Now, it’s time to move on to voicemail. It is not unusual for me to receive 20-30 voicemails in a typical day. Some of you may receive many more. Certainly, all voicemails do not need an immediate response but once the voicemail is received, I am the recipient of information that I must manage. How do I manage the information and file it so I don’t forget to respond later?

How do I organize my schedule and stay abreast of numerous meetings and appointments? The days of the Franklin Covey Planner being the sole way to plan your activities is a thing of the past. Your PDA will answer your phone, send and respond to emails, link to your Outlook Calendar, provide internet access, download music. It will just about plan your child’s wedding if you want it to. How do I regain control of my life, without working 60 hour weeks, and successfully manage all the activities for which I am responsible?

Come on, you thought you were going to get the answers to those questions in an article that was written for “free?” What I can offer you are some insights that will help you organize your day, and identify and categorize truly important information in order to efficiently access it. Granted, some of these suggestions are not realistic for all professions but hopefully all of you can benefit in some way.

List everything in your planner or on your PDA. Schedule all your activities for the day, then prioritize them. That way you will not find yourself working on “C” priorities when there are still “A” priorities to be completed.

Don’t avoid the activities you like the least by making them “C” activities. Make them “A” activities and get them out of the way early.

Turn off your computer monitor unless it is time to respond to email. It is very easy to become a prisoner of the latest/greatest e-mail you receive. Schedule your time in your planner to respond to e-mail and follow the plan. If you make note of each e-mail you receive, you will not focus on the “A” priorities and will find yourself spending valuable time on less important emails.

Same with phone calls. Make your phone calls at the time allotted for phone work. If not, you will spend the bulk of your day on the computer or the telephone.

Utilize the filters that are available to block unwanted “spam.” If you have to read unnecessary e-mails, it is time that is wasted.

Folder your email so it is organized and easy to access.

Create shortcuts or use your “favorites” to access frequently viewed sites.

The amount of information available on any subject can be overwhelming. Many are turning to Blogs to filter the information. In a sense, you are getting a synopsis of the information in a very readable format.

Schedule important planning activities early in the morning before others are in the office or have begun their day.

Delegate and stick to it. Once you hand it off, don’t take it back because you think you can do it better or quicker. Use the resources available.

Keith Allen
UTA Board Member
keith@uta.org
Federal Highway Use Tax Confusing As Ever!

Well, just when we all thought that it was safe to go back into the water, the confusion about Federal Heavy Highway Vehicle Use Taxes (FHUT) — an annual tax paid to the federal Internal Revenue Service on vehicles operating on public highways at a gross weight of 55,000 pounds and greater — came to the surface again.

The law governing these taxes was modified in July 2006 and a new instruction form was issued. Many of us mistakenly believed that this would alleviate our problems with having to provide proof of payment of the use tax to our buyers. That’s because the new law clarified when the tax liability started for the new owner.

Even the IRS thought that this eliminated the necessity of collecting paid 2290 Forms from the previous owner and did away with the liability of the new owner from being held responsible for the previous owner’s failure to pay the FHUT due on the vehicle once he had purchased it.

NOT SO!!

At the Truck Blue Book 2006 Conference, held in Las Vegas in June, I had the opportunity to visit with Bob Everitt, an IRS tax specialist. After much discussion and scrutiny of the FHUT instructions, consultations with Bob and endless questions and opinions, I must report that we are in the same situation we were in before the Federal Heavy Highway Vehicle Use Tax law was revised.

I urge all of you to obtain the booklet Instructions for Form 2290, available from the IRS, and read it carefully. Pay particular attention to page 2 under the heading Used Vehicle. The page reads like the old law with the following exceptions:

- There are no more quarterly payments (FHUT must be paid for the full year).
- The start date of the tax for a new owner of a used truck he has purchased has been clarified. The tax takes effect upon delivery and first use of the truck in a taxable situation.
- The credit the old owner of that truck may take when applying for a credit for FHUT that he has already paid on his old truck on a “new” truck that he purchase or trades for.

Confusing? You bet it is! Better read the instruction form closely.

Bottom line: keep doing what you have been doing in reference to collecting copies of Paid 2290 Forms. In this regard, nothing has changed.

Now, if you think we are confused about this “revision,” I find some solace in the fact that the IRS tax specialist was too.

Like all of us, he fails to see why we need to be involved in this process at all, but law is law and rules are rules.

Bottom line: keep doing what you have been doing in reference to collecting copies of Paid 2290 Forms. In this regard, nothing has changed.

Your UTA is working to find a way that we can have an impact on changing the Federal Heavy Highway Vehicle Use Tax law. However, the UTA is bound by the nonprofit status of the association and cannot directly lobby for reform or law change. Frankly, it is illegal for us to do so.

