



Greetings from Michigan!

First of all I really enjoyed the days I spent at the TARA meeting in Florida. The weather was spectacular compared to the frigid and snowy north today.

Aside from the weather, it was a great time to catch up with friends, to discuss the woes of business climates around the country, and to enjoy a terrific- more for some than others- Super Bowl party in our own area of

the hotel. What a great time! My hats off to all those that participated and put this together.

There were many informative speakers that sought to expand your arena of thinking and to enlighten you to opportunities that you may not have considered. A strong point of TARA is productive sessions for management and leaders in each organization. This past meeting Tom Kanapke kept our attention with a high spirited session on Time Management that everyone should be able to use in their daily operation as well as at home.

Several technical sessions gave us insight on future and current trends in the market place as well as shed light on opportunity for growth. Speaking of technical sessions our next tech session will be at the Bee Line Training center April 25 and 26. Several sessions will be held during those days to keep group size manageable and provide the best learning environment. This is sure to be a valuable opportunity for technicians and insurance personnel. So keep the date open. More details will be available on the registration shortly.

Plans have already begun for the fall meeting in St. Louis. This will be the first week in October so mark your calendars for this date as well. Mitch Weller with Hunter has offered to help put some informative sessions together and we really appreciate Hunter's involvement with TARA.

Have a great month!

Bob Razenberg

Bob Razenberg

CHECK IT OUT!!

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Convention Issue

Our February convention in sunny Florida was a success. Orlando was a great location for our annual meeting and the weather was perfect. Our meeting started with a wonderful Super Bowl party at our hotel. I sat next to our friends from Boston, Kris and John, for most of the second half. I think everyone enjoyed the game except for them. Better luck next year. 18 and 1 is still a pretty good year. Monday morning started off with our usual business meetings. Mark Jayne of Anchor Frame & Alignment was elected to be our next TARA treasurer. Again we want to thank Ken Dias for his work in our organization. Ken has served on our E-board thru the officer's chain, two terms as president, and six years as treasure. Thanks Ken for a job well done. Kevin Lucciolla was voted in as an associate member. Welcome aboard Kevin!

Our speakers for Monday morning session included allied members Michael Schein from Karmak who spoke on their line of computer software. Ashley Adams of P.G. Adams spoke on their expanded business of custom made frame rail and cross members. With the addition of some new equipment and an addition to their facilities, P.G. Adams has some new capabilities in the metal fabricating business. Dan Cleary from V.I.S. check spent some time with us and discussed a couple pieces of their equipment. The VIS check is a hydraulic machine that inspects suspensions, finds loose parts, and does a computer analysis on air brake systems. He invited us to their booth at the TMC show where they had two machines set up for inspection. Drake Piper of V.W. Kaiser Company was with us again and showed us their line of king pins, spring pins, and bushings. Dwight McAlexander from Volvo-Mack was our next presenter and he spoke about the new line of Volvo trucks and the new cab design to enhance driver safety in the event of an accident. He also spoke on the new emission standards and the high tech design of the exhaust system to meet these new standards.

After lunch, our own Bill Hinchcliffe hosted a panel of fleet managers and conducted a round table discussion on fleets, and what they look for in outside vendors. Our guests on the panel included, Bob Polka from Utility Shared Services where he serves as director of fleet services. Ken Johnson of Leonard's Express where serves as operations director. Jeremy Ayers rounded out our panel. Jeremy serves as director of maintenance for Priority Transportation. Each of these gentlemen offered ideas as to how their operations work and how they get their equipment back on the road after an accident. They also talked about their equipment and how often it was replaced. This was a very good panel and included numerous questions from our members. Thanks Bill for putting this together!

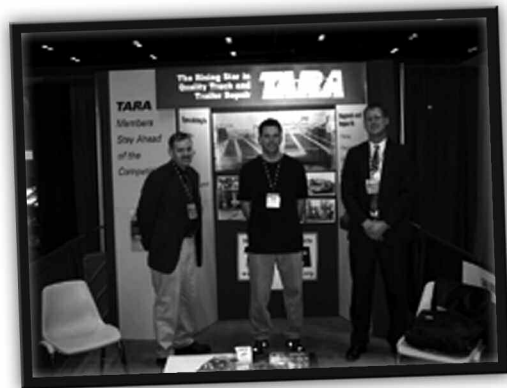
Our last speaker for the day was John Bair from Vibration Technology. John is retired from the Eaton Corporation and they have developed a computer vibration analysis machine that will diagnose vibrations in trucks. He also invited us the Eaton booth at the TMC show. Monday evening, Bob Razenberg, Ken Dias, and Bill Hinchcliffe ran our TARA booth at the TMC show.

Tuesday we started the day with a familiar face in Stu Orr. Stu represents a company named Adjustrite. His presentation was based on writing good, fair estimates. He started his session with everyone looking at pictures of a wrecked Freightliner and each person writing an estimate based on a Mitchell estimating program. Then we compared the differences with the Adjustrite program. As you can imagine, we had a great discussion among shop owners and insurance people on writing these estimates. Stu did a great job in keeping his program lively. This was a very informative program with great participation among those in attendance.

Our keynote speaker was Tom Knapke from the Western Ohio Education Foundation. His presentation was titled Time Management and Analyzing your Leadership Style. This was a very fast paced and inspiring program. One of the fascinating topics he spoke was right brain and left brain thinking patterns. His program

analyzed our personality through a series of profiles and we discussed different types of leadership. This was a wonderful management program with everyone talking about how they could use this in their work environment as well as at home. The proper use of our time affects our productivity. Dr. Knapke gave us several ways to become more organized and use our time at work to be more productive. He discussed the need of setting goals, how to control time wasters, how to plan your day, your week, and even your month. He even gave us some ideas on how to take charge of you time. Dr. Knapke's program was a great addition to our Orlando meeting.

Wednesday morning our group went to the Truck maintenance Council show. Many vendors with a lot new ideas in the transportation industry were there including several of our speakers and our own TARA booth.



ORLANDO

Upcoming TARA Events

April 25th & 26th

TARA Technical Session hosted by the Bee-Line Company in Bettendorf, Iowa

Items to be discussed: Frames, Air-Tech steer axles, Hydraulic pump maintenance and proper gauge maintenance. This will be a mixture of class room and hands on sessions.

1st Week of October 2008

Fall Meeting in St. Louis, MO in conjunction with National Heavy Duty Claims Association



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