



Greetings from Michigan!

Climate Change

I hope this letter finds all the TARA friends well and enjoying a great summer. We have some information in this newsletter regarding the upcoming meeting in St. Louis this fall that you will want to be aware of so you can make your plans now to attend this meeting.

Climate change seems to be the buzz word these days. We hear it used in every area of our lives it seems. Whatever your view of Climate Change is, we all experience change. Change not only happens in climate, but it also occurs in business. This past June 6th, the owner of Daleiden's Inc. decided he needed a climate change. After 68 years in business Jack Daleiden decided to retire and subsequently pull the plug on what could have continued to be a viable company, displacing well over twenty employees. Daleiden's had been a long time TARA member and over the years had two of its principal partners elected as TARA president. This was the company my father worked in for 58 years before retiring and one that I had been employed in for 27 years.

"Climate Change Happens" so to speak. So what does all this mean for me as an employee of a company going out of business and more concern to you, as TARA president? I have received much support and encouragement from TARA members. After a short job search I accepted an offer of employment from a fantastic shop which will qualify as a related industry membership and afford me the opportunity to continue on in the roll as TARA president. The company I will work for is called PRO FLEET Collision and Refinishing, which specializes in heavy truck collision repair and refinishing in Mattawan, Michigan, just outside of Kalamazoo. I will be sure to forward new contact information to Wayne who will be able to contact me at any time while I make the transition. If you have any questions or need to contact me please call Wayne during the next month and he will forward all the information.

As I look forward to new employment I also look forward to what TARA is in need of. TARA needs your involvement. Although it is difficult to get away from your work you also need time to gather with others in this industry. This time helps you learn and refocus while understanding you are not the only one facing issues and difficulties. TARA not only needs you to attend meetings, it also needs to fill a member at large on the e-board. If you would like to be more involved in TARA and its continued development please contact me or another board member.

Bob Razenberg

Have a great month!

Bob Razenberg

Talk Up TARA

Hello TARA members and friends!

During our February meeting in Orlando, FL, Ashley Adams and Champ Coddington volunteered to serve on the membership committee. We are currently working to recruit prospective members to join our great group. Recruiting is difficult if you are working in your home area, let alone working the country from home. We need your help!

Think about the last TARA meeting you attended and those members and guests sitting around you. Now think about the people that you saw in previous meetings that were not at the last meeting for some reason. Are they still members? Give them a call or email and tell them you missed them. **Talk Up TARA!** As we talk about recruiting new members we must also talk about retaining current members. TARA is a great organization and we need to remind current members about it. Also we need to tell prospective members about our group and what brought us to TARA. If there is a member you have missed but hesitate to call, let one of us know and we will call them.

In previous messages in our news letter we asked that you look through the collection of business cards in your center desk drawer. I am sure we all have them. I am sure there are many people that would make great members in TARA and they would very open to hearing from you, Ashley, Champ or myself regarding TARA. In order to get those people interested in our group we must **Talk Up TARA!** As you know, there are several classes of membership and the qualifications for those classes are discussed in the membership directory.

Our next meeting is in St. Louis. That location should be relatively easy for everyone to get to and it sounds like the expenses should be less than other meetings. Invite your prospects to join us in St. Louis. If you want one of us to follow up with them, let one of us know that so we can **Talk up TARA** to them. Call or email us with names of prospects. We like to introduce new members at our meetings! Take some time to **Talk up TARA** and give us a chance to help! We are ready to do our part!

Fred McCoy
TARA Membership Committee

Upcoming TARA Events

October 1-4 2008

What: TARA Fall Meeting

Where: St. Louis, Missouri at the
Marriott Airport Hotel

When: October 1st thru 4th, 2008

Extra Info: See more details on next page.

QUOTE OF THE MONTH

“Great leadership usually starts with a willing heart, a positive attitude, and a desire to make a difference.”

~Mac Anderson collection~

Market Outlook

The June issue of MacKay & Company's Data Pulse Plus reports current market conditions throughout the transportation industry. According to this nationwide survey, rising fuel prices, slumping economy, and a slow construction market have the transportation industry in the doldrums. Yet there are a few signs of optimism. On the fleet side, revenue miles were up 3.7% in May. The Agriculture industry has had some very good times in the past few months, although there are some concerns about the rising input cost of this year's crop, the price structure on the board of trade are at record levels. Mid-west flooding also seems to be a factor in a number of states. However in some parts of the country where there is flooding; road construction and levee fortification has created a short term niche market. There seems to be a little optimism among some trucking companies in the mid-west.

TARA Fall Meeting Date and Location Change

TARA Fall Meeting
Oct. 1-4, 2008
St. Louis Airport Marriott

We will be holding our meeting in St. Louis, Missouri at the Airport Marriott. Our host will be the Hunter Engineering Company. We are still completing our program, but as always we will have something for everyone. Education is always one of our priorities and this meeting will certainly be highly educational. Hunter is putting on a two day seminar on vibration, analysis, and the necessary corrections. TARA has always been on top of the learning curve and repair of the Heavy Duty Trucks, this information will most certainly put you at the head of the list in the vibration problems. We will be getting out the complete program and necessary information about the N.T.H.E.C.C. meeting to you very soon. If you have any questions give Wayne a call at 800-232-8272.

The ladies day tour of St. Louis, including a trip to Grant's Farm, will be Thursday October 2nd 2008.

More information on the ladies day tour will be in next month's newsletter.

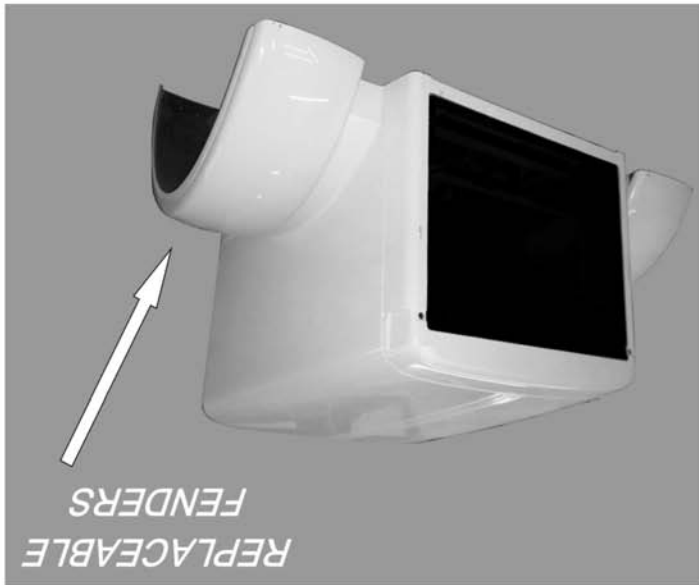


Truck-frame & Axle Repair Association

3741 Enterprise Dr. S.W.
Rochester, MN 55902

Presorted
First-Class
U.S. Postage
PAID
Permit No. 193
Winona, MN

www.trukrodz.com or www.jonesperformance.com * Phone 800-451-1600 Fax (724) 528-0199



Three Piece Hood with Replaceable Fenders
PETERBILT 378/357 SEA HOOD

“THE MOST TRUSTED NAME IN REPLACEMENT TRUCK HOODS”



95% of Our Hoods Ship the Same Day

GUARANTEED TO FIT
2-YEAR WARRANTY



NOW AVAILABLE!



We Strive to
Exceed Your
Expectations
Through Continual
Improvement!

- ALL PETERBILT REPLACEMENT AND CUSTOM FENDERS INCLUDE INNER LINERS LAMINATED IN FOR ADDED STRENGTH AND DURABILITY.
- THE BEST QUALITY SERVICE VALUE