We are working with the IRS to find a way that we can be an advocate for change that will not have an impact on our nonprofit status. We will update you on actions that you, the dealer and the supplier can take to help with this effort.

I will issue the membership an update on this information when it is available to us.

Until then, do two things:
(1) Get the IRS Instructions for Form 2290 IRS and read it carefully.
(2) Keep on collecting the Paid 2290 Form from your customer when you buy a truck or take a trade-in.
May 2006 medium duty truck sales had a strong growth in the U.S. As stated in the June 19, 2006, issue of Transport Topics: Classes 5-7 enjoyed double-digit growth in May; Class 6 increased by 22.3% over May 2005, with volume productions reaching over 4,800 trucks; Class 7 trucks increased by 13.8% over 2005, with volume production exceeding 7,500 trucks.

Does this increase in sales reflect a possible "pre-buy" scenario as we are seeing in the Class 8 heavy duty market? Yes, I believe this is the case.

Medium duty diesel engines are subject to the same EPA regulations as the heavy duty models; however, potential medium duty truck buyers have been slow to come to this realization. The main focus by the OEMs — both engine and truck manufacturers — is how the new diesel particulate filter (DPF) systems will work and how cooling will be obtained on higher horsepower engines. This has not been as critical for the medium duty market due to the lower horsepower ratings.

I suspect we will continue to see a slight increase in new medium duty truck orders over the next several months, as it is clear that the emissions message is finally getting out.

As more new medium duty truck orders are being placed, there will likely be more Class 6 and 7 trades in the used marketplace - a good thing for used truck dealers. An increased supply of trades may not result in lower prices as sales activity should remain positive, but it will mean a greater variety of specified vehicles and model year chassis available for purchase.

Stacy Klotz
Medium Duty Committee
stacy.klotz@paccar.com
**Cummins** 6- and 8-liter engines will be installed exclusively in Peterbilt and Kenworth North American conventional medium-duty vehicles, effective Jan. 1, 2007.

**Dana-Eaton**, partners in the Roadranger marketing organization, have announced an array of new product and service developments.

**Eaton** is:
- Working on a new technology that could enable it to enter the diesel exhaust aftertreatment business with a product that would meet 2010 EPA emission regulations without putting urea tanks on board trucks.
- Developing a hybrid electric power system for Class 8 trucks aimed at improving both on-road fuel efficiency and reducing idling.
- Adding the UltraShift LEP (Linehaul Efficient Performance) model to its automated transmission lineup, as well as two product extensions of its UltraShift LST (Linehaul Standard) model — the UltraShift LST Overdrive Multi-Torque and the UltraShift LST Direct Drive Multi-Torque.

**Dana** is:
- Developing a new technology based around a patented insert that directs lubrication to areas in the axle where it is needed most, while controlling flow around the ring gear, to minimize churning energy losses while maintaining proper component lubrication.
- Releasing three new ratios for its Spicer drive-axle lineup aimed at improving fuel efficiency for trucks running lower engine RPMs at cruising speed with direct transmissions and low-profile tires. Torsionally Tuned-40 (DST40) tandem-drive axle is now available with new 2.64:1 and 2.93:1 ratios, and the S170 single-drive axle now offers a 2.53:1 axle ratio.

- Introducing a new Spicer LMS wide-based hub system for drive and trailer axles designed to provide long-life, low-maintenance wheel end that maintains load ratings with wide-based tire applications.

**Truck & Equipment Sales of PA**,
Bethel, PA, celebrated its one year anniversary this month with an Open House & Customer Appreciation Day.

**Truck Enterprises** has expanded its dealership operations in Virginia by adding two full-service facilities in Chesapeake and in Lynchburg.

**Volvo Trucks North America** and **Mack Trucks**, both part of the Volvo Group of companies, will use selective catalytic reduction (SCR) along with a diesel particulate filter (DPF) and exhaust gas recirculation (EGR) to achieve the extremely rigorous federal diesel engine emissions regulations scheduled to take effect in 2010.

SCR is an aftertreatment technology that involves injecting a water-based solution containing urea into the hot exhaust stream of an engine. The urea, in conjunction with a catalyst in the exhaust aftertreatment system, breaks down the NOx into harmless nitrogen and water vapor.

**Industry News Briefs**

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**Expediting Walk-Ins.** Workhorse Custom Chassis is relaunching its FasTrack program that provides integrated walk-in trucks under the Workhorse badge, with one invoice and one warranty for both body and chassis.

**Lube Learning.** Chevron’s www.lubricants-university.com website has two new online courses, “Fundamentals of Lubricant Additives” and “Base Oils,” both of which offer comprehensive information.


