

TARA News

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The Truck-frame & Axle Repair Association (TARA)
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TARA News & Topics published monthly
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Greetings from Michigan!

I hope this news letter finds all is well with you and your families. This past week we received our first blast of winter weather. Winter happens every year and you know it's on the way however when harsh weather does arrive, it always seems so rude. Snow and ice covered roads seem to catch most off guard and not all adjust quickly to those driving conditions which is not a bad thing necessarily for our business. A few bent frames and curb hits do seem to create opportunity. It's not that we prey off the misfortunes of others but it does seem to make our world go around.

As you may know Ken Dias is "retiring" from the TARA treasurer position which he held for several years. I'm glad to announce that Mark Jayne of Anchor Frame in Marion Iowa will be voted on to be our next treasurer. We certainly appreciate Marks willingness to get involved in this area. I'm positive Mark will provide a level of commitment we have been accustomed to. Please take a moment to thank Mark for willingness to service in this vital capacity on behalf of all TARA members.

Another area that is vital to TARA is membership. We have been blessed to have Fred Mc Coy follow up on membership advancement and he is putting out a challenge to us. He needs us to reply to him on the question of "Why should I belong to TARA instead of another industry groups?" Using these testimonials as a launching point when we are prospecting for new members, this will help all of us as we look to grow our association. Fred also wants more contacts to follow up on. So get the information to him ASAP at realmac@cox.net.

TARA has scholarship money available. This program was developed and put into place in the spring of 2007. We would very much like to use this program to advance the schooling of someone connected to TARA's regular, related or associate member base.

If you need further information you may contact me or any TARA board member for further information.

Our winter meeting, February 3rd -6th in Orlando, is coming up quickly so fill out the registration form, then send it in and check out the hotel at www.regalsunresort.com. We have lined up some informative sessions and will have some time at the TMC trade show on Wednesday.

Have a great Christmas season with your friends and families and a fantastic new year!

Until next month,
Bob Razenberg

Merry Christmas to one and all. It's hard to believe 2007 is almost in the books. I hope it has been a good and prosperous year for you. 2008 is just around the corner and traditionally December is a good time to sit down, look over your profit and loss statement and do some long term planning for the coming New Year. I attended a management seminar in St. Louis this past week-end. The event was presented by the Automotive Training Institute. They host a number of these events thru out the United States and they have a classroom setting in the Baltimore, Maryland area. During the class we looked at profit and loss statements, looked at industry benchmarks, and came up with ways to meet and exceed these benchmarks. It was a very thought provoking class that made you stop and think about your future. It also gave you numerous ideas about making a change in your day to day running of your business. I certainly would encourage you to attend one of these events if they are in your town. You can check them out on the web at www.autotraining.net. Our instructor was John Bishop and he was very informative and had a passion for teaching. All of their instructors come from the auto and tire industry so they really have been there and done that.

I am anxiously looking forward to next year. We intend to implement a number of these ideas to start 2008 off with a bang!

Speaking of starting the New Year off with a bang, I hope you are making plans to attend our upcoming winter meeting in Orlando, Florida on February 3rd thru the 6th. As Bob mentioned the program is being finalized and is shaping up to be a very good meeting. The registration form is included with this issue and I know there will be a lot to see and do. As many of you know our format will be a little different for this meeting. We will have our registration and social hour on Sunday evening. Our business meetings on Monday morning, followed by numerous speakers which include Dan Cleary who will demonstrate a VIS Check machine, (vehicle inspection system).

Tom Knapke, from the Western Ohio Education Foundation will be speaking on Time Management, as well as right brain-left brain thinking patterns, and different management styles. And Stu Orr will be presenting an estimating program.

On Wednesday morning we will be touring the TMC show. In addition we will be manning the TARA booth during the TMC events on Monday and Tuesday evenings. All in all it's shaping up to be another great event and we hope to see all of you in sunny Florida.

Below is a preliminary program list. We still have a few speakers to confirm and finish the ladies program agenda.

Sunday Feb. 3rd

5:30 P.M. Hospitality Hour, Registration and Super bowl Party

Monday, Feb.4th

7:30 A.M. Regular Member Meeting

8:45 A.M. Open Meeting

10:00 A. M. Dan Cleary-Vehicle Inspection System

1:30P.M. Drake Piper V.W. Kaiser Products

2:30P.M. Dwight McAlexander Volvo-Mack Collision Parts Program

3:30P.M. Allied Member Reports

5:30P.M. TARA exhibits @ TMC Meeting

Tuesday, Feb.5th

8:30 A.M. Stu Orr Adjust rite Estimating Program

11:30 A.M. Allied Members Report

1:30P.M. Tom Knapke Western Ohio Education Foundation - Time Management

4:30P.M. Adjourn

5:30P.M. TARA Exhibits @ TMC Meeting

Wednesday, Feb 6th

7:30 A.M. TMC Meeting Exhibits

1:30P.M. Exhibits Close

Another TARA event that is in the planning stages is our fall meeting. This will be the first week of October, 2008 which will be in St. Louis and be in conjunction with the NTHECC. We will have more information on this meeting in later issues.

REGISTRATION
TARA Winter Meeting
Feb. 3 – 6, 2008
Regal Sun Resort
Lake Buena Vista, FL

NAME _____

COMPANY NAME _____

ADDRESS _____ CITY _____

STATE _____ Zip CODE _____ PHONE _____

FAX _____ E-Mail _____

Registration Fees: Regular Meeting \$300.00 Additional Registrations (same company) \$150.00
Print names as you want it to appear on badge. (Make copies for additional registrations.)

First Name	Last Name	Registration Amount
_____	_____	@\$300.00 \$ _____
_____	_____	@\$150.00 \$ _____
_____	_____	@\$150.00 \$ _____
		Total Registration \$ _____

Prepayment Required Check _____ or Visa/ MasterCard _____ (information below)

HOTEL REGISTRATION: Regal Sun Resort
1850 Hotel Plaza Boulevard
Lake Buena Vista, Fl 32830-2202 Phone: 407-828-4444 www.regalsunresort.com

TARA must make reservations for meeting rates. Hotel registration deadline: Jan. 7, 2008
Room Rates \$149.00 (Your room will be guaranteed with your credit card, no checks please.)

NAME ARRIVAL DATE DEPARTURE DATE

Single _____ Double - Double _____ King _____ Non-Smoking _____

Payment Method: Check _____ Visa _____ MasterCard _____

Account Number _____ Expiration Date _____

Name on card _____ Signature _____

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