**Congestion Costs.** Congestion is one of the single largest threats to the economy, says U.S. Secretary of Transportation Norman Y. Mineta, because it “kills time, waste fuel and costs money.” He figures America loses an estimated $200 billion a year due to freight bottlenecks and delayed deliveries, while consumers lose 3.7 billion hours and 2.3 billion gallons of fuel sitting in traffic jams, and that airline delays waste $9.4 billion a year.

**Work Truck Industry Resources.** The National Truck Equipment Assn. (NTEA) published its Spring/Summer 2006 Work Truck Industry Resources catalog which contains an array of products, including: buyer’s guides and directories; news publications; business management and market data resources; training guides; vehicle life-cycle cost analysis program, and technical and vehicle certification resources.
The Importance of a Used Truck Inspection

While the benefits of a thorough used truck inspection performed by a diesel technician may seem obvious, there are trucking professionals who question the need for this service. Some say that the inspection will slow down their transaction. Others claim that an inspection does not add enough value to justify its cost. These arguments may be true in some instances, but the value of a thorough and timely inspection will most often exceed the fee and give peace of mind to whoever is taking possession of the vehicle.

This article will address three questions related to the used truck inspection process: (1) Why inspect a used truck? (2) What is included in a good used truck inspection? (3) Who should employ independent third parties to inspect used trucks?

Why Inspect a Used Truck?

There are many reasons to inspect a used truck. Probably the biggest reason is if a party is about to take possession of or purchase a vehicle. Whether it is a major corporation taking back an off-lease or trade unit, or an individual buying his first truck, it is extremely important for these parties to know what they are getting.

Many trucks have been detailed and look great on the outside, but have serious mechanical problems that can only be detected by a comprehensive inspection. Awareness of the problems enables the potential owner to have them corrected or pay less for the vehicle.

Another reason to inspect a used truck is if you are selling a truck. A buyer will be much more inclined to buy a unit that includes a full mechanical and cosmetic condition report. This information helps buyers avoid being surprised by mechanical problems that often go undetected unless a thorough inspection is performed.

What is Included in a Good Used Truck Inspection?

Many items go into a good used truck inspection. Here are some of the most important:

**Diesel Technicians** — If you really want to know the condition of the truck, it is critical that a well trained diesel technician perform the inspection. Many salesmen and buyers inspect trucks. But if they do not have a mechanical background they are probably going to miss some major reconditioning items.

**Mileage Verification** — The mileage on the odometer can be verified by reading the mileage off the computers in today’s engines. This requires special equipment and software and should be part of any inspection.

**Front Ends** — The front end of the truck should be raised on every inspection to check for kingpin and other front end wear. Defective front ends will cause premature wear on a vehicle’s tires but not all inspection companies perform this step.

**Review of Operations** — All the major and minor operations of the truck that can be checked should be, from the engine and clutch to the wipers and fog lights. This is the only way to know the true condition of the vehicle.

**Oil Analysis** — Can indicate potential problems with the engine.

**Oil Leak Detection** — Look for engine and transmission oil leaks as well as other leaking fluids. While most trucking professionals can identify obvious oil leaks, it takes a trained diesel technician to diagnose the leak and to also look for warning signs when an engine has been steam cleaned.

**Clutch Problems** — Every inspection should include starting the truck and moving it to see if the clutch has any reportable wear in it.

Who Should Employ Independent Inspectors?

The professional inspector reviews hundreds of units a year and he follows a comprehensive checklist to help him review all the major components of the unit under consideration.

**Truck Manufacturers** — When manufacturers take back used trade trucks when selling new trucks, it is important that the trucks they get back meet trade terms. Many fleets believe the units they are trading in meet trade terms but a detailed inspection usually reveals reconditioning items that need to be addressed. Large manufacturers can save millions of dollars in claims from eventual buyers by making sure that every unit they take back meets trade terms.

**Finance and Leasing Companies or Banks** — Any company that finances used equipment should strongly consider inspections on certain deals. In many deals used equipment is sold to small fleets and owner-operators who survive on razor thin margins. These conditions make this type of financing very risky.

It is not hard to imagine one of these companies defaulting on their loan if they go through tires much more quickly than they anticipated due to a worn out front end. This problem, and many other mechanical issues, would be detected by a good inspection thus giving all of the parties in this scenario a much better chance for a successful outcome.

**Used trucks that come off lease should also be inspected by qualified diesel technicians.**

Just like manufacturers that take back trade units, financial companies need to be sure that the off-lease trucks they take back also meet trade terms.

**Used Truck Dealers** — Buyers at used truck dealers often purchase used inventory sight unseen and then many of these vehicles are then sold without any other review. This process leads to many claims by the final buyers of these trucks. A good inspection can help a dealer avoid many of the claims arise when trucks are bought and sold sight unseen. Even when trucks are inspected by dealer employees, it is usually salesmen or
Industry & Vendor Relations

Call to Action by the UTA Membership

The Industry & Vendor Relations Committee has been involved with the labeling issue, the Federal Highway Use Tax Issue and several vendor relationship issues.

I cannot stress to the membership how important your input and involvement is in these areas. The UTA board needs your help if we, as an industry, are going to have any impact on the issues that we face.

The labeling issue, while deemed important by the Board, will die without your support. E-mail and letters to me supporting your concerns and advocating change on the part of the manufacturers would be very helpful in showing them that our position is valid. Without such follow up, we have merely raised an issue.

In the coming months, I will outline in my "Bear-O-Meter" column actions that the dealer body can take to effect change in regard to the Federal Highway Use Tax issue. If the membership does nothing, no change will occur and it, too, will become just another issue that was merely raised but died because of inaction.

Eddie, the other board members, and I have repeatedly asked for you to "get involved." This is your organization, but we need your help! My commitment to these issues is to address them over and over until you tell me to stop. My "ears" for this will be your indifference to my pleas for help.

And, no, you can't just sit at your desk and agree with what is being written. You must act and not wait, assuming someone else will e-mail their thoughts or suggestions. You, yes, you are the person I am waiting to hear from on these issues.

Fill out the petition and fax it to me. E-mail me your thoughts and letters of support. In short, get involved!

Several of you have, in fact, done so. Ron Lipman came up with the idea of the petition for labeling. I thought it was a great idea and included it in the newsletter for your convenience.

I, ________________________________________________________, whole-heartedly support (print name of used truck sales/service professional) a standard labeling system for medium- and heavy-duty trucks. I further support the efforts of the UTA to work with truck manufacturers to create the content of such a label.

Signed _______________________________________________________________________

Title ____________________________________________________________________________

Dealership/Company Name _______________________________________________________________________

Date _____________________________________________________________________________

Fax completed form to: 615-773-7365
Steve "Bear" Nadolson [bear@soarr.com]
Chairman/Board of Directors, Used Truck Association

So let's get after it! Have your service managers, technicians, sales staff, general managers, owners, lot technicians, etc. sign up today. Help me help you through our UTA voice of one! Let's get 1000 of these signed by convention time so we can show the manufacturers just how important this is to us. Thanks for your support.

Steve "Bear" Nadolson
Kolman’s Korner
Making The Message Unforgettable

Writing a tagline that, in a few words, provides a memorable phrase that sums up a product or service is a daunting task. The really good ones stand the test of time and often become a part of our culture by being frequently being repeated, imitated or parodied.

Here are the 10 most influential taglines since the advent of broadcast television in 1948, according to Tagline Guru. You may be surprised at how long many of these have been around.


David A. Kolman, Editor
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The Importance of a Used Truck Inspection

buyers, most of whom lack a mechanical background, that perform the inspections.

**Owner-Operators and Fleets** — A small fleet or owner-operator should have any unit inspected by a well trained diesel mechanic before purchasing it. As I mentioned previously, these companies operate on such small margins they cannot afford to have a major mechanical problem.

**On-Line Auction Companies** — Auction companies that sell used trucks over the internet can benefit greatly from truck inspections. An independent inspection company can visit the location of the auction trucks, inspect the units to be sold, and list the condition reports and photos on the auction site. This cuts out transportation costs by taking away the need to move the trucks to a physical auction location. It also gives buyers the information they need to purchase units over the internet and lets them avoid traveling to the auction site. While this practice is not yet common in the trucking industry, many believe it will be the wave of the future.

An inspection will not detect every potential problem that may arise after buying a used truck. However, a comprehensive used truck inspection, performed by a specially trained inspector or diesel technician, will provide much greater assurance that the used vehicle in question is in sound working condition for the eventual owner.

George Barnett, UTA Member
Truck Remarketing Services
info@truckremark.com

Quintessential Quote

“There is nothing more frightening than ignorance in action.”

JOHANN WOLFGANG VON GOETHE
In 1988 used trucks took a turn for the better with the founding of the Used Truck Association. Men and women came together as a group dedicated towards ethical practices and mutual benefits. The Used Truck Association allows drivers to purchase equipment from professionals who adhere to nine ethical principals, a commitment to training and a desire to build relationships.

**Look for the UTA logo when shopping dealers.**

**Let’s Talk Used Trucks**

*A turn for the better*

Used Truck Association [www.uta.org](http://www.uta.org)